

has not been possible even to commence the erection of the factory building. Apparently, the project has been carelessly handled, and the great difficulties have been disregarded, as well as the question whether Japan possesses sufficient experience to enable her to take up this branch of industry and compete successfully with Germany in the dye trade after the war."

In conclusion, it might be well to attempt to answer the inquiry often raised as to why the natural resources of our country have never been utilized on any extensive scale to meet the needs of American consumers and create a distinctly American coal-tar chemical industry. The blame, I think, rests evenly upon the shoulders both of the manufacturers and the consumers. The former dwelt upon the complexities of the problem, the enormous financial outlay necessary to really progress sufficiently to meet foreign competition, and the possibility of never being able to meet this competition upon an equal basis; and so no direct attempt was ever made to focus national thought in the United States upon the problem. The latter were, as a rule, indifferent since they received dyes sufficient for their needs and perfect in every detail. And so we became dependent upon Germany and annually expended fortunes in the purchase of foreign-made materials.

What mighty changes have been wrought in the condition of this particular branch of industry in the past two years I have attempted to set forth to you in the foregoing brief summary. Miraculous, indeed, has been the upheaval, so great, in fact, that some optimists claim that by 1920 the United States will be in a position to supply itself with all materials of a chemical nature. I certainly hope that their optimism will be justified.

FROM THE LABORATORY OF THE
WM. S. MERRELL CHEMICAL CO.,
CINCINNATI, O.

THE DRUGGIST'S DUTY IN RELATION TO REGULATING AND DISPENSING EMMENAGOGUES AND VENEREAL REMEDIES.*

BY CHAS. F. KUHN, M.D.¹

This is a subject with which we are all familiar and one that has permeated every form of human society. The proper solution of this problem will, to a great extent, elevate humanity to higher and nobler ideals in life and also avoid much unnecessary suffering and crime.

The promiscuous dispensation of drugs is a gigantic evil, the result of which is producing irreparable harm.

I am sure there are as many men of high character in the drug profession as in the practice of medicine, who could not be persuaded under any circumstance to encourage or assist in this dangerous practice, but inasmuch as the condition actually exists, I offer no apology for this paper.

Emmenagogues are remedies given for the purpose of producing menstruation. The patients applying for them, usually claim to have caught cold and express

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fear of some serious illness if not relieved. Many women apply to physicians for something to bring on their menses. It has always occurred to me that it was a dangerous practice to give even the least harmful preparation known as an emmenagogue. The medical profession believes that most cases of menstrual suppression are due to pregnancy and therefore, no drug should be given for the purpose of producing abortion.

There are instances other than pregnancy causing suppression of menstruation, but they are comparatively rare and of such a nature that only competent medical attention should be sought.

There seems to be a common admission among many women consulting a physician that they had tried various preparations bought at the drug store, which they often exhibit or in familiar terms describe. The hard rubber catheter is frequently used and the user seems free to tell from which drug store it was purchased.

The druggists and physicians bear the same relation to humanity and have the responsibility of using every means to educate the laity regarding the sacredness of pregnancy and the criminal aspect of any attempt to furnish the means of interrupting its course.

The moral degeneracy and suffering caused by these agencies is appalling; chronic invalids, immorality and too often the premature grave covers the penalty paid by the victims, who to a great degree might have been saved.

I am frequently called upon as a surgeon to perform operations for the relief of strictures, abscess of the prostate, urinary fistula, peritonitis, pus tubes and obstruction of the bowels upon patients who often tell me they depended upon drug store medication for the cure of venereal diseases or in taking medicines to produce abortions upon themselves.

Many specific instances might be cited but with your permission I shall report briefly the following cases to illustrate the contention:

Case No. 1—Mrs. G., Age 26; married; mother of one child. Secured from a drug store emmenagogue pills which she took for the purpose of producing abortion. The result was unsatisfactory, so she purchased a hard rubber catheter with which she induced abortion by its introduction into the uterus. She developed peritonitis and died on the 8th day.

Case No. 2—Mrs. K., age 28; married; no children. Used hot mustard water baths, pills obtained at a drug store, and finally a hard rubber catheter which she introduced into her cervix for the purpose of producing abortion. When brought to the hospital she was suffering with peritonitis. After several weeks of severe suffering and impending death, she developed multiple arthritis with deformity of her joints, the result of which has made her a chronic invalid for life.

Many persons suffering with venereal disease applying to the physicians for treatment claim to have used some patent medicine.

The one thought of a patient suffering with gonorrhoea is to stop the discharge, believing that when the discharge is checked he is cured. This of course, is erroneous and is later learned with bitter regret, when afflicted with enlarged and painful testicles, inflamed and diseased prostate or an abscess of the prostate, or gonorrhoeal rheumatism, or severe stricture, any one of which complications usually incapacitates a man for life. Again, some fortunate enough to escape the

terrible complications, marry and inoculate the wife and if a child be born, endanger its eyes to gonorrhoeal infection which has caused total blindness in many unfortunates.

