

ADDRESS OF THE PRESIDENT OF THE AMERICAN
PHARMACEUTICAL ASSOCIATION.

FREDERICK J. WULLING.

FELLOW MEMBERS OF THE AMERICAN PHARMACEUTICAL ASSOCIATION:

Introduction.—It is our great privilege to enter upon the sixty-fifth meeting of our Association and to again exchange fraternal greetings and felicitations and to renew mutual assurances of good will and to re-affirm loyalty to the aims and purposes of our beloved Association and our chosen calling.

This beautiful inland city of Indianapolis is our host a third time in thirty-eight years, for the Association enjoyed this city's hospitality in 1879 and again in 1906.

An Association, like a calling, is a trust in the keeping of a current generation who received it from the previous one and hands it down to the next. Each generation administers upon the trust according to its abilities determined largely by the ideals and aims of its leaders. In that respect our Association has been singularly fortunate and successful. Throughout its history it has included in its membership those pharmacists who have left their stamp of authority and leadership upon the profession and upon their time. This Association has always represented the highest in ethical pharmaceutical



FREDERICK J. WULLING.

achievement and accomplishment. It has ever been youthful in its vigor, virility and courage as it always has been mature in judgment, counsel and attainment. It never grows old because it annually renews itself through the agency of these meetings when, through mutual stimulation to renewed initiative, endeavor and service, the members engender the enthusiasm, enterprise and determination so necessary for the resultful continuation of the work and purpose of the Association.

It should ever be kept in mind that the Association is not only an agency for the doing of a very definite and practical work, but that it is also an intangible influence; a positive, affirmative influence for all that is best and highest and altruistic and unselfish and self-sacrificing in pharmacy. While the Association does a vast amount of direct work for the elevation of pharmacy, its indirect influence upon the body-pharmaceutic, growing out of what it stands for, is quantitatively, though indirectly probably, greater. The American Pharmaceutical Association is the great exemplar of American Pharmacy. Its chief aim is and always has been through its work and influence to enable all pharmaceutical practitioners as well as all engaged in any other division of the calling to render within their scope of activity a maximum of efficient service to mankind. The nature of the service that pharmacy renders places it next in importance to only one other service, namely, medical service, and if pharmacy is regarded as a medical specialty, as it should be, the necessity and therefore importance of its service to

society may be regarded as second to none. So noble a purpose has found expression and realization in the past activities of our Association and its future activities must not and will not deviate from this high purpose, but if possible, must exceed it.

If what I have said is true, then we pharmacists of the present generation and holders of the trust I have suggested are most responsible custodians upon whom the burdens and responsibilities of administration shall not rest lightly.

Administration.—To administrative matters, therefore, I desire first to direct your attention and enlist your constructive activity.

We are living in an age of big things; an age in which many things are done in a big way. Coöperation through organization is the means of doing things in a large way. The big and coöperative way of administration is inclusive and has stood the test of a long enough period to prove it to be successful. It has done for the individual and therefore for social groups and for society at large what the individual never did and never can do. The individual is the basic unit in our organizations, government and civilization. Our government was instituted and organized to protect and help the individual in the exercise of his inherent right to the pursuit of happiness, to life, liberty, freedom and opportunity. Unless the individual is the final beneficiary of all or any of the activities of civilization, the latter is a failure. These statements will not be challenged in a country such as ours which is built upon the principle that the government is for the people, of which the individual is the unit, and not upon the imperialistic idea that the people are created for the government.

The individual being the ultimate beneficiary I have described, he is bound by the very definite responsibilities and duties of loyalty and fealty and service to his government, to his family, to his calling and to his fellows. The full duties of citizenship and efficient service are upon every individual who is a *compos mentis*. *Among the first and most insistent duties of the individual is coöperation with his fellows, to the end that all individuals and hence all social groups constituting society and therefore society itself shall enjoy the full privileges and blessings of an acceleratingly ideal civilization. In so far as the individual fails in the affirmative exercise of this duty, society and civilization will be short of perfection. It is not my purpose to discuss the individual's duties to his government and to society except in this general way of illustrating his narrower but none the less insistent duties to his calling.*

Pharmacists constitute a social group; a group of no mean importance in the social fabric. I like to speak of this social group as the *body-pharmaceutic*, because that is an inclusive term embracing all those who are in any way identified with pharmacy either as educators, practitioners, manufacturers, distributors, etc. All are definitely related to each other. *This relationship is not sufficiently recognized and is not adequately represented and expressed in pharmaceutical organization. In the past we have failed to recognize sufficiently the interrelation and interdependence of the divisions of the body-pharmaceutic and hence each division has organized itself for the furtherance of its own domestic interests, thus emphasizing too greatly lines of division which seem more apparent than they really are. It was and is proper and beneficial that these divisions be represented by separate organizations, but the desirability and necessity of organizational bonds to unite them into a larger whole has thus far been overlooked.* Each of our pharmaceutical associations regards itself as a complete whole when in reality each is only a part or division of the whole. When our original thirteen colonies declared their independence, each regarded itself as a sovereign state. The wiser of the fathers of that time soon realized how futile and foolish that idea was. Each state was weaker and more defenseless after its independence than it was before. Even though the thirteen states might, as separate sovereignties have lived on in peace with each other, none would have been strong enough to resist a respectable enemy. Only in pooling their destinies and in a political union could they secure and maintain their existence. But for

their union there would probably be no American nation to-day. What the union has accomplished no single state could have achieved. I venture to present to you this example as one meriting the emulation of our several pharmaceutical organizations and *I most earnestly recommend for your serious consideration the advantages of an affiliation of all national, state, county and local associations into a union or federation*. The advantages of such a union are so obvious and apparent that I think I need not take the space and time to discuss them.

