

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to the Association and Branches shall become the property of the Association with the understanding that they are not to be published in any other publication prior to their publication in those of the Association, except with the consent of the Council."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 meeting 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 February meeting of the Baltimore Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held at the Emerson Hotel on Thursday, February 18, 1932.

Dr. Andrew G. DuMez, dean of the School of Pharmacy of the University of Maryland, addressed the Branch, and had for his subject "The Development and Trend of Pharmaceutical Education in America."

Dr. DuMez traced the progress of pharmaceutical education from colonial times, when almost anyone who desired might practice, through the stages of apprenticeship, night courses, and part-time courses, to the four-year college standard of to-day. He mentioned the part played by the various Pharmaceutical Organizations in prompting pharmaceutical education and emphasized the vital part played by the various Schools of Pharmacy in the evolution of Pharmacy from a medieval art to its present-day status among the sciences.

E. G. Eberle discussed the paper of Dr. DuMez and referred to the important part played in the development of Pharmacy in Pennsylvania by Dr. Morgan and the Marshall family, quaker practitioners of about a century and half ago.

Reports were received from the secretary-treasurer and from the chairmen of the various committees.

The following officers were elected and installed for the ensuing year:

President, Marvin R. Thompson.

Vice-President, Harry S. Harrison.

Secretary-Treasurer, William F. Reindollar.

In a short address President Thompson expressed his appreciation of the honor accorded and outlined in brief the policies and plans of the Branch for the ensuing year.

WILLIAM F. REINDOLLAR,
Secretary-Treasurer.

CHICAGO.

The regular monthly meeting of the Chicago Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held Tuesday, February 16th, at the University of Illinois School of Pharmacy.

The meeting was presided over by President Terry. The speaker of the evening was Dr. Kirby of the Abbott Laboratories. His subject was "Selling for Profit."

Dr. Kirby introduced his subject by stating that the trade is now profit-minded and no longer volume-minded. Some excerpts from his discussion were:

That a one-cent sale is not a sale and that the loss involved should be charged to advertising, not to sales.

The average druggist spends fifteen minutes a day buying merchandise and fifteen hours selling. Dr. Kirby pointed out the folly of such a procedure and urged the retailer to spend more time studying merchandise and prices.

The Chain Stores report that in buying up stores they usually find the profits in the basement, in the form of unsold deals. Deals will not bring additional profit until the merchandise has been sold. Sustaining profits come only from the sale.

The retailer is beginning to feel the asset of the clerk behind the counter. The clerk must be a salesman.

In the United States there are an average of 2106 consumers per drug store. We have many restraining laws, but no law which prevents the druggist from raising this number for his drug store.

Your possible methods of "Selling for Profit" were outlined:

1. Same volume—greater price.
2. Greater volume—same price.
3. Still greater volume—same price.
4. Greater volume—less price.

The third plan was shown as being the only logical plan to be adopted. In carrying out this plan Dr. Kirby suggested that an accurate survey be made of the surrounding territory and that plans be made for the volume expected from that territory. Advertise and make personal calls during the dull hours of the day. Give the clerk a chance to show his salesmanship by sending him on some of these personal calls.

A chart was displayed showing as an example a Commodity Market: Study the germicides grouped as mercurials, chlorine derivatives and coal-tar products. Under these groups were listed the trades that used these germicides. It clearly showed the possibilities of the druggist increasing his profits by widening his scope, and acquainting the doctors, hospitals, florists, seedsmen, janitors and poultrymen of their needs that can be purchased at the drug store.

Instances were cited of potential customers buying at some distant point because they were unaware that the druggist could furnish what they needed.

Dr. Kirby followed his discussion with a few remarks regarding the National Pharmacy Week displays for this coming October. The displays are to consist of growing plants. It was urged that group connections be made between the druggists and florists for the furnishing of these plants.

Dr. Kirby furnished the secretary with the names of some florists and the plants they can furnish.

After a brief discussion the meeting was closed by a rising vote of thanks to the speaker of the evening.

LAWRENCE TEMPLETON, *Secretary*.

DETROIT.

The February meeting of the Detroit Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held in the Y. M. C. A. Building, Thursday evening, February 18th. The meeting was preceded by a well-attended dinner. President Liddell called the meeting to order. The minutes of the previous meeting were read and approved.

