

EDITORIAL

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ASSOCIATION MEETINGS.

DURING the coming months the meetings of the greater number of state associations will be held, and the JOURNAL takes this opportunity of extending best wishes for successful meetings. The topics of discussion vary to some extent, but most of the problems are related—they are influenced by the conditions of pharmacy, the drug business and the progress of developments. State associations and national organizations depend for their success on the loyalty and support of the individuals comprising them—no single group can stand alone, and is helpless, in degree, without the support and coöperation of the others. The spirit of coöperation is expressed in the following resolutions, adopted by the National Association of Retail Druggists at the last annual meeting, held in Atlantic City.

WHEREAS, many large fortunes have been built largely through sales in retail drug stores and through other pharmaceutical activities, and

WHEREAS, the possessors of many of these fortunes have not been made acquainted with the endowment needs of pharmacy at a time when they were planning the disposition of their wealth, with the result that the proportion devoted to pharmacy, as compared to other professions and causes, is not in keeping with its importance and with its services to humanity, and

WHEREAS, the needs of the American Institute of Pharmacy in Washington, of the many schools and colleges of pharmacy throughout the land, of the necessary researches and surveys in the professional and economic phases of pharmacy, particularly in the improvement of standards, and of proper publicity for pharmacy, are very great and pressing if the profession is to fully discharge its obligations, and

WHEREAS, such endowments would not only place pharmacy in a position conforming to its importance, but would also enable it to increase its contributions to the comfort and safety of life, and

WHEREAS, it is necessary and timely that it be explained in a dignified but forceful manner, that a proper proportion of the means made in pharmacy should be devoted to its advancement, therefore, be it

Resolved, by the National Association of Retail Druggists that its incoming president appoint a committee of five members who shall acquaint our members with the needs of pharmacy and coöperate with them and with other associations, in making contacts with the men of large means in their respective communities to the end that these various pharmaceutical activities may receive the financial assistance that they require and deserve.

Parts of an editorial of about a year ago are repeated in the following:—Associations should become thoroughly acquainted with the opportunities afforded them by the House of Delegates of the AMERICAN PHARMACEUTICAL ASSOCIATION, and a re-reading of the able address by its Chairman at the Baltimore meeting is commended (May JOURNAL, A. PH. A., pages 499–502). The House of Delegates provides a real federation of pharmaceutical interests, of which Dr. James H. Beal has said that “it is a real clearing house for pharmacy and affords the means whereby the state associations may, through their representatives, confer upon policies of common interest and also where the great national organizations of pharmacy may meet and coördinate their respective policies with each other and with the state societies.”

Chairman R. L. Swain comments: "The House of Delegates thus constitutes a vital influence in pharmacy; its potential force is almost without limitation. It is the one place where state views may be given a national expression; where the problems affecting pharmacy in one state may be met with the forces which have solved them in others; where diverse sectional views may be welded into a policy applicable to the needs of pharmacy everywhere. The House of Delegates affords an opportunity for the advancement of every pharmaceutical purpose. It is especially adapted to the needs and problems of individual pharmacists. It reaches out and touches their daily work. It provides the place where their hopes and ideals may be enlarged to embrace a national outlook."

The following resolution was adopted by the ASSOCIATION at the Baltimore meeting:

Resolved, that the thanks of the AMERICAN PHARMACEUTICAL ASSOCIATION be conveyed to the Chairman and members of the Headquarters Building Committees, to the contributors and to all others who have had a part in making the erection of the Headquarters Building in the City of Washington, a reality, and be it further

Resolved, that we urge all pharmacists who have not yet contributed in fullest measure to the success of this undertaking, to give it their further material support.

There is no influence for pharmacy more potent and powerful in the accomplishment of good than that of business and professional men unselfishly banded together for the purpose of promoting the general welfare of pharmacy. The growth of coöperation stimulates the growth and strength of an organization; the importance of the work for which the association is established is measured by the public by the degree of coöperation among its members.

May the annual meetings of all associations be outstandingly successful!

UNITED STATES PHARMACOPŒIAL AND NATIONAL FORMULARY EXHIBIT.

SPACE has been granted the National Formulary Committee in the American Medical Association Scientific Exhibit during the meeting of the American Medical Association in Philadelphia next June. This evidences the fine spirit of coöperation so well expressed by Dr. Morris Fishbein:—"The physician thoroughly trained in therapeutics must depend on the pharmacist to provide what he desires for the patients promptly and efficiently. The promotion of scientific prescribing and dispensing will increase confidence in medicine and in pharmacy and is unquestionably the best method of attacking pseudo—scientific and fanatical cultists who oppose medical progress."

The same thought is expressed and shown in the *Formulary* of Johns Hopkins, and in the more recent North Hudson Hospital *Manual* to which reference has been made elsewhere in this issue of the JOURNAL; these references apply to other hospitals throughout the country. In a related way the same message is being made effective by the work of pharmacists of Chicago; President George P. Muller, of Philadelphia County Medical Society, emphasized it at the December meeting of physicians and pharmacists in Philadelphia, when he suggested a display of U. S. P. and N. F. preparations at the meeting of the American Medical Association.

This month at the New York Academy of Medicine a meeting of physicians and pharmacists was held under the auspices of the Academy of Pharmacy and the New York Branch of AMERICAN PHARMACEUTICAL ASSOCIATION. On this occasion two important papers of the meeting were ably discussed by physicians and pharmacists; one entitled, "What the Modern Physician Should Expect of the Modern Pharmacist," presented by Dr. Horatio C. Wood, and the other by H. V. Army on "The Physician and the Pharmacist as Co-Workers."