How best to bring about such a federation should be left to many heads and wiser ones than mine, but possibly you will allow me to present to you an outline, the result of my thought and reflection upon the matter, as a possible starting point toward the consummation of the idea of a federation.

I would organize the entire body-pharmaceutic into one great whole and divide this into a number of major divisions and each of these into minor subdivisions in such a way that every pharmaceutic interest, the greatest and the humblest, would be included and safeguarded. The great whole I would call the American Pharmaceutical Association and the major divisions as follows:

- I. The Division of Practice.
 1. Professional Practice
 2. Commercial Practice

{ Now represented by this Association, the National Association of Retail Druggists, the National Association of Drug Clerks, etc.
- II. The Division of Wholesaling, now represented by the National Wholesale Druggists' Association and similar bodies.
- III. The Division of Manufacturing, now represented by the National Association of Manufacturers of Medicinal Products, American Association of Pharmaceutical Chemists, and similar bodies.
- IV. The Division of Education, now represented by the American Conference of Pharmaceutical Faculties.
- V. The Division of Regulation of Practice and Legislation, now represented by the National Association of Boards of Pharmacy and possibly the Committee of Revision of the U. S. Pharmacopoeia.
- VI. The Division of Associations, now represented by the several state, county and local organizations.

Each division could maintain its own independence, elect its own officers with a chairman in place of present presidents and administer upon its own domestic affairs, having regard, however, of its responsibility to the Association, which latter ought to have its separate and paramount set of officers to be elected by the votes of the members of all of the divisions or by their electors and to be governed by an administrative council to be equitably representative of each division. Membership in the division ought to carry membership in the Association. Membership could consist of three kinds: 1. Individual. 2. Firm or Corporate. 3. Associational.

We already have the nucleus of a federation in the Drug Trade Conference. The Conference, however, is not sufficiently representative nor does it possess the power and authority that would be inherent in and issue out of the proposed federation.

This proposed organization of the entire body-pharmaceutic should have for adequate administration a building and able officers, including at least one who would give his entire time in the capacity of general manager. Such a building should be sufficiently large and spacious and adequately equipped and manned to represent in a fitting manner each and every one of the varied interests. It should be located as near the center of population of this country as possible, preferably in a large city where all needed facilities would be at hand. To provide

such headquarters would, of course, cost a respectable sum of money, but the cost would represent a comparatively small percentage of the capital now invested in all pharmaceutical activities. The maintenance of such a building and administration would also cost a fairly large sum. The maintenance ought to be met by the income from a sufficient endowment. The kind of building and equipment I have in mind would cost half a million dollars. Another half million endowment would furnish an income annually of \$25,000. This one million would be a small percentage of the capital now invested in all departments of pharmacy in this country and could, I believe, with proper machinery, be raised by assessment. I have not succeeded in finding statistics showing the total capital invested in all pharmaceutical activities. Friends have estimated the total sum to be somewhere between \$500,000,000 and \$1,250,000,000. There are approximately 50,000 drug stores in the country which at the low average valuation of \$5,000 each would total \$250,000,000. The manufacturing, wholesaling, distributing and other interests surely are capitalized by at least an equal sum. The very conservative and low estimate of \$500,000,000 would yield one million dollars by an assessment of only one-fifth of one percent. A drug store worth \$5,000 would contribute \$10.00; a manufacturing concern worth \$100,000 would contribute \$200.00 and others in the same proportion. Would this not be the very best investment that all concerned could possibly make? In this or a similar manner the business of organized American pharmacy could be established and when once a going concern, under right management, might be made to pay dividends in time to gradually make the return of the assessments possible. But this should not be counted upon or expected.

I feel certain that many who are active in pharmacy, but who have no capital invested would be willing to contribute generously to such an undertaking on the basis of their earnings. I have no money capital invested in pharmacy, but I would be willing to contribute toward the proposed million a proportionate share based upon a sum representing approximately the value of my life in money-producing power figured on my annual income at a reasonable rate of interest.

If this idea of raising a million dollars as an investment by American pharmacy for the furtherance of its now neglected interests seems staggering to some, I ask you to withhold your judgment until you will have studied the suggestion in all its phases and possibilities. We pharmacists have in the past been thinking in entirely too low and modest terms. As a social group we are prosperous and the realization of this idea is, therefore, entirely feasible and possible. *Willingness and the determination to succeed are the only essentials.* I maintain that pharmacy has arrived at a point where a step of this kind becomes a solemn duty and I, therefore, urgently recommend:

That this Association, through a strong and suitable committee, invite all other pharmaceutical associations, national, state and local, to cooperate in the establishment of the proposed federation and concurrently in the raising of a million dollars for the purposes I have outlined.

