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# THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

VOL. XLVIII

NEW YORK, JANUARY, 1914

No. 1

## THE PHARMACEUTICAL ERA

PUBLISHED ON THE FIRST OF EACH MONTH

D. O. HAYNES & Co. . . . Publishers

No. 3 PARK PLACE, NEW YORK.

Telephone, 7646 Barclay.

Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico, the Philippines and Mexico.....	\$1.00 a year
To Canada, postpaid.....	1.50 a year
To Foreign Countries in Postal Union.....	2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.

REMIT by P.O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection charges if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, D. O. Haynes; vice-president, E. J. Kennedy; secretary, N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

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## Table of Contents.

### READING SECTIONS.

EDITORIAL AND PHARMACEUTICAL.....	Pages 1 to 16
Editorials.....	1-4
Correspondence.....	4
Prof. Tschirch on "Enzymes" (Concluded).....	5-6
The Discovery of Quinine.....	7-8
Sensitiveness of Alkaloidal Solutions.....	8-9
New Remedies.....	9
Selected Formulas.....	10
Foreign Abstracts.....	11-12
Question Box.....	13-14
Women in Pharmacy.....	15-16
NEWS SECTION.....	Pages 17 to 34
Nation-wide Anti-Narcotic Law Enforcement.....	17-18
Mostly Personal.....	18-19
Obituaries.....	20-21
News of the Associations.....	22-30
TRADE SECTION.....	Pages 35 to 46
Recent Patents and Trade-marks.....	43-44
The Drug Markets.....	45-46
INDEX TO ADVERTISERS.....	Page 57
INDEX TO GOODS ADVERTISED.....	Pages 54 to 56
INDEX TO READING PAGES.....	" 58

THE BROOKS LAW IN EFFECT.

ATTENTION of druggists in New York State is called to the fact that on and after Feb. 1, 1914, the so-called Brooks Law, in so far as it relates to package and bottled goods, will be in effect. The general law, forming Chapter 81 of the Laws of 1912, has been active since June 1, 1913, but the sections affecting goods sold in packages or in small containers, which make up the bulk of commodities handled by druggists, were not to become effective until eight months later. The provisions of the new regulations have been fully set forth in past issues of the ERA (May and September, 1913). The law was passed chiefly in the interests of purchasers, and stipulates that all packages must bear a plain statement of the net contents, or of the numerical count of the pieces in the package. Certain exceptions are made, and a list of tolerances has been drawn up by the State Superintendent of Weights and Measures. All classes of commodities, foods and candies, as well as drugs, are within the scope of the law. We do not believe that the new measure will present any difficulties to the druggists of the State, or to the manufacturers. Ample time has been given in which to make necessary changes in labels, etc., and the public, if it will but use its eyes, now has full protection against deception.

In this connection we may mention that a list of tolerated variations in druggists' weights, taken from the November "Weights and Measures Bulletin," appears in the Trade Section of this issue.

### A WORD AS TO SUNDAY CLOSING.

WITH the passage of the "one-day-rest-in-seven" bill by the New York State Legislature an added impetus has been given to the movement in favor of the closing—for at least part time—on Sunday of drug stores. Many New York druggists have gone on record as in favor of this solution of the "day off" problem, particularly since the latest move on the part of the authorities toward the limiting of sales in New York drug stores on Sunday to drugs, thus shutting out the income from soda, cigars and sundries, which has always made the greatest showing in the day's total cash receipts. Drug clerks' organizations have for years urged such a legalized respite from labor, and in some States, notably California, have won a six-

day week—60 hours in California—and a minimum wage scale. At the recent conference called under the auspices of the New York State Ph.A., President Jacob H. Rehfuess was pronouncedly in favor of Sunday closing, declaring that the sooner the pharmacists consider the question seriously the better, since "as soon as the clerks organize they will get the desired hours." Postal-card canvasses among members of New York associations of druggists indicate that but from 10 to 15 per cent. of the druggists favor keeping open all day Sunday, the majority favoring either complete or partial closing.

