

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to the Association and its branches shall become the property of the Association, with the understanding that they are not to be published in any other publication than those of the Association, except by consent of the Committee on Publication."—By-Laws, Chapter X, Art.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 regular monthly meeting of the Chicago Branch American Pharmaceutical Association was held at the College of Pharmacy building, 701 S. Wood St., Friday, December 15.

The subject of the evening was the A. Ph. A. Recipe Book, and a large number of formulas were presented for discussion, including especially formulas for ointments and photographic materials. Wm. Gray and I. A. Becker, both members of the Committee on A. Ph. A. Recipe Book, took leading parts in the discussion.

During the discussion an objection was raised by Dr. Bernard Fantus to the names of some of the formulas submitted by Mr. Gray because they indicated the use of the preparation, *e. g.*, Goiter Ointment, Keratoplastic Ointment, etc. The late Professor Hallberg had shown how undesirable it was for the name of a preparation to suggest its use. He claimed and justly so, that if suggestive names were eliminated, it would knock the bottom out of the proprietary medicine business. There is another objection to such names,—they are dishonest. The goiter ointment submitted does not cure goiter as the name would suggest. You can vouch for the ingredients of any preparation but you cannot vouch for the therapeutic or curative effect. It would therefore be a good principle to adopt that the Recipe Book should not include titles suggesting medicinal use.

The question of the use of any proprietary mixture in a formula to be included in the Recipe Book also aroused discussion, and it was pretty well agreed that no such mixtures should be named in the book. Formulas might be included, if it was thought advisable, for preparations of known medicinal value and which every pharmacist could and should be able to make for himself.

Professor Day called attention to the action of the Association in providing for the publication in the December JOURNAL of an Index to the formulas so far submitted and which

would provide a basis for further constructive efforts.

The discussion brought up the question of scope and the general opinion of the meeting was that the Committee should review the papers and discussions already published relating to the Recipe Book, and formulate and publish in the JOURNAL for discussion a statement of the scope of the book.

The work of the Committee so far published received a very general approval. The division of the work of collection of formulas among the members of the Committee as has been done by Chairman Raubenheimer and the provision made for a practical testing out of the formulas submitted indicate real progress on the part of the Committee. The Committee should guarantee every formula that is finally submitted to the Association for approval to be pharmaceutically correct.

The Chicago Branch desires to express to the Committee its appreciation of the work already done and to offer its coöperation in bringing to an early completion this next great publication of the American Pharmaceutical Association.

E. N. GATHERCOAL, *Secretary.*

INDIANAPOLIS.

At the December meeting of the Indianapolis Branch of the American Pharmaceutical Association, H. S. Noel, of the Advertising Department of Eli Lilly & Company, discussed "Retail Drug Store Advertising."

Mr. Noel outlined the fundamentals of drug store publicity by citing the necessity of a proper foundation upon which to build. The basis of all drug store advertising, the speaker said, is made up of promotion work that is costless but highly essential if proper returns are to be had from the business.

The druggist who secures the best returns from his advertising expenditures, according to Mr. Noel, must first see to it that customers are sold quality merchandise; that the store

is the embodiment of cleanliness; that both himself and his clerks are courteous and accommodating; that salesmanship is well developed; and that stock is kept up and properly displayed.

Poor buying, slow turnover, bad accounting methods, cheap merchandise, and neglect of costless advertising opportunities were given as chief reasons for the lack of success in many drug stores.

The speaker laid special stress on the importance of good window displays and called attention to their value as trade winners. He also spoke of the need of price tickets on goods in the windows and outlined in a general way the proper arrangement and selection of goods best adapted to windows that are intended to act as money magnets.

The value of a name was another subject that received attention, and the speaker was strong in the belief that whenever possible the druggist should feature his own first. The selection of a good selling slogan and how to capitalize on it was also advised.

Constant advertising, said Mr. Noel, is necessary. It has been his observation that many druggists advertise when business is dull and then claim that advertising does not pay them.

Taking advantage of the national advertising that is constantly appearing, and exploiting nationally advertised goods the druggist carries is good publicity to connect with, said the speaker; the dealer helps should be used to the best advantage and made to serve the purpose for which they are intended.