The bringing about of the proposed federation is paramount to all else that the Association can enter into and eclipses in importance and insistence everything else now before American pharmacy for administration and adjustment. Many problems now unsolved and much neglected or overlooked, yet nevertheless necessary and imperative work, could be easily solved and accomplished. If you will give this idea unbiased and thoughtful and sympathetic study and consideration, I am confident you will not regard it as visionary or impractical. American pharmacy must rise to the necessity of the problems before it or suffer further disintegration and a humility among sister professions that would be unbearable.

Every pharmacist's attitude toward this idea will be measured in a degree by his willingness or unwillingness to contribute his small financial share to its consummation, but, in addition to his financial, his moral and intellectual support are necessary.

American pharmacy needs a more adequate and representative machinery for the doing of very necessary and definite things all too long neglected. I have indicated the nature of this machinery and what its approximate cost would be. The decision lies with American pharmacists. The decision should not be too hastily made. It would be well if this meeting could unanimously, or by a good majority, decide to enter upon the preliminaries toward the realization of *the idea as a whole; that is, the federation, the building, endowments and administrative machinery all together*. Nothing less than all of these will do. Their relations and importance, as I see the matter, are mutual, reciprocal and concurrent. The whole can be achieved as easily as any part. The longer we wait the more difficult the task will become. I feel that if we longer neglect this step, we will fail in our duties to ourselves and to the coming generation of pharmacists in the administration of the trust now in our hands. Unless we undertake this work so clearly and definitely before us, its accomplishment in the future will become increasingly difficult. I believe I am not too emphatic when I say the matter is one of imperative duty and conscience. Brains and executive ability of a high order will be necessary to create and maintain this larger association or federation, but pharmacy affords or can find and employ every necessary talent. (While I am not modest enough to disclaim any ability along these lines, I yet want to go on record as irrevocably declaring myself unavailable except possibly in a minor advisory capacity.) This talent should be representative of every existing association and after a sufficient study should formulate and present a *modus operandi* with the earliest possible beginning and a correspondingly early completion of the work of federation as a basic purpose. I will, therefore, not weary you with any suggestions along this line but proceed to other matters.

The Council.—Until the federation is realized the Association can be conducted as in the past without detriment. Because of recent criticisms, I have given some consideration to the question of improvement in the management of Association affairs and have come to the conclusion that I cannot offer substantial suggestions for immediate improvement, except such as I indicate elsewhere in this address and such as would grow out of the proposed federation. Indeed the more I studied the present situation and the history of the Association, the more my admiration has grown for the wisdom and foresight of those responsible for the Association, its organization, maintenance and management. My study and investigation were directed especially by the question of lessening the power of the Council to which some criticism has been directed of late. I feel the Council ought not to have less power and authority. The Council as at present constituted is a necessary department of the Association's organization for competent and expeditious administration of its affairs. Those who will give some study to the matter will realize, as I do, that the Council has been an evolution growing out of the needs and experiences of many years of Association growth and activity. Possibly a wider and more sympathetic study of and a more whole-hearted coöperation in the work and problems of the Council on part of the membership at large would have facilitated and strengthened the work of the Council. Those constituting the Council are not responsible for its organization and, so far as I have been able to learn, have faithfully and efficiently done their duty. The officers of an association derive all their powers from the consent of the members expressed in the constitution and by-laws. They have no other power and should not have, but they should be supported heartily and generously in the exercise of their powers and functions. While suggestion and constructive criticism should and I believe always is welcomed, they should be addressed directly to the officers or the Association and should not be stated carelessly and publicly at large without direction.

While these are my conclusions, it should be recognized by all that the sincerest welcome and the widest latitude should be given to discussion looking to affirmative and constructive development of all departments of the Association.

That in the recent past the Association could have increased its scope of activity and more widely and inclusively represented all phases of pharmaceutical interest no one will deny. It should be remembered, however, that when the Association was established and long after, the present complex and in some respects divergent aspects of pharmacy did not exist and that in the opinion of many it was part of the function of the Association to discourage rather than encourage especially the tendency toward commercialism that began several decades ago and which has reached such a momentum by this time that it soon will, happily, establish itself as a separate and perhaps necessary, but certainly respectable business, leaving to pharmacy proper its rightful professional status. The fact should also be kept in mind that the work and affairs of the Association were and are carried on by the coöperation of officers and committees elected or appointed annually, as is the case with all other similar organizations and that, therefore, and naturally, the distinct advantages of a continuous and uninterrupted management and development under a single executive or under a very small group of executives, such as for instance, every large business employs, were and are lost.