#### ADOPTION OF A STANDARD POISON BOTTLE.

THERE is at the present time before Congress a proposed amendment to the Federal Food and Drugs Act which requires that when packages containing virulent poisons are shipped into interstate commerce direct to the consumer, such poisons shall be placed in containers to be prescribed by the Secretary of Agriculture and the Secretary of Commerce. Since the introduction of this bill, and following the recent agitation in the newspapers relating to the accidental deaths that have occurred through the inadvertent use of corrosive sublimate, there have been many discussions as to what form of container would best meet the conditions and obviate the dangers of accidental poisoning.

Legislation embodying this idea has been more than once attempted in various States in this country, but we cannot at the present moment recall a law in force in any State which makes the enclosure of a poison in a special form of container obligatory. In Great Britain the regulations are more specific, the pharmacy law requiring that the container must be labeled with the name of the poison and some distinctive mark showing that it contains a poison, and that such poison must be kept in one of three systems, the particular system to which we refer requiring that the poison shall be kept in "a bottle or vessel rendered distinguishable by touch from the bottles or vessels in which ordinary articles are kept in the same warehouse, shop, or dispensary." As a further precaution, all poisons sold or dispensed must be sent out in bottles, also rendered distinguishable by touch from ordinary medicine bottles, which must bear the required label as to name, etc., and a notice that the contents of the bottle are not to be taken internally or are poisonous if taken in overdoses. These regulations support our belief that of all the containers that have been suggested, that one which enables the consumer to receive warning of danger by means of his sense of touch is the most practical, and is most serviceable both in the darkness and in the light. A distinctive color can also be adopted, but the precautionary value of this alone has its limitations.

There is, in our opinion, no doubt but that regulations as proposed in the above amendment are needed, for as conditions stand at present, anyone can ship into the homes of consumers the most deadly poisons without indicating in any manner whatever the nature of the commodity. With the

adoption of a particular form of container, the manufacturer, or shipper, and the pharmacist as well, should be compelled to explain to purchasers the deadly nature of poisons and to point out to them the shape and color of the containers in which such agents are enclosed.

#### RETURN TO DRUGS AND MEDICINES.

AT the recent meeting of the Congress of Clinical Surgeons held in Chicago, the new president, Dr. John B. Murphy, made the seemingly confident prediction that for the next quarter of a century the practice of surgery will be subordinated to internal medicine. This admission by a most distinguished surgeon shows that the so-called "drugless therapy" is on the wane, so far as scientific medicine is concerned, that drugs and medicines are the dependable weapons of the physician's armamentarium in fighting disease, and that to them the sick must look for relief in many diseases the knife of the surgeon can never reach. The eminent surgeon's statements are significant:

"If you were to ask me whether if I were to start in to study medicine today I would take medicine or surgery, I would tell you without hesitation that I would start in internal medicine. The advance of internal medicine in the next quarter of a century will be enormously greater than that in surgery. Internal medicine has enormously more possibilities than surgery has. It is the internal medicine that goes into the details, makes a careful examination and analyses, and endeavors to arrive at a diagnosis.

"I feel with you that the clinical conventions are to be the conventions of the future, that clinical teaching is to be the line of the medical profession rather than the line of the papers, which we have followed in the past, but in order that that should be a success, and a continued success, it must have the support of every member of the congress and the profession."

These views confirm the belief that the standing of the medical profession is much more closely connected with pharmacy than many doctors seem to realize, and they also show a brighter outlook for the early future of our calling. If pharmacists are to supply this greater demand for drugs the return to clinical medicine will develop, they must do their share in equipping themselves for the practice of professional pharmacy. The pharmacist must get in closer touch with prescribing doctors, and let them know that he is abreast of the times in scientific attainments. Good drugs and medicines have their place in fighting disease, and the more this fact is realized, the more will it do to increase the amount of medicine intelligently used, and this, in the final analysis, means more prescriptions.