It has been stated before in these columns that the most potent measure for bringing about an understanding of the mission of professions is reasonable, rational discussion with the purpose of devising the best means for being of service to the public. This creates public confidence in the individuals, in the practice of medicine and of pharmacy. It benefits the public. The words of Dr. S. Solis Cohen have heretofore been quoted, but they seem timely in this comment, therefore a repetition will be pardoned.

"Let the AMERICAN PHARMACEUTICAL ASSOCIATION join the American Medical Association in its determination that the errors of the past be corrected; that the interests of the people, the interests of science shall be our own chief interests and that selfish obstructionists shall be silenced and shamed. Then we can confidently face the future, sure of what is better than the mere achievement of success—the deserving of it."

The following resolutions, adopted at the last annual meeting of the AMERICAN PHARMACEUTICAL ASSOCIATION, are applicable:

"Resolved, that the AMERICAN PHARMACEUTICAL ASSOCIATION commend the general excellence and usefulness of New and Nonofficial Remedies published by the American Medical Association and that pharmacists everywhere be urged to place this volume upon their shelves of reference works with the United States Pharmacopœia, National Formulary and Recipe Book."

"Resolved, that we again recommend to all State and Local Pharmaceutical Associations the importance of maintaining professional contact with State and Local Medical Societies to the end that a spirit of coöperation and better understanding between the medical profession and pharmacy may be fostered and maintained."

"Resolved, that pharmacists throughout the United States be urged to continue in their efforts to acquaint practicing physicians with the object, legal status and contents of the National Formulary to the end that full use may be made of this important work in prescribing remedies that may be indicated in the treatment of disease."

The United States Pharmacopœial and National Formulary display is expressive of the coöperation which it is desired to commend and impress in this comment. Success is evolved from coöperation with our fellows, for our good, their good and the good of those we serve. The display will create interest and prove helpful in revision and survey work. It is a step in the right direction—a forward movement.

CHICAGO'S CENTURY OF PROGRESS EXPOSITION.

FORREST Crissey, in the *Saturday Evening Post*, of March 28th, describes what will be "Chicago's Century of Progress Exposition." Reference has been made in previous numbers of the JOURNAL—November, page 1167; January, page 78.

Chicago has raised \$10,000,000 for the Exposition and General Charles G. Dawes has said, in substance, that "Chicago will open to the world a Century of

Progress Exposition amazingly different from anything ever before staged under the name of exposition; that for romantic interest it will be a Cleopatra of expositions and as dynamic as a modern machine gun battle." Mr. Crissey's comments imply that these are not the exact words of Mr. Dawes, but expressive of the certainty that the exposition will open on schedule time, that it will be different and developed on a formula to make the exposition novel, romantic and dynamic. There is inspiration in the move for stimulating greater progress, renewed hopefulness and inventive genius and impressing the public with the importance and benefits of research in all lines of endeavor.

The general pattern of the Exposition has been designed by the National Research Council with a purpose of visualizing and dramatizing it into a dynamic show—so that the history, the development and the possibilities of arts and sciences, professional and commercial activities, educational and industrial coöperation may be interpreted for making progress. Pharmacy's part should be not only representative of its history, its contribution to the sciences and industries, health and wealth of the nations, but expressive of its greater possibilities.

"PROFIT-PARING IS SO FUTILE."

The *Oil, Paint and Drug Reporter*, of March 9th, is quoted in the following:

"It is not improbable that many materials in the chemical, drug and oil markets could be sold at a reasonable profit at prices lower than those now obtaining. It is certain that a larger number could not, and that a goodly number are being sold at prices which afford little, if any, profit. Prices in all of these markets are, on the average, lower than they were at the beginning of this year, and no evidence of an upward turn is in sight. The strange thing about it is that the reductions, for the most part, have been made in respect of materials which were priced at the first of the year too low to be profitable. Of course, these are the articles in which competition exists most extensively and most intensively. The pity is that nothing is being gained by this profit-sacrificing competition in price. It is not, by any means, making business better. On the contrary, it is helping greatly to keep business bad."

"The seller who gets the reputation of underselling his competitors openly may have a chance to recoup his losses, if he is losing on the practice, when prices turn upward. Perhaps, he will be in a better position then to offer attractive prices. But, the seller who is so fearful of his unstable position in his market that he resorts to secret underselling will never be rid of that fear. He will never be able to get a profitable price for his goods; because his customers will always be only those whose policy is to insist on bargains. Buyers who fall for the wiles of the secret rebater or briber may have a temporary advantage over those who believe that there is honor in business, but they, too, will be losers in the long run. Somebody some time must pay the losses resulting from the sacrificing of profits. And when the secret underseller sinks into oblivion in his own slime, the honorable seller cannot be expected to take care of those who had given their support to dishonorable practices."

BLOOD TRANSFUSION AS A BUSINESS.

The Health Commissioner of New York finds that the increase of men and women offering blood for sale is large enough to justify opening a bureau of control and to license the applicants. New York City is said to have about 8000 persons selling blood to hospitals and physicians; some of them suffer from disease, and supervision is said to have been lax. All of this will be stopped by examination, registration and license.

Smaller cities may not find the same abuses, but the examination and license system could be utilized in any medical center. It would insure an always present supply of blood donors physically fit for the transfusion, and prevent the recurrence of conditions New York has discovered.