While I give my personal endorsement to the past conduct of Association affairs, I yet must repeat the urgent necessity now of adjustment to the conditions of the times and this adjustment must take the form of coöperation within and without the Association. To-day the competitive system, or at least many phases of it, is moribund and coöperation is rapidly taking its place. The tendency and necessity of the age is decidedly coöperative and individualism, personal and national, is passing out because the individual is beginning to realize more fully his dependence and that his greatest security and advantage lie in his joining with others toward common ends. Nations are in the process of the same realization. Single nations are no longer self-sufficient in war or commerce or in other respects, hence the present national alliances which unhappily are presently war measures, but soon will happily become peace measures. The merging of political units having common economic interest into large economic areas, which in a real sense are supernations, is now going on. Competition between these vast areas may go on for a time, but ultimately necessity and interest will cause these to unite or combine and then world peace will have been established out of which will flow untold unforeseen benefits. Pharmaceutical associational units must unite similarly for the common welfare of themselves and of all they represent and the federation or union I have already suggested again forces itself to the foreground as the means to the most necessary consummation before us.

Association Finances.—I will not violate the propriety that suggests that the president leave the presentation of association finances to the treasurer and the finance committee, but I think it is permissible that I record my study of the published financial records and my conclusions that the Association's finances have been managed quite as well as association finances are usually managed. As evidence of this I call attention to the significant fact that the capital including invested funds has increased to more than \$50,000. It is obvious that the JOURNAL and the Year Book, which have now replaced the annual volume of Proceedings, are more expensive than the Proceedings were, but they have increased the service and usefulness of the Association to a degree greater than that constituting the difference in cost, and represent an increase in the value of the Association working plant worth more than the cost. As I see it, the excess of expenditures over the income of past few years may be looked upon as the cost of an increase in the Association business activity and service. It is by no means certain that this increase in the running business of the Association was unwise; indeed, personally, I think it was most wise. There is no reason why in the near future the income cannot be adjusted to the new basis of expenditures. To do this, increase in membership is the best way for the immediate present that suggests itself for accomplishment by the individual members. If every member would make it his or her task to secure at least one new member the adjustment would be assured. The

task would be an easy one. Some members are doing it over and over. The Committee on Membership no doubt is doing all it can, but the best results are obtained by personal work. Surely no member would be willing to admit that he is not easily equal to the task of adding at least one member to the rolls. Possibly most members are not aware of the constant necessity of enlarging the membership. All other associations I know of are in similar constant need. I believe if this need were brought sufficiently home to every one of our members, the results would be most gratifying. Invitations to membership could consistently be based upon the two-fold argument of duty on the part of and advantage to the prospective member. An increased membership would also greatly facilitate the securing of additional advertising for the JOURNAL.

THE JOURNAL and the Year Book.—These two publications are now securely established and have demonstrated their value and usefulness. They should be continued as separate publications and further developed. They represent assets larger than those of the former Proceedings and their service is also much greater. It is only natural that they should cost more. To meet this additional cost is merely a matter of adjustment, as I have already stated, of which the Association is abundantly capable. Both publications are in the hands of men whose judgment, ability and experience are such that full reliance can be placed upon them for the consistent maintenance and development of these two very representative Association activities.

I cannot believe that the federation I have proposed, or a similar one, will not become established. If, however, it is not realized, then in the near future the JOURNAL ought to be issued semi-monthly and later weekly.

The National Formulary.—The National Formulary is an achievement with which the Association may be well satisfied. It has not only established itself firmly in our country, but is well and favorably known in all foreign countries. The fourth edition is a most representative successor to the earlier editions and all who were in any wise connected with its production are to be commended for their efficient work. By act of Congress in 1906 and later by a number of state legislative acts, the book has taken on the additional character of a book of standards and that is well. While we should be most careful in establishing standards, pharmaceutical standardization has as yet not reached a sufficiently high degree of development and all upward tendencies in this respect ought to be encouraged and happily are encouraged by the majority of pharmacists. Comparatively little criticism has been directed against the National Formulary and against the Association in its relation to it. That fact and the general approval and increased sale of the book evidence a general satisfaction not only on part of the membership but on part of American pharmacy. The Committee on the National Formulary will, of course, report fully.

The House of Delegates.—The idea underlying the creation of the House of Delegates is sound. I believe if the advantages of a well-established House were more universally studied by the membership at large, the House would receive all needed approval and support. It could be made more useful as a means of linking especially the local branches and state associations more firmly to the Association. The House of Delegates cannot supplant the Council under our present charter.

I recommend that a suitable committee be named to study the functions and operation of the Houses of Delegates of other associations and a plan formulated and presented to the Association outlining in detail how our own may be improved.

The Branches.—It is pleasing to be able to report that the Branches are growing in numbers and in influence. At present no formulated and uniform rules or suggestions to guide all the Branches exist. Possibly all Branches would be willing to adopt identical rules or by-laws. The procedures and powers should be uniform and identical. It should be understood that the Association, without

ratification, is not bound by Branch action. The administrative power of Branches must necessarily be limited.

The Committee on Branches, I believe, will make some constructive recommendations along the lines I have suggested.

The Association should encourage and help the Branches in every way and through them should emphasize throughout the country the higher ethical and professional standards and ideals which it advocates.

Every important geographic center should have a Branch. The Committee on Branches could possibly suggest additional centers where Branches might be established and be made to flourish.

The Fairchild Scholarship.—Rules and procedure governing the awarding of this scholarship are now completed and the scholarship may be awarded the ensuing school year. The committee will report fully.