#### TWO NOTABLE RULINGS.

Two recent decisions of the courts in price maintenance cases are of decided interest to druggists and manufacturers for the trade, in that both the rulings maintain the position of the Supreme Court of the United States in the famous Sana-togen decision. The cases at issue were those of the Waltham Watch Co. against Chas. A. Keene, a Broadway jeweller, and the "Maey" case (Strauss vs. the American Publishers' Association). The

Waltham company sought to prevent Keene from selling watch movements at less than the price fixed by the manufacturers, and the U.S. Circuit Court of Appeals affirmed the decree of Judge Ray of the Federal district court, who dismissed the case last February with the following comment:

"On the subject of fixing prices for resales by dealers to consumers the Supreme Court of the United States has declared that such limitations are opposed to sound public policy, and, therefore, void. A combination having that for its object is illegal."

The "Macy" case, which had for its object perfecting the right of the retailer to vend books at the price most satisfactory to himself, rather than at the price stipulated by the publishers, was still another action to establish the status of price protection under the copyright law. The gist of the unanimous decision of the United States Supreme Court is that copyright as well as patent property is not exempt from the provisions of the Sherman anti-trust law. It had been supposed, previous to this decision by the highest court, that the inclusion in the copyright statutes of the right to "vend" protected copyright property to the extent of allowing the maintenance of prices and the prevention of under-selling, but the Supreme Court decision negatives any such differentiation.

As there had been something more than a lingering hope in the minds of manufacturers of price-protected goods that the patent laws and copyright laws contained a certain barrier against price-severe blow to advocates of the fixed price policy, cutting the two decisions cited have come as a with the result that the movement to so change existing laws that price protection shall be legalized as a commercial policy has been given a decided impetus.

#### ANTIDOTES ON POISON LABELS.

THE action of the Kentucky Board of Pharmacy in recommending that all poison labels should carry a definite statement as to the antidotes generally recognized as efficient for each particular poison, is a step in the right direction. It has been frequently called to attention that many of the labels used by druggists on poisons name antidotal measures that are entirely inadequate and inefficient for the purpose desired, while some labels call for remedial measures or the use of means that are absolutely inaccessible to the average person. Some of the labels criticised make no reference to use of emetics in the treatment of cases where these remedies would likely prove most serviceable, and generally the most easily obtainable and understood, while others repeat such glaring inconsistencies as recommending the use of lime and oil as an antidote for arsenical poisoning! In many cases label printing houses are to blame for repeating many obsolete and inadequate antidotal measures, but in any litigation that might follow in the courts on the pretext that a label failed to give approved information, the responsibility would invariably be placed on the pharmacist.

When a person has swallowed a dose of poison it is of utmost importance to know just what to do at the time, for life in such cases often depends

on doing the right thing and doing it quickly. To mislead by information that should be trustworthy is criminal neglect, and it should be required of boards of pharmacy to provide standard labels to be used on all poisons sold within their respective jurisdictions, including a definite statement of the particular antidote or other remedial measure to be recommended. In some of the States, particularly California, the law requires that the board of pharmacy shall adopt a schedule of what in its judgment are the most suitable common antidotes for the various poisons usually sold, and when any poison is sold it must bear the official label on which appears the name of the particular antidote adopted and *no other*. Theoretically, the enforcement of such a measure affords protection to the druggist, and it contributes not a little to conserving the public health. The responsibility of determining what constitutes an adequate antidote for any particular poison is, by such a law, also shifted from the pharmacist's shoulders.

#### LIFE REGISTRATION FOR PHARMACISTS.

THE announcement that the Ohio Pharmaceutical Association has begun a State-wide campaign for a law providing that pharmacists shall be registered for life, instead of for three years, as at present, again brings to the front the debatable question of the necessity for re-registration. Lawyers and doctors, having once qualified to practice their chosen callings, are not thereafter compelled to do anything to protect their prerogative except to be honest and straightforward in the practice of their professions. Pharmacists, on the other hand, not only must re-register, but they must pay fees, at least in some of the States (in Ohio \$2) for the privilege.