In conclusion, the speaker took up the matter of how much to spend a year in advertising and emphasized the importance of careful planning, the selection of ways and means, and the preparation of copy. Mailing lists, said Mr. Noel, are the most valuable adjunct the neighborhood store has. He told of the best ways of building a mailing list, of the importance of keeping it up-to-date and discussed the commercial value of personal note letters under a two cent stamp, at the same time mentioning various drug store items that could be made especially productive by means of mailing lists.

Following Mr. Noel's paper a discussion was led by E. R. Stucky. Others who took part were H. W. Carter, E. C. Reick, Maurice Schwartz, F. R. Eldred, Edward Merrell and F. H. Carter.

FRANCIS E. BIBBINS, *Secretary*.

NASHVILLE.

The regular meeting of the Nashville Branch of the American Pharmaceutical Association was held in joint session with the Nashville Drug Club in the parlors of the Nashville Business Men's Association, Thursday, December 7, 1916, when Mr. D. J. Kuhn presided. The minutes of the previous meeting were read and approved. The committee appointed to investigate the opening of drug stores by ex-saloon-keepers presented the following resolutions in making their report:

"WHEREAS the opening of new drug stores by unlicensed men for the apparent purpose of engaging in the liquor business and which debauches the profession of pharmacy to the level of the saloon-keeper, and whereas the open sale of liquors in these drug stores continues in open defiance of the law of the State of Tennessee, and whereas the city, county and state officials, whether willingly or not, do not under present conditions seem able to suppress the open violation of these laws, therefore, be it resolved by the Nashville Branch of the American Pharmaceutical Association and the Nashville Drug Club that they endorse and give full support to any additional legislation introduced by Governor Thomas Rye, or by an organization, that will fully suppress the illegal sale of liquor in drug stores, even to the extent of endorsing a law that will absolutely prohibit the sale of alcoholic and intoxicating liquors in drug stores, whether prescribed by a physician or not.

Be it further resolved that our legislative committees be instructed to support such legislation."

(Signed) S. C. DAVIS.
J. B. SAND.

After some discussion the resolutions were unanimously adopted. President D. J. Kuhn reported that a joint meeting of the legislative committees of the Nashville Drug Club, Nashville Branch of the American Pharmaceutical Association and the Tennessee State Pharmaceutical Association was recently held, and a bill aiming to correct these evils had been drawn up and would be presented to the State Legislature next month. Secretary William R. White reported that a motion was before the Council of the American Pharmaceutical Association that a committee be appointed for building headquarters for the Association. The idea was heartily endorsed by the members and the following committee

was appointed to present Nashville's claims as the proper place for the location of the headquarters: Ira B. Clark, S. C. Davis, J. B. Sand and William R. White.

It was announced that honorary president J. O. Burge of the A. Ph. A. was to-day celebrating the 50th anniversary of his entrance into the drug business. He was heartily congratulated.

WILLIAM R. WHITE, *Secretary*.

NEW ENGLAND.

The New England Branch of the American Pharmaceutical Association held its annual meeting for the election of officers on Wednesday evening, November 22, at the Massachusetts College of Pharmacy, Boston.

President F. W. Archer presided, and after business of a routine nature was transacted, officers for the year 1916-17 were elected. J. G. Godding as chairman of a committee on nominations, presented the following names as candidates for the various offices: *President*, R. Albro Newton; *Vice-President*, William H. Glover; *Secretary-Treasurer*, Hugh C. Muldoon; *Chairman of Committee on Professional Relations*, Carlton B. Wheeler; *Chairman of Committee on Membership*, Frank F. Ernst; *Representative on Council*, Elie H. LaPierre. Upon motion, a single ballot was cast for the nominees and they were declared elected.

After the newly elected officers had been installed, the meeting was adjourned and the members went into joint session with the Boston Association of Retail Druggists.

President R. Albro Newton presided at the joint meeting which proved to be of an exceedingly interesting character. The special topics for discussion were the syrups and tinctures of the U. S. P. IX. Papers were read by R. A. Newton and W. R. Acheson in which explanations of new processes were made and changes in the ingredients or strength of the various preparations were considered in detail. Many instructive points were brought out in the spirited discussion led by W. H. Glover and F. F. Ernst, which followed the reading of the papers. Much interest seemed to center about tinctures of cantharides, iodine and nux vomica, syrup of hydriodic acid, and the subject of biological assays.

