

PROCEEDINGS OF THE LOCAL BRANCHES

"All papers presented to the Association and its branches shall become the property of the Association, with the understanding that they are not to be published in any other publication than those of the Association, except by consent of the Committee on Publication."—By-Laws, Chapter X, Art. III.

Reports of the meetings of the Local Branches should be mailed to the Editor on the day following the meeting, if possible. Minutes should be *plainly* written, or typewritten, with wide spaces between the lines. Care should be taken to give proper names correctly, and manuscript should be signed by the reporter.

CHICAGO.

The Chicago Branch of the American Pharmaceutical Association met Friday evening, March 24, for a discussion of photographic supplies as a sideline for druggists. There was a fine exhibition of cameras in connection with the meeting. Chicago druggists and students at the schools of pharmacy were invited and a large audience was present.

Messrs. R. I. Raymoth and J. W. Hammer, of the Burke and James Company, demonstrated the whys and wherefores of good and poor results on printing and developing and also discussed many interesting points regarding the installation and advertising of this side line and the profitable handling of it. The personal experiences of a number of those present indicated that in some localities at least, photographic supplies had almost ceased being a side line and had become a main line. One outlying Chicago drug store reported sales of photographic supplies amounting to \$1200.00 per month during the summer.

Messrs. Hugh Craig and E. N. Gathercoal presented a number of lantern slides of prints furnished by the Hess-Ives Corporation of Philadelphia, illustrating the Ives process of photography in natural colors. The slides consisted of the actual prints mounted between plates of glass, and the pictures were very beautiful. The camera for this work is so constructed that three plates, each with a different composition, are placed into it at one time and all receive the same exposure. The plates are then removed and developed at the same time and under the same conditions. They are printed one on blue print paper, one on a reddish colored celluloid film and one on a yellowish colored film. The

red colored film is placed on top of the blue print and the yellowish film on top of the red one, care being taken to have them properly superimposed. They are then mounted in a card holder or between plates of glass and constitute the finished picture. The naturalness of the coloring is really marvellous.

A resolution of sympathy for Professor W. B. Day in the loss of his wife was adopted by a silent rising vote.

E. N. GATHERCOAL, Secretary.

DENVER.

The March meeting of the Denver Branch of the American Pharmaceutical Association was held on March 21, at the Adams Hotel. As usual the members assembled for dinner at 7.00 o'clock, after which the meeting was called to order by President Hover.

The minutes of the previous meeting were read and approved; whereupon the Committee on Bathing Alcohol reported that they had met and after careful consideration had decided on the following formula:

Tartar emetic	1 Gm.
Formaldehyde	4 mils
Water	125 mils
Alcohol, a sufficient quantity,	
To make	1000 mils

This represents Formula No. 3 (alcohol, containing one part formaldehyde and 250 parts of alcohol), with the addition of tartar emetic in a quantity sufficient so that one ounce or more of the mixture when taken internally will cause emesis.

The label framed by the Committee read as follows:

**BATHING ALCOHOL FOR EXTERNAL
USE ONLY****POISONOUS IF TAKEN INTERNALLY**

Pure grain Alcohol modified to comply with the Federal Revenue Regulations.

The label to be printed in red ink.

The Committee reported that it had attended the last County Medical Society Meeting and presented to that body the above mentioned formula and the reasons for its adoption. They requested the Medical Society to consider this formula and approve same if they could do so consistently. The Medical Association decided to take the matter under advisement and also confer with the Pharmaceutical Association of the City at a joint luncheon to be held at the Metropole Hotel, Thursday noon, March 23.

Some discussion of the Committee's formula ensued. Mr. Jeancon mentioned that he had used this formula and found two people who complained that the mixture was irritating. Mr. Clayton reported that he had a similar report on the formaldehyde formula, most of the complaints coming from nurses in the hospital. He also stated that when they requested a change in the composition of the Bathing Alcohol he usually added carbolic acid or oil, of cajuput, according to the desires of the customer. The addition was made to the Bathing Alcohol of the formaldehyde formula he had on hand, and invariably was told that they liked it very much better and that it was satisfactory in every way, showing that the irritating qualities of the Bathing Alcohol lay more in the imagination of the individual than in the mixture.