President Liddell then presented as the speaker of the evening—Howard T. Graber—who presented a very interesting and instructive paper entitled, "Enzyme, Endocrine and Protein Compounds." He said enzymes and protein compounds are old subjects but not so the endocrines. Enzymes do not enter into reactions, nor are they used up, but by catalysis set in motion a reaction between two other substances. By adding an enzyme to milk in the proportion of 1 part in 800,000 the first step in cheese making is performed.

Without enzymic action there could be no butter-fat. The activity of enzymes in nature, not alone build up the important bodies upon which we subsist, such as starch, sugar, albumen, meat, etc., but also enzyme activity which is necessary to break them down and assimilate them.

The endocrines are marketed in the form of dry desiccated gland and also in the form of solutions for hypodermic and intravenous injection. In some cases desiccations are made from the purified solutions or active hormones.

Mr. Graber said that until a few years ago desiccated thyroid was the only endocrine accepted by the medical profession; however, at the present time others are used successfully.

The discussion by Mr. Graber brought attention to the care and precaution taken in the manufacture of this important class of medicinals, and the biological and pharmacological standardization necessary to place the various preparations with unimpaired therapeutic efficiency in the hands of the medical profession.

A discussion followed which was led by Dean R. T. Lakey and Dr. L. A. Seltzer.

A rising vote of thanks was tendered the speaker.

BERNARD A. BIALK, *Secretary*.

NEW YORK.

The February meeting of the New York Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION, which was featured as "New York State Pharmaceutical Association Night,"

was held at the College of Pharmacy, Columbia University, on Monday, the 8th, the chair being taken by President Robert P. Fischelis. Over 100 persons were present.

Owing to the length of the scheduled program the reading of the minutes and the Treasurer's report were dispensed with.

Dr. Mayer, for the Audit Committee, reported that he had approved the bills submitted to him.

Chairman Miller, of the Membership Committee, submitted the name of Harry Goldschmidt, and the secretary that of Herbert B. Falk, for membership of the Branch; these were approved. The secretary reported that Messrs. Horace M. Carter, Edward Gassler and Bernard W. Zlinkoff had become members of the Branch through joining the parent organization.

The president said he wished to express the thanks of the Branch to the Editors of the *New York Journal of Pharmacy*, the *Apotheker Zeitung* and the *New York Pharmacist* for the publicity which they had given to this meeting.

Dr. Schaefer, reporting for the Entertainment Committee for the Meeting of the Boards and Colleges of Pharmacy of District No. 2, said that the dinner to be tendered to the visitor would be held on Monday, March 14th, at the Hotel Pennsylvania, and that a vaudeville entertainment was being provided through the courtesy of the *American Druggist*. He drew attention to the fact that this year marked the 25th Anniversary of the founding of the New York Branch and suggested that this dinner would be a suitable occasion to celebrate this event.

The president said that he had before him a record of the first meeting of the Branch on March 16, 1907, and that he was pleased to see that several members whose names were on that record were present at the meeting tonight; he called upon Dr. Diner to move that the March meeting should take the form of a dinner, as planned by Dr. Schaefer and his committee, to celebrate the founding of the New York Branch. The motion was made and carried.

Dean Army rose to point out that there were several distinguished guests present and mentioned the names of Dr. R. B. J. Stanbury, secretary of the Canadian Pharmaceutical Association; Dr. E. F. Kelly, secretary of the AMERICAN PHARMACEUTICAL ASSOCIATION; Vice-President L. M. Kantner of the Maryland Pharmaceutical Association, and President-

Elect W. Bruce Philip, of the A. Ph. A. and Counsel for the N. A. R. D. President Fischelis welcomed these guests to the meeting and called upon them for a few words.

Dr. Stanbury said that he considered himself very fortunate in having an opportunity to attend the Branch meeting; he wished to call the attention of all to the Joint Convention of the Canadian Pharmaceutical Association and the AMERICAN PHARMACEUTICAL ASSOCIATION in Toronto, on August 22nd to 27th, at the Royal York Hotel; he hoped for a large attendance and said he could assure everyone that they would be well entertained.