So much interest was aroused by the discussion that it was decided to hold in the near future an "experience meeting" at which the

results of the various members' experiences with other preparations of the U. S. P. IX might be made known.

HUGH C. MULDOON, *Secretary*.

NEW YORK.

The November, 1916, meeting of the New York Branch of the American Pharmaceutical Association was held in the Library of the New York College of Pharmacy on Monday evening, the 13th, at 8.30 o'clock.

There were present twenty-six members, President Lascoff presiding.

The Secretary read the minutes of the previous meeting which were approved.

The Treasurer submitted his report, which showed a balance on hand of \$144.70.

Membership Committee.—The following five applications for membership in the parent association were received:

Charles A. Oates, 658 Ninth Avenue, New York, N. Y.

J. A. Valvano, 2059 First Ave., New York, N. Y.

B. C. Steves, 48 West 130th St., New York, N. Y.

Max Lapat, 35 West 32nd St., New York, N. Y.

B. J. Davis, 115 West 68th St., New York, N. Y.

Committee on Legislation and Education.—Dr. Anderson, Chairman, reported for this committee on the test case now pending in connection with the legality of rulings made by the Internal Revenue Department in relation to the Harrison Act. He also submitted reports on prospective anti-narcotic legislation and medical insurance.

Committee on Fraternal Relations.—Dr. Diner reported that a meeting had been held at his residence at which were present Drs. Squires, Dougherty and Bastedo representing the County Medical Society and Drs. Diner, Mayer and Mr. Lehman representing the Branch. Dr. Diner further reported that another meeting would be held in December; that the medical men were most enthusiastic over the proposed joint meeting and among the subjects suggested for papers at the joint meeting were: "Does the Physician Need the Pharmacist?" and "What Steps Shall We Take toward Better Mutual Understanding?" The joint meeting will probably be held in January or February. Upon motion duly seconded and carried, the outlined program was approved.

Progress of Pharmacy.—As usual, Dr. Diekman submitted a very interesting number of abstracts on the following subjects: Analysis of Rhamnus Barks; Hyoseyamus; Iodin-Starch Reaction; Identification of Ol. Tiglii; Acetaldehyde; Colloidal Carbon; etc.

After a lively discussion of Dr. Diekman's report, Mr. C. A. Mayo and Dr. H. V. Army, in place of the usual paper, discussed the proposed Metric Conference, at which many commercial organizations are to be represented. These include, among others, the wholesale druggists, manufacturers of hardware, the wholesale grocers, engineers, etc. Upon motion of Dr. Diner, which was duly seconded and carried, the following members were appointed as a committee to represent the Branch at the meeting of the American Association for the Advancement of Science to be held in December (26-29): Messrs. Diner, Mayer, Latham, Turner and Hostmann.

Upon motion, it was then voted to adjourn.

JEANNOT HOSTMANN, *Secretary.*

PHILADELPHIA.

The regular monthly meeting of the Philadelphia Branch of the A. Ph. A. was held Tuesday evening, November 15, 1916, at the Temple College of Pharmacy. President Sturmer called the meeting to order at 8.45, and the minutes of the previous meeting were read and approved.

Prof. C. H. LaWall proposed Miss Mabel Starr and Mr. Ivor Griffith for membership, and they were duly elected.

Mr. W. L. Cliffe, as Chairman of the Committee on Entertainment of Visiting Pharmacists, reported that their plans were successfully carried out, and that the small deficit incurred had been liquidated by the Committee. He also moved that votes of thanks be given to Mrs. Franklin M. Apple for her splendid assistance in entertaining the Ladies Section, and to the Philadelphia Chamber of Commerce and its Publicity Bureau for their hearty coöperation in the matter. The motion, on being seconded and put to vote, was unanimously passed.

Prof. Kraemer moved that the Local Branch extend to Mr. Cliffe a vote of thanks for the efficient manner in which he conducted the work of his committee; and this likewise received a unanimous vote.

The following letters from the Philadelphia County Medical Society were read:

PHILADELPHIA, PA., October 20, 1916.

DR. J. ED. BREWER, *Secretary,*
Philadelphia Branch A. Ph. A.,
Bryn Mawr, Pa.