It was reported that tartar emetic is occasionally prescribed externally in 25 percent ointment and for that reason it would be doubtful if a 1 to 1000 solution could prove objectionable.

President Hover then spoke in regard to the Legislative Committee, stating that its duties should not only be confined to local legislative matters, but suggested that the Committee might take action on the Stevens Bill now before Congress, if the Branch so desired. On putting the question, it was found the members were in favor of such action and the Legislative Committee was instructed accordingly.

Mr. Clayton was called upon to report on the proposed change in the By-laws, making

provision for Associated Membership. Mr. Clayton reported that he had not found time to frame the necessary changes and asked to have the matter postponed until the next meeting.

President Hover then introduced Mr. Schilling of the German-American Trust Company, who was on the program for an address entitled "Easy Money." President Hover stated that Mr. Schilling had asked for the permission to change the title of his address to "Dreamers." Mr. Hover thought that the change of title would not necessarily indicate any change in what Mr. Schilling was going to say.

Mr. Schilling's address on "Dreamers" was well presented and highly appreciated by his audience. He spoke of the "dreamer" as a creative genius of everything worth while in this world.

President Hover then called on Mr. E. L. Scholtz for response. Mr. Scholtz also spoke of the "Dreamer" and his influence on the progress of civilization.

Further expressions came from Mr. Hensel and Mr. Hover on the subject of "Dreamers."

President Hover then introduced Mr. Trimble of the Denver Dry Goods Company, who was on the program for an address entitled "Character." After telling a few greatly appreciated stories, he proceeded with his address, which proved to be a masterful presentation of the meaning and importance of "Character" in business life and institutions.

The next speaker on the program was Mr. Jeancon, who was then called upon to present a practical system of accounting for retail druggists, as carried on by him in his store for the past nine years, which Mr. Jeancon did in a terse and clear manner. Mr. Jeancon used a chart illustrating his system and explained the advantages of a system of accounting that would show the proprietor every day the amount of goods sold in the various departments of his store, as well as the gross profits made. The day's record in Mr. Jeancon's system was transferred to a monthly sheet, giving monthly totals, which could be further transferred to a yearly sheet, giving yearly totals, and prove valuable for comparison. Mr. Jeancon stated that he had calculated a monthly inventory from the basis of this record and on three actual inventories in the past nine years had found that the actual inventory at no time varied

more than \$100.00 from the theoretical inventories arrived at by his system.

Some discussion followed in which various questions were asked. It was generally agreed that Mr. Jeancon's system was excellent, especially for a small store with a limited number of clerks.

Quite a general and informal discussion started at this point, involving average gross profits, cost of doing business, increasing cost of doing business, proportions of the total volume of sales, represented by the various lines of drug store merchandising, as well as prescription work.

The Secretary reported that a suggestion had been made to him during the day in regard to the State Board of Pharmacy examinations, referring especially to that portion in the examination commonly known as "identification." The suggestion, as conveyed by Mr. Nitardy, centred on placing on the containers of drugs, chemicals, etc., used by the Board for "identification," certain technical information, as, for example, therapeutic action, dosage, solubility, physical or chemical characteristics, tests, etc. Such information would be of little value to a candidate not thoroughly familiar with the material in question but would be a guide of considerable value to the well-informed candidate and eliminate the guess work necessary when he must rely entirely on the appearance and his sense of taste and smell; the latter easily becoming confused when, as is the case in some boards, about 100 samples must be identified.

President Hover called on Mr. Clayton to state his view of this matter. Mr. Clayton said that he thought the "identification" part of the examination of the Colorado Board was too easy, as out of 37 candidates at the last examination, there was but one who was not able to qualify in this test and many who passed in this work showed a very poor standing in the other subjects of the examination. He spoke of the examination in general, and suggested that pharmacists make it a practice to visit the State Board, whenever possible, during examination time. The State Board would like to have the pharmacists present so they might witness their work and how the examinations were conducted. It would acquaint the druggists with the duties and work of the Board and give the latter the advantage of the former's criticisms or suggestions.

