

knowledge of merchandising and business principles to effectively meet chain store competition, but as a consequence of his failure in the drug business he realized the value of an understanding and application of business fundamentals which he studied. This former druggist is now in a different line of business as a half owner of a small but successful chain store organization and by continuous study is acquiring a knowledge of profitable business methods which are being applied effectively. This is an illustration of a man who profited from his failure.

Authorities agree that it is not so much our credit system that is at fault, as the uses to which it is applied at times. When properly utilized, the advantages of credit are indispensable to our present system of business, but when abused, it not only injures the grantor, but also the debtor and consumer.

As business emerges from the trough of the present depression, experience will remain not only as a net gain, but also as one of the most valuable assets. Those in the drug business and those who contemplate entering the retail drug business, can profit by the mistakes of others if full utilization is made of the knowledge ascertained from these failures. This can be achieved by preventing the unfitted from entering business, and assisting the efficiency of those in business, in such a way as to fortify against future failures and effectively conserve the capital invested in the drug store business.

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#### THE PHARMACIST IN THE FEDERAL CIVIL SERVICE.\*

BY PAUL J. THOMAS.<sup>1</sup>

From the time of the ancient apothecary with his mysterious concoctions to the present-day pharmacist, with his scientific training and effective drugs, the medicine man has been highly regarded by his fellows.

Pharmacy is a profession (1) because of the special college training that is required, which is now three years in length and which will be four years after 1932; (2) because of the license that is required in all states before one can practice pharmacy, and which is difficult to obtain as shown by the failure of two-thirds of the applicants in the recent state examinations in Ohio and Wisconsin; (3) because the practice of pharmacy is fully regulated by state law; (4) because the manufacture and dispensing of medicines is a responsible work, for there are many poisons used, and the quality of the drugs must be tested and assured; and (5) because there is a national organization, the AMERICAN PHARMACEUTICAL ASSOCIATION, with state and county branches, which is working all the time to advance the usefulness of pharmacy to the public.

The pharmacist in a hospital or dispensary has the duty of ordering all the drugs and manufacturing all the medicinal preparations used and of dispensing them on the doctors' prescriptions. This includes the handling of liquors and narcotics. In addition he orders and distributes the many so-called drug sundries, such as rubber goods. He must not only give his expert advice to the doctors in regard to the ordering and use of medicines, but must also check the accuracy of the prescriptions that he fills, so as to prevent any mistake and the harming of a patient.

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\* Section on Education and Legislation, A. PH. A., Miami meeting, 1932.

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Now how does the federal civil service regard the pharmacist? At present, there are two grades for registered pharmacists, and none for registered assistant pharmacists. The so-called pharmacists' assistant in the civil service is placed in SP 4th grade at \$1620 to \$1980, and the pharmacist in P & S 1 at \$2000 to \$2600, according to length of federal service, personal rating and size of the hospital. They both have the same requirements, namely, the completion of a two-year college course in pharmacy and a state license as registered pharmacist.

X-ray, clinical laboratory and dental technicians, with no college training or state license required, start in the same grade as the assistant pharmacist, SP 4; and nurses, dietitians and physiotherapy and occupational therapy aides can be advanced into the grades of SP 7 and 8, which are higher than P & S 1, which is the same in pay as SP 6, and which is the highest the pharmacist can go. Doctors of medicine and dentistry average about \$4000 with a maximum of \$6500 for a hospital superintendent.

The Veterans' Administration with its sixty odd hospitals is the greatest example of unified practice of medicine in this nation, and it presents an unparalleled opportunity for advancement of the science of medicine by research clinics and the practice of uniformity in treatment and medication.

In this project the pharmacists will have their share, and will be ready and capable of giving material assistance in furnishing the best possible medicines to the ex-service men. I should like to see more uniformity in the drugs and medicinal preparations that are made available in the different federal hospitals, so that the doctors and patients will not find the treatment so different in changing from one place to another. Only the best medicines for the different diseases should be used, and helping to attain this is one of the functions of the pharmacist.

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## ARE BEGINNING PHARMACY STUDENTS UP TO STANDARD?\*

H. G. DEKAY AND C. B. JORDAN.

With the opening of the academic year of 1926-1927, Purdue University inaugurated an orientation period, whereby it was hoped that each student would be enabled to make a better start with his university work and to adjust himself more effectively to the new conditions of university life. At the inauguration of this testing period there were seven schools in the University and since that time the number has grown to 10 schools.

The orientation tests have been conducted under the supervision of the director of Educational Reference. The results are carefully analyzed and the findings with comparisons are sent each year to the faculties of the different schools on the campus.

These findings, as they pertain to Pharmacy students, have been carefully weighed and comparisons have been made over this five-year period for the purpose of giving our faculty an insight into the type and training of the student with whom they have to work and also to present the needs of the student so that his work can be adjusted to his ability.

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\* Section on Education and Legislation, A. Ph. A., Miami meeting, 1931.