DEAR DOCTOR:

At a business meeting of this Society held October 18th, the following resolution was introduced as follows, and adopted:

RESOLVED: That the Philadelphia Academy of Stomatology and the Philadelphia Branch of the American Pharmaceutical Society be requested to each appoint two delegates to coöperate with this Society and to attend its meetings.

I should therefore be glad to hear from you at your convenience the names of your delegates, should you decide to take favorable action.

Very truly yours,

(Signed) WILLIAM S. WRAY,
Secretary.

NOVEMBER 11, 1916.

DR. JULIUS STURMER,
Philadelphia College of Pharmacy,
Philadelphia, Pa.

MY DEAR SIR:

At the next meeting of the Philadelphia County Medical Society, to be held in the College of Physicians Building, 22nd Street above Chestnut, Wednesday, November 22nd, at 8.30 P.M., the question for discussion will be the Habit Evil. Mr. Francis Fisher Kane will present the legal status and legislation to be obtained at Harrisburg in this regard.

Dr. Dorcum will present a paper on the Drug Habit among the better classes and its treatment, and Dr. Baldi, of Moyamensing Prison, will present a paper on the Drug Habit in the underworld.

We feel that the dentists, druggists and physicians are interested in this subject, and we should be very glad if you can spread the news among the members of the Philadelphia Branch of the American Pharmaceutical Association as we would be pleased to have any of your members who are interested attend this meeting.

Very truly yours,

(Signed) FRANK G. HAMMOND.

Prof. Remington moved that these letters be spread on the minutes of the Branch, and that we accept the invitation for November 22nd, with thanks, and that the President appoint two delegates, as suggested in the letter of October 20th. Also, that the Secretary

be instructed to acquaint our members of these invitations by mail.

Mr. England seconded the motion, and it was passed by vote.

Mr. George M. Beringer read an interesting and comprehensive paper on "The Galenicals of the U. S. P. IX."

Prof. Joseph P. Remington discussed the U. S. P. IX in a general manner.

The papers were interestingly discussed by Messrs, Cliffe, Apple, LaWall, Kraemer, McCartney, Cook, England, Minehart, and Pollard.

As the hour was becoming late, it was decided to postpone the other two scheduled papers until the December meeting, after which the meeting adjourned.

J. ED. BREWER,
Secretary.

At the last meeting of the Philadelphia Branch A. Ph. A., during a discussion on the question "What Disposition Shall be Made of the Year Book?" the following points were emphasized:

1. The A. Ph. A. gives each member more than his dues will pay for, hence each year there is a deficit. This must be met with an increase of revenue or decrease of expenditures. The former can be brought about only by an increase of dues; the latter, most feasibly either by discontinuing the Year Book, or publishing it in the JOURNAL from time to time.

2. The continuance of the Year Book is absolutely necessary for the progress of American Pharmacy, for it is only by the use of this and allied works that any progress is made. Were it not for this systematized and carefully indexed account of what has been done, information which can now be obtained in a few moments, would be available only after an extended time—and patience—consuming search through many journals.

In accordance with this view, the following resolution was proposed and adopted:

Resolved, That the Philadelphia Branch go on record as favoring the continuance of the JOURNAL and the Year Book, as at present, and that any deficit which might occur be met with an increase in dues; and further, that the Secretary be instructed to send copies of this resolution to the Council and to the secretaries of the various Local Branches.

Very truly yours,

J. ED. BREWER, Secretary.

PITTSBURGH.

Pittsburgh Branch of the American Pharmaceutical Association began its Winter series of meetings at the College of Pharmacy, November 24. The subject for the opening meeting was handled in a masterful manner by Dr. Louis Saalbach, "A Brief Review of the United States Pharmacopoeia."

Dr. Saalbach carefully analyzed the various changes, additions and deletions that characterize the U. S. P. IX, specific mention being made of a number of the changes in title of some preparations, and changes in processes of others. For the first time in the history of a pharmacopoeia, official abbreviations have been added under each title, the object being to promote uniformity, thereby preventing misinterpretation, and also to act as a guide in the labeling of shelf bottles. To avoid possibility of errors, attention is directed to the fact that the abbreviation *sulph* means sulphate; *chlor* means chloride; sulphur, sulphite and sulphide are not abbreviated, and for chlorate the work *chloras* is used.