A vote of thanks was then extended to Messrs. Schilling and Trimble for their presence and addresses.

F. W. NITARDY, Secretary.

DETROIT.

The March meeting of the Detroit Branch of the American Pharmaceutical Association was held Friday evening the 17th, at the Wayne County Medical Society Building.

After a very enjoyable dinner, the meeting was called to order by President Scoville. The minutes of the last meeting were read and approved.

On motion of Mr. Hall, appropriate recognition of the birthday of one of the most distinguished Branch members, Dr. A. B. Lyons, was made.

The regular program was then taken up. The first speaker was Mr. F. F. Ingram, Junior, on "The Manufacture of Perfumes." Mr. Ingram, having spent several years in Europe in connection with the perfume industry, gave a very interesting and instructive talk.

Mr. E. R. Jones read a paper on "The Manufacture of Toilet Articles," covering many points of interest to the pharmacist.

The last speaker was Mr. George M. Schettler. Mr. Schettler has had an exceptional experience in the handling of toilet articles of the better class and his talk on "The History of the Perfume Trade in This Country," together with a description of the same as it exists, was both illuminating and exceedingly profitable.

The many questions asked each speaker showed that their subjects were of unusual interest.

The meeting then adjourned.

A. A. WHEELER, Secretary.

NASHVILLE.

The regular monthly meeting of the Nashville Branch, American Pharmaceutical Association, was held in the Music Room of the Nashville Y. M. C. A., Thursday, March 16, in joint session with the Nashville Drug Club.

Owing to the absence of Dr. J. O. Burge, president of the Branch, and D. J. Kuhn, president of the Club, both of whom were prevented by sickness from attending, D. S. Sanders was selected to preside.

After the minutes had been read and ap-

proved, William R. White made a report of the work recently accomplished by the Publicity Committee, which showed that the co-operation of all of the Nashville dailies had been secured in an effort to inform the public of the causes of the exceedingly high prices of drugs. One lengthy article has already appeared in the *Tennessean* and *American* and three shorter ones in the *Nashville Banner*. Others will follow from time to time. Improvement is also promised in the accuracy of the daily market quotations of drugs.

The great importance of informing the public about the conditions prevailing in the drug market was freely discussed by the members and clippings from the daily papers of several other cities were read.

A list of the day's quotations on the most commonly used drugs was read by the secretary and proved to be of deep interest to the members. A number of instances were cited where druggists had been selling at prices far below the present quotations and were compelled to replace their stock at advanced prices.

Mr. D. S. Sanders spoke on "How to Collect Debts." He favored short credits and close collections, and said he would allow no man to owe him an account six months without an attempt to enforce collection. He required his bookkeeper to furnish him with what he termed "a picture of his ledger" each month. This consisted of an alphabetical list of accounts due, with a column adjacent for credits. He claimed this saved much time, besides being an easy means of ascertaining the amount due at any time.

WILLIAM R. WHITE, Secretary.

NEW YORK.

The March meeting of the New York Branch of the American Pharmaceutical Association was called to order by President Lascoff, at 9.00 P.M., on the evening of the 13th.

Upon motion the reading of the minutes of the February meeting was dispensed with and they were ordered adopted as printed.

The Treasurer's report was read and accepted with thanks.

Mr. McElhenie, Member of the Council, was not present and no report was received.

Chairman McCartney of the Membership Committee presented the names of Messrs. R. C. Stofer, of Norwich, N. Y., and C. Dill,

of Brooklyn, N. Y., for election to membership in the Branch.

The following applications for membership in the parent association were presented and the Secretary was ordered to forward them to the General Secretary:

H. Rolff Planten, 93 Henry St., Brooklyn.
Burton T. Bush, 18 Platt St., N. Y.

George R. Tompkins, Hudson and Vestry Sts., N. Y.

F. F. Garcia, 100 William St., N. Y.

Wm. P. McNulty, 21 Gold St., Norwich, N. Y.

J. E. Mace, 168 Duane St., N. Y.

Dr. Anderson followed with a lengthy and interesting report concerning many different kinds of proposed legislative measures, national, state, and local.

