

some secretary who is going to be there, and delegate him to arrange a time for the dinner, or something of that sort?"

M. N. Henry: "Such a plan would have to be carried out in a meeting wouldn't it? There is usually a conference of the state associations on finances which would include presidents, secretaries, etc."

The meeting was then adjourned.

MAKE THE NEXT 50 YEARS MORE IN FITTING WITH THE TRADITIONS OF PHARMACY.

Dr. H. V. Arny closed his address before Northern Ohio Golden Jubilee meeting with the following summary:

1. "Your druggist is more than a merchant." Prove this truth to your public by comporting yourself more like a professional man.
 2. Turn back to the professional part of your store; the prescription desk and the laboratory. Recall that the decision of the Supreme Court on the ownership law included a pregnant passage to the effect that when a pharmacist is compounding a prescription he is performing professional work but when he is handing out a patent medicine of another man's making, he is a mere tradesman.
 3. Use the education and the pharmaceutical skill that you have acquired from your college training to build up the professional side of your business. No man is a true pharmacist unless he is willing to consider his prescription department as the most important part of his establishment.
 4. Maintain friendly and profitable relations with the physicians of this city by demonstrating your ability to compound prescriptions as they should be made. Emphasize that the prescriptions prepared by you are not only pure but are also strictly fresh.
 5. Meet the menace of the prescription proprietary in tablet form by dispensing powdered drug combinations in quickly soluble capsules.
 6. Have a department for eye preparations; a glass-enclosed closet where aseptic conditions may be maintained.
 7. Demonstrate to dermatologists that your ointments are prepared with exquisite care.
 8. Prove your ability to prepare emulsions that are fresh, attractive in appearance and pleasingly flavored.
 9. Cultivate expertness in ampul filling and demonstrate this art to visiting physicians.
- Finally, and above all, do not merely advertise these qualifications but demonstrate them to your medical neighbors.

Regardless of the outcome of my pet idea, a League of Prescriptionists, a qualified individual can carry out a personal campaign in this direction and will thus win the reputation of being an outstanding pharmacist.

PROBLEMS OF PHARMACISTS.

BY LEO G. PENN.

It must long ago have become apparent to the pharmacists that the patent medicine stores and other drugless drug stores are slowly, but surely, undermining that source of livelihood still left to the independent druggist, which the price-slashing chain and department stores have so far not taken from him. Their wide-spread increase of late should be a cause for concern, lest many more of the retail druggists be ploughed under.

When the chains started coming in, we expressed our dissatisfaction with mere disparaging remarks; when the price slashers came upon the scene we felt the hurt a little more keenly and squirmed a little, but now that we are being visited with the devastating results of every grocery, candy and cigar shop selling pharmaceutical preparations and proprietaries, it is high time we stood up and cried loud and often for legislative protection of our continued existence.

Such a state of affairs which is typical of the larger cities and towns at least, aside from its adverse economic effects upon the pharmacist as an individual, is more to be deplored for its inimical results to the health of the public. To note what high qualifications the state has prescribed for purveyors of medicines, and to compare this with the ease with which enormous quanti-