Dr. Kelly referred to the convention at Toronto, saying that it would be an unusual event in every respect and that he hoped a great number would attend; he was glad to be present at the New York Branch meeting and wished to congratulate the officers on the interesting programs they had arranged; he was particularly pleased to see the Branch and the State Association holding a joint meeting, and recommended such meetings to other Local Branches.

Mr. Kantner tendered to the Branch the greetings of the Baltimore Branch and of the Maryland Pharmaceutical Association and said that it gave him great pleasure to be present.

Dr. W. Bruce Philip spoke briefly of the problems facing pharmacy, pointing out the need for the development of the professional side; he congratulated the New York State Pharmaceutical Association and the Branch on the work they were doing.

Dr. Fischelis introduced Dr. Albert A. Muench, president of the New York State Pharmaceutical Association, who now took charge of the meeting.

President Muench said that it was an honor for the State Association to hold a joint meeting with the New York Branch, that the AMERICAN PHARMACEUTICAL ASSOCIATION always stood as a beacon of light for pharmacy, and that the most important work of the State Association was its activity in legislative matters. He spoke in general terms of the work of the Association and stressed the fact that new members and active workers were needed; he hoped that there would be free discussion at this meeting.

Chairman John F. O'Brien, of the Legislative Committee, presented his report; he spoke of the re-introduction of the bill of the State Association dealing with poisonous, habit-forming and deleterious substances, the sale of

which would be restricted to pharmacies, and hoped it would be passed. He referred to the New York Junior Capper-Kelly Bill, which had been modeled after the California Junior Capper-Kelly Bill, and said that the Association wanted the active and financial support of all pharmacists for this bill; he hoped that Dr. W. Bruce Philip, the author of the California Bill, would help the State Association in its work on its bill.

Dr. Wimmer rose to say that he had been appointed chairman of the Legislative Fund Committee to raise money for this work; that appeals to pharmacists would be sent out to the number of 7000, and that pharmaceutical associations would be asked to contribute \$100 each to the fund. Without generous support the Association would be unable to protect retail pharmacists against laws detrimental to their welfare.

There was considerable discussion on the sale of deleterious substances such as barbituric acid compounds, Messrs. Fischelis, Brodtkin, Lichtman, Lehman, Seley and Kopald taking part. A motion was made and carried to ask the Commissioner of Health of the City of New York to help the State Association to pass its bill, since the Health Department of the City has recently ruled that barbituric acid and its compounds may only be supplied on prescriptions.

Professor Monell, chairman of the Committee on Economics, read the list of questions appearing on his proposed questionnaire to be submitted to the pharmacists of the State this year; he said that one of the most important facts to be determined for each independent retail pharmacist was his decrease in business for the current year in order to see whether it was greater or less than the average as determined by the questionnaire. He stated that of all chain stores, only drug store chains showed an increase in volume of business for 1931 over 1930. He hoped that all pharmacists would cooperate with him in filling out the questionnaire.

A discussion took place in which Messrs. Bardfield, Canis, Kopald and Brodtkin joined; Mr. Brodtkin said that a large wholesale drug house was now billing merchandise in three columns headed (1) Patents, (2) Sundries and (3) Drugs, Chemicals and Prescription Items; from this a pharmacist could see at a glance the volume of business done under each heading.

Chairman J. Leon Lascoff, of the Committee on U. S. P. and N. F. Propaganda, endorsed the

idea of Physician-Pharmacist meetings, such as had been held by the Branch last spring; he referred to the exhibit of U. S. P. and N. F. preparations which he had on display and suggested that the booklets on U. S. P. and N. F. Propaganda which had been prepared by the State Association should be distributed by pharmacists to physicians in their locality; copies could be obtained from him. He vigorously protested against the practice of certain large pharmaceutical manufacturers who put up special preparations from their own formulas, using U. S. P. Official Titles on the labels, immediately followed by the word "Special" or their own name; this they had no right to do, since it was misrepresentation and misbranding and, in many cases, the product was cheaper than and inferior to the U. S. P. article. He referred to an editorial in the December issue of the *New York Pharmacist* dealing with a movement by patent-medicine proprietors and an editor of a national drug journal to start a campaign for self-medication by the public; he felt that this was a menace to public health and fraught with danger to physicians and pharmacists.