Dr. Diner announced that he had appointed the following to serve with him upon the Committee on Fraternal Relations: Messrs. Lehman, Mansfield, Mayer and Walter. He furthermore reported that he wished to have the opinion of the members as to the advisability of holding a joint meeting with the County Medical Society early in the fall. Upon motion it was unanimously decided to ask the committee to arrange for such a meeting.

No report on Progress of Pharmacy was received as the Chairman was absent.

Letters of resignation were read from Messrs. R. C. Holmes and F. A. Hereth and were accepted with regret.

A communication from H. J. Schnell was received and action thereon deferred.

The following resolution was presented by Dr. H. V. Arny and unanimously adopted.

Resolved, That the New York Branch of the American Pharmaceutical Association favors the general adoption of the centigrade system of thermometric units and urges the passage of the Johnson Bill (H. R. No. 528), and be it furthermore

Resolved, That the Secretary of the New York Branch be and is hereby directed to send copies of this resolution to Congressman Johnson and to the Thermometer Committee of the American Association for the Advancement of Science.

The speaker of the evening, Editor Eberle of the *JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION*, then entertained the members with a very interesting paper on the work of the Association and its *JOURNAL*.

The paper was discussed by several mem-

bers and it was then moved that the Editor be requested to print the speaker's paper. The motion was carried unanimously, and after extending a rising vote of thanks to Mr. Eberle the meeting adjourned.

Former President Mayo appointed himself a committee of one to greet our guest upon his arrival from Philadelphia and escorted him to the "Alps," where about twenty members were awaiting them and a very pleasant hour was spent before the meeting came to order.

The members were very much surprised at the sudden disappearance of our guest immediately after adjournment and it was not until the next day that some one discovered that our good friend Kantrovitz had kidnapped him in order to show him Madison Square Garden where the German Bazaar for the War Sufferers was being held.

JEANNOT HOSTMANN, Secretary.

PHILADELPHIA.

The regular monthly meeting of the Philadelphia Branch of the American Pharmaceutical Association was held March 14, at the Temple College of Pharmacy.

President Henry called the meeting to order at 8.45 P.M. The minutes of the last meeting were read and approved.

Mr. W. L. Cliffe, of the local Branch and chairman of the Committee on the Entertainment of A. Ph. A. Members, reported that a joint meeting was held at Atlantic City with committees from the New York and Philadelphia Branches and that they had recommended to the council a date soon after Labor Day as suitable for the National Meeting.

Mr. Cliffe also read a report from Prof. Kraemer, chairman of the Committee on the William Proctor Memorial, which included a short history of the bill now before Congress for the appropriation of \$2000.00 and a site in the Smithsonian Grounds for a base and pedestal for the monument in memory of William Proctor, Jr. At the close of his report Mr. Cliffe moved that the secretary be instructed to request each member of the Philadelphia Branch to write to the Pennsylvania congressmen and senators asking their support for this bill (H. R. No. 11076). The motion was seconded and passed.

The treasurer submitted the following report:

Balance March 4, 1915	\$ 58.75
Receipts from Dues	90.00
Total	<u>\$148.75</u>
Expenditures	97.80
Balance	<u>50.95</u>
Funds on Deposit	\$ 38.95
Received too late for deposit:	
Cash	6.00
Checks	6.00
	<u>\$ 50.95</u>

(Signed) J. ED. BREWER, Treasurer.

Dr. Fischelis moved that the Treasurer's report be accepted and an auditing committee be appointed to audit his books. Carried.

President Henry appointed John G. Roberts and J. W. England to act on this committee.

The program of the evening was then taken up and Dr. R. P. Fischelis presented "Combating War Prices by the Use of Galenicals." This paper was interestingly discussed by Messrs. Apple, Morse, McNeary, Cliffe and Gershenfeldt. Mr. Gershenfeldt moved that the subject of Dr. Fischelis's paper be brought to the attention of the Committee on Fraternal Relations. Dr. Apple seconded the motion and, when put to vote, it carried.