One of the sad tragedies in life is to meet a young man giving a history of having had a small venereal sore, on which he sprinkled powdered calomel until it disappeared. If a rash broke out he bought a bottle or two of some medicine for his blood and now perhaps five years later he is a chronic syphilitic with permanent organic lesions from which he will never recover. The following cases may be of interest:

Case No. 1—Mr. C., age 24, single. Contracted gonorrhoea. He did not consult a physician but purchased medicine to take internally and apply externally and an injection. He continued this treatment for a number of months. I was called to see him and found him suffering with epididymo-orchitis and severe urethral stricture. After a long siege of treatment, an external urethrotomy was performed. The suffering of this young man was indescribable and now after 3 years of untold misery he is an invalid.

Case No. 2—Mr. C., age 25, single. Developed gonorrhoea, for the cure of which he purchased preparations. When I saw him he was unable to walk, suffering with gonorrhoeal arthritis. For over 4 years this young man has been an invalid unable to care for himself, and denouncing patent medicines as being responsible for his condition.

Case No. 3—W. S., age 30; electrician. Contracted a small sore on his prepuce. He applied powdered calomel and took a bottle of blood medicine. In several months the sore disappeared and he thought he was cured, but from that time he had sore throat and mucous patches in his mouth. Several years of poor health compelled him to seek medical advice and to-day he has optic neuritis and is nearly blind. In consequence he is of no value to himself nor the world.

The reasons given by some young men for not consulting a physician are that they are ashamed or do not care to let a doctor know what ails them or some one recommends a patent medicine as a sure cure or they are informed that doctors rob them and prolong their convalescence.

The women are influenced by the high cost of living, the objection to children by landlords, the social tendency of American women and the public sentiment, aroused by popular magazine articles on "Twilight Sleep," robbing mothers of the horrors of childbirth, but which is not practical and only seems to frighten them. Then too, the lectures on birth control tend to discourage women of the desire for motherhood.

For these reasons it is very hard for physicians to convince women that under no circumstances would they aid in the interruption of pregnancy. The same pressure no doubt is brought to bear upon the druggist and you certainly have my sympathy.

The druggists as an organized body should be congratulated for their efforts exerted in relation to many of the former abuses. You have succeeded in the enactment of the Harrison Narcotic Law which all agree is a blessing to humanity. Your effort to enforce the law in reference to the sale of liquors by eliminating its sale is another very heroic evidence of your unselfishness. The careful compounding of prescriptions and detection of physician's mistakes which might prove

fatal is possible only through your knowledge. The exposure of many inert proprietary preparations and safeguarding the public from the indiscriminate dispensing of "shot-gun" preparations are but a few of the virtues attributed to you.

It has been stated that honest confession is good for the soul. Let he who is without fault cast the first stone.

This means that what has been said about the druggist is likewise true of the doctor. I have a vision of the searchlight exposing the traditional weaknesses of our professions and that in the near future a closer and more intimate relationship between druggist and doctor shall result in a greater and better service to humanity.

COST ACCOUNTING.*

BY J. R. WORDEN.

Bookkeeping—cost accounting—is the foundation upon which we must build a business, so we may as well start there.

One thing that I find we're all troubled with is that we *know* a lot of things that are *not* so. It's a wonderfully easy matter to think we know a thing so long that we eventually know it to be so.

Like the fellow who tells a story—makes it out of the whole cloth—knows it's a fake at first—but tells it till he believes it himself.

We know we're making money—on toilet goods—on cigars—on prescriptions—on any one or all departments. But *how* do we know it?

In many stores—and not only drug stores by a long shot—and not only among retailers—the only reason we have for believing it to be a fact is because the sheriff hasn't disturbed us yet.

A couple of years ago I asked my grocery man—who also ran a meat market—if his books told him which department made him the most money.

He replied that his books didn't tell him, but that he knew all right which showed the most profit. Inside of six months from that date he had failed. Yet, he had put it over for some time—run along on *guess work* for about three years before the crash came.

That man should not have failed—he had the right idea in selling—gave good service—appreciated the fact that it was the dear public that paid his meal ticket, and treated his customers right. *Guess work* put him out of business.

That little habit of *knowing* when we only think we know is one of the biggest obstacles in almost every man's way. Times—conditions—change—maybe what we knew five years ago isn't so at all to-day. And on those things decided five years ago we have a closed mind.

EXPERIENCE OF A SPECIALTY CONCERN.

It's a good deal like the experience of a certain specialty concern. They found that after a certain length of time, sales began to fall off. So they made a few shifts in the territories and sales immediately picked up.

The reason was this: Smith, we will say, was in Detroit. After two or three years, Smith knew just who would and who would not buy from his house. And,

* Read before the Detroit Branch of the American Pharmaceutical Association.