Over two hundred items found in the previous work have been deleted from the U. S. P. IX, many of which will be found in the National Formulary. Sixty-seven new titles have been added, while about thirty have been dropped. Among the deletions some have been dropped because the Committee could not come to an agreement as to what the standard should be. In the latter class we find whisky, brandy and all wines. All preparations of iron, quinine and strychnine phosphate have been dropped, and these have not been given recognition in the National Formulary, the reason given being that pharmaceutically all such preparations are imperfect and unsatisfactory. Compound spirit of ether, familiarly known as Hoffman's Anodyne, has been deleted. In the formula for infusion of digitalis, the alcohol is omitted while the cinnamon water has been retained. In the preparation of solution of magnesium citrate, sodium bicarbonate may be used instead of potassium bicarbonate. The syrup of wild cherry has had its working formula in which glycerin is mixed with the menstruum restored.

Concerning the criticism that the book is too scientifically accurate for the average pharmacist, Dr. Saalbach said, "Inasmuch as it has been made the legal standard by the U. S.

Government it must, of necessity, be sufficiently accurate to stand results in courts of law. Taken all in all, the U. S. P. IX is a volume of which the revisers, as well as the pharmacists, may well be proud."

Discussing Dr. Saalbach's paper Dr. Koch said it was understood, although not officially announced, that owing to the unavoidable delay in issuing the book the authorities in charge of the pure food and drug laws will enter no prosecution based upon its official requirements until after January 1, 1917. In response to a query Dr. Koch further explained that while the National Formulary is also recognized as authority by the courts,

yet it is no part or not connected in any manner with the U. S. P.

Referring to the deletion of liquors from the U. S. P., Dr. Koch mentioned an instance where, in a prohibition state, a druggist had been prosecuted and punished for dispensing whisky on a legitimate prescription, because the court ruled, that as it was not found in the official book as a medicine it cannot be regarded as such. The fact was brought out that as mercurial antiseptic tablets must officially be blue, white tablets of that character cannot be legally dispensed after the authorities begin their inspection work.

B. E. PRITCHARD, *Secretary*.

WHAT IS KARAYA GUM?

During the last ten years a constantly increasing amount of this little-known gum has been imported into this country from India. It is known in the trade as karaya or kadaya gum, and is used extensively as a substitute for tragacanth. For a long time its botanical origin was in doubt, but it is now definitely known that it is the product of *Sterculia urens* Roxb., a tree of the cola nut family of plants. It has an extensive range of growth in northwestern India, Assam, Behar, the east and west Peninsula and in Ceylon. The tree is said to be very common in Konken, in the Bombay Presidency, and that Khandesh supplies the largest quantities of the gum to the Bombay markets.

Sterculia urens is a fine tree, forty feet or upward in height, with five-lobed, hand-shaped leaves, which yield a mucilaginous substance. The seeds, which are enclosed in a dry pod covered with stiff, bristly, stinging hairs, are used as an article of food among the natives of India. The bark is astringent and is used medicinally. The wood is soft and valuable for a great variety of purposes. Aside from the fact that the trunk produces a valuable gum, every part of the tree is useful. The living trees exude large quantities of gum which is variously known as karai, katira, katila, kadaya, karaya, kuteera, kutera, and kutira. According to some authors, it is also called kawali, pandruk, loli, gula, kahu, penari, and velley-putali. A gum similar in all respects to that produced by *Sterculia urens* and often mixed with that obtained from the latter, is produced by two other trees. *Sterculia villosa* and *Cocklospermum gossypium*. This gum belongs to the tragacanth series and in the powdered state is commonly mistaken for true gum tragacanth. In the whole condition it may be described as irregular, rounded, translucent lumps of a pale buff color; it never occurs in ribbon-like bands like true tragacanth. As an article of food or medicine it is distinctly inferior, but it is considerably cheaper and for this reason it has been used rather extensively in place of tragacanth, which is now selling for several dollars a pound; gum karaya in the whole state is now quoted at from 12 to 18 cents per pound, and the powdered gum for 16 to 24 cents. In India karaya gum is used extensively as a substitute for tragacanth, for making sweetmeats and also locally in the treatment of throat affections. In this country it is employed as an emulsifying agent, for which it is equal to tragacanth. Large quantities are used in ice creams and other foods. The gum is soluble in cold water, forms a tasteless mucilage, and is non-poisonous. The poorer grades are used exclusively by the calico-printers.—*Scientific American*.