The nominating committee submitted the following report: For President, J. W. Sturmer; for first Vice-President, W. G. Toplis; for second Vice-President, Ambrose Hunsberger; for Secretary-Treasurer, J. Ed. Brewer. Committee on Practical Pharmacy, J. C. Peacock, Chairman, Quintus Hoch and W. W. McNeary. Committee on Fraternal Relations, R. P. Fischelis, Chairman, F. E. Stewart and J. Atlee Dean. Committee on Membership, C. H. LaWall, Chairman, F. M. Apple and J. W. England.

Because of the intimate relation existing between Pharmacy and Chemistry, and because of the abolition of the Scientific Section of the Branch, which formerly devoted its sessions to the consideration of chemical as well as other pharmaceutical problems, your committee desires to recommend that the By-laws of the Branch be amended to include, under the heading of "Standing Committees," a committee on chemistry.

(Signed) E. FULLERTON COOK, Chairman.

JOHN R. MINEHART,
ROBERT P. FISCHELIS.

Mr. Cliffe moved that the report of the nominating committee be accepted and that

the Secretary be instructed to cast the ballot. This motion was seconded and carried, the secretary casting the ballot electing the officers as called for in the report of the nominating committee.

Dr. Fischelis moved that the motion to amend the By-laws as suggested in the report of the nominating committee be laid on the table till April meeting. This motion was seconded and passed when voted upon.

President Henry then introduced the new officers, after which the meeting adjourned.

J. ED. BREWER, Secretary.

PITTSBURGH.

At the meeting of the Pittsburgh Branch of the American Pharmaceutical Association, March 3, Dr. F. J. Blumenschein, Associate Professor of Pharmacy, Pittsburgh College of Pharmacy, presented a valuable paper on the topic, "Profits in Manufacturing Pharmaceuticals," in answer to the query "Is the greater profit obtained in selling or manufacturing?" Doctor Blumenschein maintained that just as much credit belongs to the manufacturing department as to the sales department; one is dependent on the other. That goods may be sold without the seller having anything to do with the manufacturing of them may be true, in a sense, but the seller pays for having them manufactured—he hires someone to do it.

It is well established that the more you know of your wares the better you can dwell upon their merits, and, naturally, if you make them yourself the certainty of their composition is assured. This is not true when you buy them in the open market, no matter how hard the manufacturer may attempt to make you believe in his integrity. The best way to obtain this knowledge is by doing your own manufacturing, not by reading the other fellow's label. You are all in business to make a profit, and when you buy your preparations from a manufacturer you may rest assured that his profit has been taken, and just to that amount your profit has been shortened. It is not reasonable to suppose that the product of a manufacturing pharmaceutical house is made by anyone possessing any better knowledge of pharmacy than you do, if you are a graduate of a reputable school of pharmacy. The chances are ten to one that the actual work has been done by cheap help, and you have no certain knowledge, at first hand, that the materials employed are not as cheap as the help.

Doctor Blumenschein presented a table covering in detail thirty-one galenicals that were produced in a prescription room with floor space of three feet by sixteen feet. Every item of labor, overhead, investment, etc., was computed and compared with the cost when bought from a manufacturing pharmaceutical house. The net saving effected was \$81.05, a gross saving of 54 percent.

A report issued from the office of information of the U. S. Department of Agriculture, Bureau of Chemistry, covering the sanitary condition of bottled mineral and table waters, the sale of which is largely dependent upon the belief of the public in the purity of the product, shows that the tolerance established by the Public Health Service of the Treasury Department for such waters is none too rigid, and gives the Treasury Department standards for determining their character. This brought out quite an interesting discussion, in which it was shown that in the matter of purity the majority of the most highly lauded waters on the market are more or less of a delusion and a snare.

B. E. PRITCHARD, Secretary.

SAN FRANCISCO.

The San Francisco Branch of the American Pharmaceutical Association met on the evening of March 9, 1916, at 723 Pacific Building. President Lengfeld presided. The minutes of the February meeting were read and approved. During the report of pharmaceutical literature mention was made of the formula for Mandell's solution. There seem to be two preparations, the one containing menthol, iodine, potassium iodide in glycerin, the other has oil of peppermint in place of the menthol.