College Prerequisite.—A sufficient college training as a prerequisite to full registration to practice is being recognized in an increasing degree by the several states. While this tendency is gratifying, the fact should be kept in mind that a sufficient academic training on which to base a college education is most necessary. No prospective practitioner should have less than a full four-year high school training. It is fundamental in every calling that the average of intelligence of its members continually increase. I earnestly recommend that the Association continue using its fullest influence toward higher academic, as well as professional, qualification on part of those entering the ranks.

Women in Pharmacy.—It is no longer doubted that women may become successful pharmacists. They are entering the ranks in increasing numbers. They show a commendable scholarship and application and exercise an upward influence in their surroundings. Our own Women's Section is a constructive influence in American pharmacy. Every woman pharmacist should be a member of it.

The Officers and Committees.—It is probable that the average member does not realize how large and varied are the aggregate activities and work of the Association. I did not fully realize them before you entrusted the highest office to me. These activities have been carried on in an intelligent and capable manner by the respective officers and committees. (If I were not an officer, I would congratulate the Association on its good fortune in having so efficient a set of officers and committeemen as it has.) While all these gave to the Association a very valuable and generous service and while a goodly number gave me, personally, partly upon request and partly unsolicitedly, help and suggestion that I prized highly, I feel I should mention especially the fine interpretation and discharge of secretarial duties and the wide scope of work of Association Secretary Day, the splendid work Editor Eberle did in the administration of the JOURNAL affairs and which will be brought out in reports later on, the conspicuous and constructive activity of Council-Secretary England particularly in the recognition propaganda matter, the hard-headed and financial efficiency of sagacious Treasurer Whelpley, and the extensive and important committee and delegate work done so willingly by members Army, Beal, Beringer, Hilton, Mayo and Wallace. The committeemen and section officers as well did their respective work well and willingly, giving of their time and in some cases of their means freely and unselfishly. To all these the thanks of the Association are due and my own are hereby gratefully tendered them.

As for myself, I can only say that I gave the Association affairs every moment that I could spare from my numerous other duties, amounting in all to more than one-third my entire time. This I was enabled to do because of the sympathetic understanding on part of my superior University officer, President George E. Vincent, of the duties and importance of the high office with which you honored not only me but the state of Minnesota and the Northwest and who in virtue thereof gave me a free hand in the disposition of my time in the administration of my University and Association work. A very large part of the time of my University

secretary was at my disposal for Association work. Despite these facts I am not satisfied with what I accomplished because I had to leave so many, what I regarded as quite necessary, things undone. In the presidency of an association of the importance, influence, and dignity of ours, is inherent the obligation of a very broad scope of direction and initiative which I am certain the averagely situated incumbent cannot fully meet. Whether it is sufficient that he do the best he can under his governing circumstances, as I have done, is a question for the Association to consider. Unquestionably, the minimum he must give to his administrative work consumes a large share of his time and requires his dominant interest and concern. His full time and energy would be none too much to give if the maximum administrative results should accrue to the Association. If the federation is established, the president thereof or an officer of the nature of a general manager should be enabled to give his full time and ability to the Association.

Pharmacy in the Army and Navy.—The propaganda for more adequate recognition of pharmacy in the Government service is probably a matter of common knowledge among pharmacists. Immediately after a state of war was declared, I took up with Dr. F. F. Simpson, Chief of the Medical Section, Advisory Commission, Council of National Defense, with the Secretary of War and the Surgeon General of the Army and with others the justice and need of according to pharmacy a status commensurate with the importance of pharmaceutical service to the Government. I wrote Dr. Simpson and sent a copy of the letter to the Secretary of War as follows under date of April 10th, four days after a state of war was declared to exist:

DR. F. F. SIMPSON, *Chief,*
Medical Section, Advisory Commission,
Council of National Defense,
Munsey Building, Washington, D. C.

MY DEAR DOCTOR: I have just learned that you are about to organize the medical resources of the country and that the work contemplates the creation of a medical reserve corps of surgeons and physicians to aid the Army and Navy and civilian population in time of war, and the mobilization of factories making medical supplies, hospitals and the like. Although I am not certain that I am right, it yet appears to me pharmacy is not in any wise represented in the work you are undertaking. That this is a matter of extreme regret to pharmacists is of less importance than the fact that, without a strong pharmaceutical representation in the work you are about to do, the country will be deprived of a very necessary, efficient and far-reaching service, such as pharmacy can render. There are more than fifty thousand pharmacists in the country and a much larger number are engaged in other pharmaceutical activities. The pharmaceutical body of the country is represented by a number of very strong pharmaceutical organizations: The American Pharmaceutical Association, the American Conference of Pharmaceutical Faculties, the National Association of State Boards of Pharmacy, the National Drug Trade Conference, the National Association of Retail Druggists, the National Wholesale Druggists' Association, the American Drug Manufacturers, the Proprietaries Association, etc. These associations, with which are affiliated the several state associations, represent such an important and large measure of the nation's activities that the country could not afford to indulge in the remissness of not recognizing them and the service they can and would render. The fact is that a very large part of the service that is now represented only by medicine is distinctly pharmaceutical and should be so recognized by proper representation.