There are arguments in favor of re-registration of pharmacists that do not apply to the majority and which are well known. The same arguments would apply in even greater degree to lawyers and physicians. Without at this time passing upon the main question as to whether all three professions ought or ought not to re-register at stated intervals, it seems, nevertheless, to be adding insult to injury, that pharmacists in addition to being forced to re-register, should have to pay for so doing.

Many board officials have claimed with considerable degree of reason that re-registration made it easier to keep track of pharmacists, and for board members to detect the fraudulent use of certificates of registration. To this extent, perhaps, re-registration has something to commend it, but why should pharmacists be taxed to support boards of pharmacy? Lawyers are not compelled to pay fees to support the courts, doctors are not required to pay the cost of boards of health or examining boards, and this discrimination against pharmacists is plainly on a level with class legislation. The license fees of one kind or another the pharmacist is compelled to meet constitute an onerous burden, and that one exacted from him for re-registration is practically the penalty he pays for being allowed to practice an honorable profession. In Ohio, as in other States, there seems to be need of a read-

justment of the relation of pharmacists to the Government.

#### ENZYMES IN OUR SERVICE.

A ROMANCER of a dozen years ago brought the inhabitants of Mars to Earth, and then allowed them to perish by a form of death utterly undreamed of by the Martians—the effects of germs. Somewhat similar to the feelings of the bacteria-stricken Martians must be the astonishment of those who are not quite abreast of the modern developments of pharmacy, on reading Professor Tschirch's address on "Enzymes," appearing in the last issue of the ERA, and in this number. The magnitude of the work silently carried on by these remarkable substances is scarcely to be realized, until the subject is presented to us by such a master as the Bern professor. Although at present the circle of our knowledge is just large enough to allow us to peer comfortably into the greater circles of black ignorance beyond, yet already we can see in what ways the scientific control of these bodies will be useful to us. Fortunately, as with micro-organisms, there are benign and malignant enzymes, so to speak. Some work disastrous results in drugs, while without the aid of others the medicinal plants would be worthless. Our task shall now be to distinguish the good from the bad, and determine the conditions under which the former can act for the greatest benefit of mankind.

#### THE NEW ERA FORMULARY.

A most valuable aid to the druggist and manufacturer is a good formula book, and too often it is just the aid he lacks. In some special lines or upon some subjects there are plenty of such works, but when it comes to one which shall embrace the general branches of information with which the druggist must be conversant, then those which he may procure are found to be unsatisfactory, and generally lacking just the one formula or class of formulas which he most desires.

The new ERA *Formulary*, now in the printer's hands, is designed to furnish a collection of formulas which in scope and trustworthiness possess a value far beyond that the druggist can derive from a whole library of ordinary receipt books. The new formulas cover all of the branches of manufacturing that pertain to the professional and mercantile calling of pharmacy, and many special fields in which manufacturers of technical products are interested. The whole range of technical literature has been scanned to get the best and most recent information for this work, and the nearly 8000 formulas represent several years of compilation. Many of these formulas are original contributions to THE PHARMACEUTICAL ERA, others have never before been published, but all have been selected with the distinct purpose of making available information not usually easily obtainable, and thus giving the user of the book a means of increasing his manufacturing operations and also his source of income. The instructions given with each formula or process are sufficiently complete

to answer all questions as to the method of manufacture, information that is usually very abbreviated or entirely omitted from many works of this character. We can, with confidence, recommend this book to all retail druggists, pharmacists and manufacturers who want a thoroughly reliable and up-to-date formulary.

#### THE DISCOVERY OF QUININE.

WHEN the two French savants, Pelletier and Caventou, isolated the alkaloids cinchonine and quinine from cinchona bark, they placed the crown on a long series of investigations, during which several workers actually had the sought-for substances in their hands, but remained in ignorance of their good fortune. Not until Sertuerner's discovery of morphine did the chemical world realize that plants contained a new class of bodies, the so-called plant alkalies, at least one of which, morphine, was endowed with enormous activity. Guided by the new idea, discoveries followed apace. Instead of seeking for resins, acids, oils, or gums, the investigators aimed at finding new plant bases, with the result that in less than three years five alkaloids had been obtained. The significance of Sertuerner's work lies in the fact that he had the insight to realize the analogy between the organic base morphiium and the common alkalies, soda, potassa and ammonia. The service of the discoverers of quinine, while not so great in its theoretical bearings, is perhaps just as important from the standpoint of medicine.