Mr. Brodtkin advised the closest cooperation between pharmacists and physicians since this was the only way to cope with the campaigns of the patent medicine makers which gave no profit to the pharmacist. Dr. Diner and Mr. Gesoalde spoke of the U. S. P. propaganda that had been carried out in New York and Brooklyn and hoped that the State Association would some day be able to employ a detail man to visit physicians on behalf of the independent pharmacists, as the Kings County Society had done in Brooklyn.

Chairman Mayer, of Committee on U. S. P. Revision, said that his committee welcomed the receiving of comments and suggestions on U. S. P. preparations for consideration in regard to the revision now being carried out.

Chairman Henry Jansen, of the Committee on Fair Trade, presented a paper in which he reviewed the present trade situation; he referred to the work of his committee in regard to fair prices. He was glad to notice the great decrease in the number of "combination deals" and said that nothing should be left undone to abolish them altogether; he also was pleased to be able to report that 91 perfume shops had gone out of business this year.

Chairman Schaefer of the Committee on Pharmacy and Queries, asked for a large number of papers by pharmacists to be read at the

coming Convention and pointed out that prizes would be awarded to those of the highest merit.

Chairman Wells, of the Committee on Time and Place for the Annual Convention, reported that plans had been settled to hold the Convention at the Grand Union Hotel at Saratoga Springs during the week of June 20th, and that everything possible was being done to make it an outstanding success.

Chairman M. S. Malakoff, of the Committee on Information, spoke of the work of his committee in issuing releases to the press informing the public of what the State Association is doing for the protection of the public health, etc. He briefly reviewed the work of the past year of the A. P. H. A., the N. A. R. D., the Druggists' Research Bureau, the Philip Survey, the St. Louis Survey and the New York Conference.

Mr. Gesoalde said that in connection with pharmaceutical publicity in the endeavor to make the public "pharmacy minded," stress should be laid upon the educational requirements for pharmacists; he hoped that the Committee on Information would try to induce manufacturers to endorse the services of the pharmacist on their radio programs in the same way as they have been giving publicity to the work of dentists and physicians.

Dr. Fischelis said that in line with the scheme to make the public "pharmacy-minded" he wanted to bring to the attention of the meeting a suggestion from a New York pharmacist for the pharmacist's photograph to appear on his annual registration card, which was displayed in the pharmacy; from this, customers would know when they were dealing with a registered pharmacist and not merely an unregistered clerk. So that this idea might be discussed at the State convention in June, Dr. Fischelis handed over some material relating to it to the State President.

Chairman R. S. Lehman, of the Committee on Membership, said that in view of the important legislative and other matters that were on the program of the State Association, it was necessary to increase their membership, and he hoped that any present at the meeting who were not members would join and would encourage others to do so, too; blanks could be obtained by writing to him at 295 Washington Ave., Brooklyn.

Dr. Muench then turned the meeting over to Dr. Fischelis, who said how pleased the Branch had been to hold this joint meeting with the State Association.

The meeting concluded at 11:35 P.M. with a rising vote of thanks and applause to all the speakers.

HERBERT C. KASSNER, *Secretary*.

PHILADELPHIA.

The February meeting of the Philadelphia Branch of AMERICAN PHARMACEUTICAL ASSOCIATION was held in the Pharmaceutical Laboratories Building, John Wyeth & Bro., Inc., Philadelphia, on the evening of February 9, 1932.

Vice-President Roberts called the meeting to order at 8:30 P.M. The minutes of the January meeting were read and approved. Newly elected members were next introduced.

Under new business Vice-President Roberts appointed the following nominating committee to report during the March meeting: Chairman Dr. M. S. Dunn, Dr. Frank Eby and Prof. Harvey Frank.

The subject for discussion—"A Symposium on Ergot" was then announced. The Botany and Pharmacognosy of Ergot were discussed by Dr. Frank Eby. Dr. Eby carefully described and illustrated the various phases of growth of this parasitic drug; its host and how the drug enters the market.

Mr. Alfred Barol followed with his discussion of the Commerce and Manufacture of the various products containing Ergot. He contrasted the European and American products, showing the tendency in Europe is to isolate the active constituents and use them as such, while in America it is customary to use the fluid or other extractives, without isolating the active constituents.