It is unfortunate that the United States has not a pharmaceutical corps for the control of medical supplies service such as all other great countries, except Great Britain and Russia, have. In all of these countries a corps of highly trained pharmacists with commissioned rank has the medical and pharmaceutical supply service in its hands. The head of this service in Germany is of the rank of colonel; in Japan, of the rank of lieutenant colonel; in Italy and France, of the rank of major-general. These men are experienced pharmaceutical chemists of high attainments and qualifications, capable of directing medical and pharmaceutical supply service. Our own country contains many such men. It is not unreasonable for me to assert that such are at least as capable, if not more so, for this kind of service as a surgeon detailed to the medical supply department is.

A surgeon cannot possibly give the expert service which could be given by men who have devoted a life-time to this particular pharmaceutical service.

That American pharmacy is not represented in the country's service in the form of a pharmaceutical corps composed of men equal in rank with those in the medical service is unquestionably due to the fact that American pharmacy has not exerted that pressure for this deserved recognition and opportunity to serve that it is capable of. Much dissatisfaction on part of representative pharmacists in this respect has come to me since I am the incumbent of the presidency of the American Pharmaceutical Association. It is my opinion that the country cannot continue to ignore American pharmacy as it has done in the past.

Because I have not had opportunity to consult with the members of the Council or other officers of the American Pharmaceutical Association, I would like it understood that I am writing this letter in the capacity of merely one officer of the Association.

I will send copies of this letter to the Honorable Secretary of War and to the President of the United States.

Hoping that you will receive this letter in the same friendly and fraternal spirit in which it is written and that you will recognize that its basis lies in an anxiety to be helpful in the largest measure to the country in this present crisis, I am,

Very sincerely yours,

FREDERICK J. WULLING,
President A. Ph. A.

No reply having been received by April 17th, I wrote the Secretary of War a letter of which the following is a copy:

THE HONORABLE SECRETARY OF WAR,
Washington, D. C.

MY DEAR SECRETARY: It appears that pharmacy has no adequate representation in the Army and Navy and that no representation has been accorded it on the Council of National Defense. Medicine is strongly represented. Medicine is not pharmacy, nor does it include pharmacy as evidenced by the existence of the separate pharmaceutical profession. National defense without adequate pharmaceutical representation and recognition can never be as effective as it can be with pharmaceutical participation under a proper standard of recognition. Medical men are not pharmacists and, as far as I know, do not claim to be. They cannot any more give expert pharmaceutical service than pharmacists can give medical or surgical service. In the failure to recognize and employ the expert pharmaceutical services available, the Defense falls short in that degree, as I see it. It is fallacious to claim that pharmaceutical service in war or peace is negligible or of so low a grade that it shall be a hand-maiden to any other division of the service.

The Council of National Defense has appointed a committee, of which your esteemed self is chairman, to effect, among other things, a practical standardization of pharmaceutical supplies. Who is as competent as a highly trained expert pharmacist to direct this standardization and other purely pharmaceutical activities? Unless this kind of work is under the direction or responsible participation of such a pharmacist, the country is deprived of the best kind of service in this field and yet is entitled to the very best that the country affords. This kind of expert service is freely at hand and available and, as president of the American Pharmaceutical Association, I respectfully request and urge that it be employed. I feel that if I did not make this request and make it with the fullest strength of whatever influence my office carries, I would not be doing my duty to my country, not to speak of my duty to my calling.

It should be considered that in a crisis such as this country finds itself in at the present time it is unwise to risk the possible displeasure of so large a part of the representative citizens as pharmacists constitute. There are probably in excess of 500,000 persons engaged in pharmaceutical activities. They are represented in a large measure by a number of strong national and state associations, among them the American Pharmaceutical Association, the National Association of Retail Druggists, the American Conference of Pharmaceutical Faculties, the National Wholesale Druggists' Association, the American Drug Manufacturers, The National Drug Trade Conference,

the National Association of Boards of Pharmacy, the several state associations and others. The good will in the fullest measure of all these is essential. I do not maintain that these interests would withhold their good will if not given deserved recognition and the opportunity to serve in their fullest capacity, but I do maintain that proper recognition would greatly stimulate and augment their help and loyal support.

Permit me to further direct attention to the unfortunate fact that the United States has not a pharmaceutical corps for the control and direction of medical and pharmaceutical supplies service such as all other great countries, except Great Britain and Russia, have. In each of these larger countries a corps of highly trained pharmacists with commissioned rank has the medical and pharmaceutical supplies service in its hands. The head of this service in Germany is of the rank of colonel; in Japan, of the rank of lieutenant-colonel; in Italy and France, of the rank of major-general. These officers are experienced pharmaceutical chemists of high attainments and qualifications, capable of directing their respective service. Our own country contains many such men who are at least as capable, if not more so, for this kind of service as a surgeon could possibly be. That American pharmacy is not represented in the country's service in the form of a pharmaceutical corps composed of men equal in rank with those in the medical service is undoubtedly due to the fact that American pharmacy has not exerted that pressure for this merited recognition and opportunity to serve under its own responsibility and standard that it is capable of. Much dissatisfaction in this respect on the part of representative pharmacists in all divisions of the calling has been reported to me recently. It is my opinion that the country cannot afford to continue to ignore American pharmacy as it has done in the past.