## CORRESPONDENCE

### Urges Sunday Closing of Drug Stores.

To the Editor of the ERA:

I suppose it will bring happiness to the hearts of the pharmacists to know that the up-State pharmacists are favoring a bill which will close the drug shops on the Sabbath, and give the pharmacist an opportunity to spend at least one day a week with his family and friends—at least one day where, if he cares, he can attend a lecture or an educational meeting where-by his knowledge may be broadened. The pharmacist in the last decade has suffered from want of matters of interest, from narrow-mindedness due solely to his solitary confinement. It is high time that he awakened and put himself on a parity with other professions.

Foreign countries are far more advanced than we in that respect. Are we not flesh and bones like our brother pharmacists on the other side? Does not our skin bleed when pricked with a pin or a needle? Does not red blood run through our veins? Then, why should we be made to suffer more than others? Why should we be permitted to weaken our minds for a few paltry dollars? The pharmaceutical journals all over the country have been preaching this Sunday-closing sermon for a long time. Let such journals come to the fore now, when their help is most needed. Let them fight, and fight hard, for the betterment of the profession and for the good of the cause. Surely, it would be a godsend.

Imagine a pharmacist, who cannot afford a clerk, working from morn till night, year in and year out! Of course, there are a few miserable characters in this profession who object to Sunday closing solely for the sake of a few paltry dollars, but whose excuse may be explained otherwise. Let their faces be wreathed in shame. They should never have been permitted to enter into this profession. Let the cries of these few be drowned in the cheers of the multitude who favor Sunday closing.

J.B.W.



## II. Prof. Alex. Tschirch on: "Enzymes in Their Significance for Pharmacognosy."

(Concluded from December Issue.)

### FRESH PLANT VS. DRUG.

THE changes considered heretofore, which medicinal plants undergo during drying, are outwardly perceptible to the eye or nose, but we know that they also suffer deep-seated inner modifications, not directly to be apprehended—so that we can say that the drug is in no wise identical with the fresh plant. But by this we do not mean to say that the examples of *Cochlearia*, which loses almost all of its activity on drying, or that of *Aegle Marmelos*, the fresh fruit of which saved my life in India, but which is worthless when dry, are repeated with all other plants, or even with the majority of drugs—not at all! It is totally erroneous to assume that the fresh plants are under all circumstances more active than the drugs. At times this may be true, but often it is not the case. The question must be tested in each instance. It is only certain that the dried drug is a different pharmacological individual from the living plant; but different does not always mean better. If I wish to brew some gentian brandy, I must allow the fresh gentian root to ferment, since in the dried drug the fermentable saccharide has been transformed, and it is of no value for the preparation of an alcoholic drink, although as a drug it is better than the fresh root. Much depends, therefore, on the use to be made of the material.

The above-mentioned process—the splitting up of a glucoside and oxidation of an aglucon, is apparently a frequent one in the drying of drugs, and is not confined to the glucotannids. The combined action of the hydrolyzing and oxidizing ferments may be observed, as Bourquelot showed, in a really classical example, that of salicin, which is first broken up by emulsin into a glucon and salicylic alcohol, the latter then being oxidized by an oxydase to salicylic aldehyde.

Hence it may be regarded as proved that during the drying of drugs, glucosides undergo changes under the influence of enzymes, and not only a mere splitting up, but a direct decomposition.

The modifications suffered by alkaloids during the drying of drugs have not yet been accurately investigated. According to the work of Lesueur, it appears that these changes are not considerable. An interesting observation is that of Schoonbroodt, that pure alkaloids can be obtained in a crystallized form much more easily from fresh plants, while the same methods applied to dried plants usually give amorphous products.