An abstract on drug fluctuations brought out the necessity of pharmacists testing their contemplated purchases. The case of aspirin was cited, and it was said that the average pharmacy with a moderate amount of apparatus could successfully carry out the required tests for purity. When this habit of testing drugs and chemicals has been acquired the work is more or less of a routine nature, and the pharmacist will feel amply repaid for his laboratory venture.

The demonstration of the filling of soft gelatine capsules was interesting. These capsules are suitable for most oils and strong alcoholic liquids, but unsuited for aqueous solutions. At the present time benzol and olive oil, creosote carbonate and olive oil and

creosote and oil are so often prescribed. Mixture with oil is necessary to prevent perforation of the capsules, due to the solubility of benzol and creosote in glycerin. Even mercurial ointment is now ordered in soft capsules, so soft capsules are used for external mixtures as well as internal. In filling, a small air space should be left to preserve elasticity. President Lengfeld recommended to wipe off the necks with a cotton applicator dipped in hot water and, after sealing the filled capsules with the gelatine solution by means of a glass rod, to clean them off with a little chloroform, which he preferred to alcohol.

Further discussion centred on the growing tendency of physicians to specify Blaud's mass in powder form and to give from 1 to 8 grammes per day. Beringer's formula and one by Mr. H. A. B. Dunning given in the Dispensary were mentioned. One of the members spoke of the French preparation of iron which corresponds to our tincture. It is prepared from the protochloride of iron and ammonium chloride, the resulting combination being dissolved in alcohol.

During the evening many queries were answered and it was suggested that a "Question Box" might prove instructive and at the same time add interest to the meetings.

The subject of Pharmacy and National Preparedness suggested by an editorial in the *Pharmaceutical Era* was thought to be an opportune topic for an evening's program. A committee was appointed to look into this matter and it is hoped that the Branch and its friends may anticipate a pleasant evening in the near future.

The Branch will meet again on Thursday evening, April 13, 1916, 723 Pacific Building.

CLARISSA M. ROEHR, Secretary.

CITY OF WASHINGTON.

The regular monthly meeting of the City of Washington Branch of the American Pharmaceutical Association was held March 29, at the National College of Pharmacy. The subject for consideration was a paper by Dr. W. W. Stockberger of the Bureau of Plant Industry, on "Some Practical Aspects of Drug Plant Growing."

Doctor Stockberger pointed out many features in connection with the growing of drug plants, not only from an experimental point of view, but from the practical aspects of the question. He discussed and presented statistics showing the amount of various drugs

imported and compared same with crops grown in this country and the amount of acreage that would be required. He further pointed out that from the farmer's standpoint, the growing of drug plants would be a losing proposition, as the total amount required would be so small in comparison with other crops, like wheat and corn, that it would be a matter of impossibility to secure sufficient remuneration to justify the growing of same.

The proposition is one that is entirely up to the manufacturers, and therefore becomes what might be said to be a specialized branch of their particular business. The only other way that drug plant growing could be developed in this country at the present time would be along the basis that is at present followed by many farmers' wives in handling chickens and finding a market for poultry and eggs.

He further showed that an enormous amount of work had been done very successfully by Professor Kraemer and Professor Kremers, and that due credit should be given each of them.

Mr. Fuller, of the Bureau of Industrial Research, opened the discussion, and as he has had much practical experience, the Bureau having for some time conducted a drug farm, brought out many points in connection with the growing of plants for practical and profitable results. Mr. Fuller agreed with Doctor Stockberger fully and showed that the development on any very large scale generally would result in financial ruin, consequently he could not do otherwise than say that this subject was one that could only be conducted along the lines of a specialty by a few, and that he believed the manufacturers requiring these drugs were the proper ones to develop their culture.

The paper brought out considerable discussion, which was participated in by all present.

The committee on the bill pending before Congress, providing for prohibition in the District of Columbia and containing provisions whereby the obtaining of ethyl alcohol for any purpose was so hampered that pharmacists would have serious difficulty in obtaining their legitimate supplies, reported that the same had been satisfactorily amended along the lines suggested. As the committee had completed their work, they asked to be discharged, which on motion was agreed to.

S. L. HILTON, Secretary.