In my humble opinion, if the post of Chief Medical Purveyor is not already in existence, it ought to be created and put in charge of an expert pharmaceutical chemist of administrative ability. Such a one should be clothed with ample authority and should be at least of the rank of colonel. The importance of the medical and pharmaceutical supply service can hardly be exaggerated. The Hospital Steward of the present should not be confounded with the highly trained pharmaceutical chemist of administrative capacity I have in mind. Our late war with Spain demonstrated the utter inadequacy and futility of methods then in use for the purchase, manufacture and distribution of pharmaceutical and medical supplies.

In writing you thus I know that I am representing American pharmacy at large, but of course I have only the authority vested in the office I hold to speak for the American Pharmaceutical Association.

In this letter I mean no disrespect to anyone. What I have said and urged grows out of my loyalty to the country and the cause it is championing.

With assurances of highest esteem, I am,

Very respectfully yours,

FREDERICK J. WULLING,
President A. Ph. A.

To this letter the following reply was received from the Council of National Defense under date of April 28, 1917:

MR. FREDERICK J. WULLING, *President*,
Minnesota University,
Minneapolis, Minn.

DEAR SIR: Your letter of the 17th addressed to the Secretary of War has been referred to this Department for attention and I wish to thank you for your interesting suggestions.

Your letter has been filed in this office for future reference.

Very truly,
(Signed) JOHN S. LAWRENCE,
Assistant to the Director.

The Chairman of the Council joined with me at once in establishing a Committee of National Defense to lay before the Government more fully our claims and arguments for equitable pharmaceutical representation in the war preparations. Members of this committee have had a conference with the Surgeon-

General. No doubt the committee will report fully. I continuously and consistently emphasized the fact that pharmacy sought and urged this representation not for any selfish motives, but for the patriotic reason that without it that kind of efficient service, of which pharmacy is abundantly capable, could not be rendered and the national defense would in that degree be deficient.

Under date of May 5th the Secretary of War replied to the copy of my letter to Dr. Simpson as follows:

MY DEAR MR. WULLING:

On the receipt of your letter of April 10th, inclosing me a copy of a letter written by you to Dr. F. F. Simpson, I referred it to the Surgeon-General of the Army for comment for my information. I hand you herewith a copy of a memorandum made by Surgeon-General Gorgas. The only affirmative recommendation made by the Surgeon-General would require legislation from Congress, and at the present moment I do not feel myself in a position to secure the attention of Congress to the subject. Perhaps a little later that may turn out to be possible.

Cordially yours,

(Signed) NEWTON T. BAKER,

Secretary of War.

Inclosure 1.

Copy of inclosure:

May 4, 1917.

MEMORANDUM for the Secretary of War:

1. Returning letter of Mr. Frederick J. Wulling, President of the American Pharmaceutical Association, I will say, first, that Mr. Wulling is entirely mistaken in stating that the Government physicians and surgeons render pharmaceutical service to the United States. Such is not the fact. The pharmacists of the Army are the non-commissioned officers of the Medical Department, men who are thoroughly qualified for their duties. In fact, some of them are members of the American Pharmaceutical Association. Under existing conditions, I see no reason for the establishing of a corps of pharmacists in the Army, as the present methods are satisfactory.

2. In regard to the statement that the head of the pharmaceutical service of foreign countries holds rank, as, for example, Germany, that of colonel; Japan, lieutenant-colonel; and Italy and France, major-general, I will say that this is true; but in the United States the Government purchases its drugs ready made from reliable wholesale druggists. In foreign countries the commissioned pharmacists manufacture the various drugs from vegetable products, etc. Their function is not that of compounding prescriptions, as is the practice in the United States Army. Should the Government adopt the plan proposed of commissioning pharmacists, and, as in foreign armies, assign the duty of the manufacture of pharmaceutical preparations rather than the compounding of prescriptions, we would receive protests against this practice from the manufacturing druggists and from other organizations that deal in pharmaceutical preparations.

3. I recommend that no action be taken looking toward the commissioning of pharmacists in the Army. But I would like to see the grade of pharmaceutical sergeant, and master pharmaceutical sergeant, established and open to the entrance of the graduates of pharmaceutical schools. I would like to see these non-commissioned officers admitted to the Medical Corps in the same numbers as are the hospital sergeants, and the master hospital sergeants, at present.

(Signed) W. C. GORGAS,

Surgeon-General, U. S. Army.

This memorandum speaks for itself and no further comment is necessary.

As further evidence of the patriotism of this Association, on April 18th I offered its services to the President of the United States in a letter of which the following is a copy:

His Excellency,

PRESIDENT WILSON,

Washington, D. C.

MR. PRESIDENT:—As President of the American Pharmaceutical Association and with the concurrence of Mr. Lewis C. Hopp, Cleveland, Ohio, Chairman of the Council of the Association,

I hereby pledge the loyal support of the Association and tender to you and the Government such services as the Association can give in the present crisis of the country. Many of the members of the Association have already offered their individual services, but the Association may be able to give a service as an organization. It is ready and willing to help the Country in any way it can and holds itself in readiness to be advised by you or by your orders.

Respectfully yours,

FREDERICK J. WULLING,

President A. Ph. A.