We are therefore certain that the changes which medicinal plants undergo during the drying process, and which may continue subsequently to the extraction of the dried drug, are for the most part due to enzyme action. And to enzyme effects we must ascribe the later alterations in many plant extracts, such as the aging of tinctures and of wine. For the statement that enzymes are insoluble in alcohol is known to be incorrect. There are many which are especially soluble in dilute alcohol.

#### Stability of Enzymes.

What, now, is the behavior of the enzymes themselves, while a plant is being dried? Bourquelot showed that many plants contain enzymes only in the green state, but lose them on drying, or after long keeping. Some drugs, like *Cichorium*, *Taraxacum*, and *Althaea*, still contain many enzymes in the dried state, and especially the enzymes of the gums and gum resins, which always contain oxydases, are of the most resistant kinds. In the dried state gum arabic will keep its enzymes unchanged for dozens of years, and the same thing has been observed by us in the laccase of Japan lac, which plays an important part in the transformation of the primary resinous material into the completely insoluble, very resistant oxidation product, which gives the lacquers of Japanese wares their character. The enzymes accompanying the gummy portions of gum resins, and apparently having an important role in the chemical work of the colloidal membranous layer, which I have called the resinogen layer, and which, as is known, forms the gummy parts of the gum resins, are also very stable.

But when speaking of resistance and non-resistance, we must not infer that all members of the enzyme mixture show the same properties. We find both sensitive and resistant en-

zymes. And a more careful study of these bodies will doubtless extend the scale of sensitivity in a large degree. Thus, in the case of drugs which give evidence of enzyme activity in the dry condition, the more sensitive part of the enzymes may have perished, while the more resistant ones, to which the oxydases belong, have survived.

#### Should All Drugs Be Sterilized?

A question of great import to us is: "Shall we kill the enzymes in the fresh plant by sterilization"—which must be sharply distinguished from the question, "Shall we prepare our remedies from fresh medicinal plants?" Shall we preserve the enzymes, or shall we by some means render them inactive? This query demands first of all the answer to another, which is still unanswered: "Do all enzymes have a medicinal action?" On this point we know very little. Pepsin and papayotin are, of course, employed in medicine, and in many other preparations enzymatic forces may be at work in a limited measure, but nevertheless it appears that the human organism, in general, cannot utilize many of the enzymes introduced from without. It produces so many itself, that there is a great probability that the healthy organism quickly destroys enzymes brought in from without, and assimilates them, and that only in pathological conditions can they occasionally be of use. Those enzymes which are unstable toward acids are destroyed in the stomach, while those which are unstable toward alkalis perish in the intestines. For instance, it is known that zymase is destroyed by trypsin, the proteolytic ferment of the gastric juice. Only in the case of the herbivorous animals do we know that they require the enzymes present in their food, for the complete assimilation of the latter, especially of cellulose. Whether in the pharmacological use of drugs the enzymes are effective in the alimentary canal, we do not know.

Of importance, but not to be considered here, is the behavior of the enzymes formed by the animal body within the organism itself, and *in vitro*, toward the several groups of substances found in drugs, the glucosides, alkaloids, esters, and ethers, which behavior is of importance for the pharmacological action of the latter.

We can accordingly limit the preceding question thus: "Are the changes which enzymes produce during the drying of plants, so considerable and so harmful, that it is advisable to kill the enzymes before drying?" To reply to this question, we must again glance at the enzymes which occur in plants. The chief members are the hydrolases and oxydases, and among the first especially the glucosidases and esterases, which bring about both internal and externally perceivable modifications.

#### Appearance of Drugs Important.

The modifications discernable outwardly, those of color and odor, are of unequal importance. Odor is usually improved, as has been stated, provided the temperature is not too high, and an evaporation of the odorous principles to any great extent is avoided. In exceptional cases distillers use fresh plants for the distillation of oils. Only the sensitive perfumes of the violet, tuberose, orange flowers and roses are extracted or distilled from the fresh blossoms. The case is different with the color. In no case is there any improvement in color; discoloration is the rule. However, since coloring matters do not, as a usual thing, belong to the active constituents, it may be regarded as immaterial, from the pharmacological standpoint, whether color changes take place or not. But with drugs, as with foods, it is true that psychic influences cannot be entirely left out of account. Well prepared dishes, having an attractive appearance, are more enjoyed and are better assimilated than those which are uncleanly and inelegant. In the same way, the external appearance of drugs is not entirely a matter of indifference. Other things being equal, we will prefer slightly drugs to discolored ones.