Dr. Marvin R. Thompson gave a detailed exposition of the "U. S. P. Method of Ergot Standardization," pointing out the deficiencies of the method, with certain recommendations for its improvement. Of decided importance was his explanation of the various constituents present, naming and comparing those which were physiologically active with those physiologically inert. Dr. Thompson is an enthusiastic exponent of the Epinephrine Reversal Method for standardization of Ergot products.

He stated it was possible to attain better end results for assigning definite values to finished Ergot products than available with the official method. He volunteered to demonstrate this method to any or all interested.

Drs. Luedres and Toland while discussing the "Clinical Indications and Uses of Ergot" cited various recorded cases and results obtained.

A number of cases where the use of Ergot may be indicated, do not permit its use due to certain forms of diabetes being present. Some physicians are averse to its use due to a lack of knowledge of clinical results obtained, while others consider it an unsuitable drug but prescribe it in the absence of one that is better.

The meeting adjourned so that those present could inspect the recently renovated Pharmaceutical Laboratories of our hosts. After the inspection a buffet luncheon was served and enjoyed by all.

The officers of the Branch and the members present take this opportunity of expressing their appreciation for the reception accorded them.

WILLIAM J. STONEBACK, *Secretary*.

DINNER AND ENTERTAINMENT, NEW YORK BRANCH OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

The meeting of District No. 2, consisting of delegates of the National Association of Boards of Pharmacy and of the American Association of Colleges of Pharmacy and representing the States of New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, West Virginia and the District of Columbia, was held in New York City on March 14 and 15, 1932. The New York Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION made arrangements for a dinner and entertainment at this time, at which the visitors were guests.

An elaborate vaudeville entertainment was also arranged following the dinner, in place of the usual set speeches.

At this time the New York Branch observed the 25th Anniversary of its founding, and this dinner gave its members an opportunity to celebrate this event in its history; the function took the place of the regular March meeting of the Branch. The dinner was held at the Hotel Pennsylvania on Monday, March 14th, at 7 P.M.; further mention will be made in next issue of the JOURNAL.

ROBERT P. FISCHER, *President*.

HERBERT C. KASSNER, *Secretary*.

HUGO H. SCHAEFER, *Chairman*, Entertainment Committee.

THE DANGERS IN SALES OF MEDICINES.

The following editorial, appearing in a recent issue of the *Clarinda* (Iowa) *Herald*, reveals that its author is deserving a vote of thanks from pharmacists. Furthermore, the article is

worthy of being brought to the attention of other newspaper editors, with especial emphasis on the last sentence:

"Recently when the secretary of the Iowa State Board of Pharmacy was in this vicinity, he had occasion to arrest and assess fines against several cafes in neighboring towns for selling aspirin. It seems that the law regarding drugs makes it unlawful for other stores than drug stores to sell certain deadly drugs. The reason is perfectly evident—as protection for public health. For instance, arsenic. Sold to kill rats, perhaps. Yes, but suicides find it a handy drug to use also. Thus dealers selling arsenic or other poisons are compelled to keep a registry of the names of folks they sell to. The coroner thus can make the rounds of the stores, after a person dies of poisoning from some deadly drug, find the name of the person who bought the drug, and when.

"Patent medicines may be sold other than in drug stores, since their composition is unknown, and the label on the bottle tells the dose. Perhaps some of them are humbugs; waste of money perhaps to buy, when the same money spent consulting the family physician and purchasing a prescription from the drug store will bring better results. But if people wish to waste their money, that's the individual's business. Protecting public health through throwing up safeguards is quite another thing.

"On much the same principle laws are much more strict as to education required from a physician who prescribes drugs than it is from one who uses, say massage treatment, but gives no medicine. Drugs have the power either to kill or cure. Most of us go to the doctor or the drug store wishing a cure. But the same hand which hands out the medicine to cure has the power likewise to hand out the kill kind; hence must have sufficient education and experience to know one kind from another."—From *Northwestern Druggists*.

REPRESENTATIVE LAGUARDIA TO OFFER SUBSTITUTE FOR PROPOSED SALES TAX.

Because of his belief that the attempt to establish a sales tax will fail, as, he said, it has in the past, Representative LaGuardia (Rep.), of New York City, announced March 11th that he would offer a substitute for the sales tax plan when the revenue bill is being read for amendment. The substitute which Mr. LaGuardia will offer, he said, would raise an additional \$518,500,000 in revenue.