The President replied as follows:

THE WHITE HOUSE,
Washington.

April 28, 1917.

MR. FREDERICK J. WULLING, *President*,
American Pharmaceutical Association,
Minnesota University,
Minneapolis, Minn.

The President is very grateful for your generous pledge of coöperation and support, and he hopes that you will accept this informal acknowledgment of your message as an expression of the deepest appreciation of your patriotic offer.

Not only our own Association and some of its Officers, but many other national and state associations, drug exchanges and individuals and notably the American Medical Association have advocated a more just recognition of pharmacy by the Government. So far it has not been explained why dentists, veterinarians and even nurses occupy a Government status superior to that accorded to pharmacy. Pharmacy, although it has a clear case, so far has not sufficiently asserted itself. It should now take on an aggressive, even militant, spirit in justice to itself and to those who need its best service. The proposed federation is the logical means to enable pharmacy to make itself felt. Much recognition propaganda work has been done by separate forces, but scattered forces cannot possibly accomplish what a solidly united body-pharmaceutic could. I have strongly urged, and so have others, a pharmaceutical corps. A federation representing the entire body-pharmaceutic ought and could succeed in the endeavor to have such a corps established. Recently President Wilson conferred the authority upon the Surgeon-General to create a Sanitary Corps. From that fact I judge the President has the power to authorize the creation of a pharmaceutical corps, but others feel Congressional action is necessary and hence on July 25th Representative George W. Edmonds introduced a bill into the House entitled, "H. R. 5531, A Bill to Increase the Efficiency of the Medical Department of the U. S. Army, to provide a Pharmaceutical Corps in that department and to introduce the status and efficiency of the pharmacists in the Army." The bill was referred to the Committee on Military Affairs and ordered to be printed.

The status of the pharmacist in the Navy is also unsatisfactory and inadequate contrary to the general conception, and duly our efforts should be directed toward securing for the men in the Navy the same competent pharmaceutical service persons in civil life enjoy.

The Spirit of American Pharmacy.—In conclusion: The most important recommendation I have made is the creation of a strong, representative and forceful federation of all pharmaceutic interests to be permanently housed and endowed. All else seems secondary to me at this time. This matter should be nearest the heart of every loyal pharmacist in whatever division of our calling his interest lies, because it is the only efficient and sensible means of accomplishing our just, obligatory and imperative aims. I solemnly sound the note of warning that further and continued collective pharmaceutical inactivity and indifference will ultimately result in the disintegration and emasculation of a calling that still has as its basic

and underlying principle a nobility of purpose and service. The abhorrence of the thought of such an end should arouse and stimulate every American pharmacist into a quick and dynamic resolve to aid in every way the endeavor to mobilize pan pharmacy into a resistless, affirmative, constructive force that will prevent ultimate disaster and bring to pharmacy the respect and recognition and opportunities that should naturally issue to so noble and serviceable a calling. American pharmacy taken as a whole is suffering from the results of pharmaceutical unpreparedness and unforesightedness, due no doubt primarily to two causes: the first, an all too universal lack of sufficient education, academically and professionally; and second, insufficiently far-reaching and effective aggregate or collective organization of the body-pharmaceutic. A large part of the civilized world is now in the fateful hour of witnessing the dire results of democratic unpreparedness for which it is paying a penalty never before equalled in all history. Pharmacy has too long been on the defensive because it lacked a unified force and weapon of resistance. I am asking and counseling that it awaken more universally and become consistently aggressive. Time lost can be regained. We must immediately begin to project pharmaceutical efficiency in an accelerating degree into the future. We must first put our pharmaceutic house into better order and in an unselfish, loyal and generous way unite, harmonize, correlate and synchronize our interests, forces and strength for a righteous common purpose. I am addressing not only the members of the American Pharmaceutical Association, but every person engaged in any division of American pharmaceutic activity. The duty as well as the obligation is upon every such a one, and there are no exemptions now to show his fealty and loyalty to his calling. Not only do I counsel but I appeal to all members of the body-pharmaceutic to give personal, thoughtful consideration and study, in the light of experience and wisdom of to-day, and not of yesterday, to our individual and collective problems and when thus fortified, to resolve everywhere in our beloved country to enter with grim determination upon the rehabilitation and further upbuilding of the pharmaceutic structure into one of greater solidity, eminence and usefulness. The cause for which we are to fight and sacrifice is devoid of any selfish purpose. We should more aggressively employ every proper and approved means to increase the efficiency of our calling and to more greatly deserve the respect and recognition we are already entitled to. The past has proven that the present must proceed on coöperative, coördinate and reciprocal lines to meet successfully the many perplexing questions demanding settlement. A barren pharmaceutical organizational heterogeneity must give way to a wholesome homogeneity and a fruitful coalescence of all pharmaceutical interests. Every member of the body-pharmaceutic must do his or her share toward the common cause even if the contribution must take the form of an actual sacrifice. The present conditions demand imperatively undivided adherence to a purpose that has been all too long delayed. The spirit of American pharmacy has never been crushed. It may have been somnolent. We must awaken and arouse it into activity and give it proper direction. It can accomplish what an aroused interest determines upon.