Internal changes can be ascertained and characterized only through pharmacological experiment and chemical investigation. Experience has shown that, as a rule, either the hydrolases and the oxydases, or one of the two groups, brings about these changes, breaking up glucosides and oxidizing susceptible substances, thus altering the drug in a manner which might better be avoided; although the statement cannot be made without reservation that a glucoside is always more active than its constituents. At any rate, the experiment would be interesting and valuable, to compare "sterilized" and "unsterilized" plants

\*Translated for THE PHARMACEUTICAL ERA from the "Apotheker Zeitung, 1913, p. 881.

in the fermentations with each other. But the investigator must be careful regarding the sterilized drugs as *a priori* more serviceable and must continually bear in mind that both varieties of different pharmacological individuals, and hence that the sterilized drugs must be tested chemically, pharmacologically and clinically, since our experience heretofore has been limited almost exclusively to unsterilized drugs.

#### Modern Galenicals from Sterilized Drugs.

New pharmacological practice is in a position to fulfill these demands. Since Bourquelot published his basic article on "Éléments solubles oxydants et médicaments" in 1896, both French workers, especially Bourquelot himself, and Perrot and Goris, as well as German investigators, such as Winckel and Bernegau, have been busy with the problem. Sterilized drugs and their preparations, even those intended for subcutaneous and intravenous injection, are to be had on the market. The Laboratoire Pharmaceutique de Dausse, which proceeds according to the methods of Perrot and Goris, has given the not wholly fortunate name of "intraits" (intraacts) to extracts of sterilized drugs, prepared by special methods, and in addition to intrait of digitalis, of valerian, of horse-chestnut, of mallow, and of convallaria, has also put out a fresh stabilized digitalis powder, with a physiological assay according to Focke-Joanin. This house has set out on the right path, as it subjects all its preparations to exact physiological and pharmacological tests. The fact appears in this connection that quite different, and in part much more active preparations are produced, which is, however, not to be attributed to the sterilization alone, but to the elimination of many ballast substances by special processes.

One thing is certainly achieved by sterilization: Any further action of enzymes, which might alter the composition of the drug, is excluded; stabilization is actually brought about. And herein lies the chief advantage of the new method.

In Germany Bernegau has prepared and introduced extracts made from fresh sterilized kola, and Winckel has produced sterilized digitalis leaves and ergot, as well as sterilized fresh fruit (Robst). In addition, the "Dialysés" and "Energétènes," known for a long time, start with the fresh plants, which are "exolyzed" by a suitable solvent. In the first "Dialysata Golaz," which appeared in 1895, sterilization was not used, the enzymes, which Golaz called "the soul of the plant," being purposely preserved. The alcoholatures prepared with boiling alcohol from fresh plants, which Lesueur recommends for certain cases, do not seem to have won their way into use.

In any case, the manifold and often secret sterilization methods—Perrot and Goris, for instance, use alcohol vapor—provided only that the sterilizing agent works promptly and energetically, bring about an unequivocal killing of the enzymes, which can never be achieved by simple rapid drying with strong ventilation, that is, pumping off the water vapor, the most complete method of drying. If the material is not absolutely dry, modifications will still go on in the drugs through the agency of the enzymes; drying alone does not stabilize a drug. Indeed, the action of the enzymes may even continue after the drug has been worked up into an extract. Rosenthaler and Meyer have recently showed that this is the fact with gentian, cascara sagrada and rhubarb.

Not only do the enzymes work changes in the drugs themselves, but enzyme-bearing substances may also, on being mixed with other materials or mixtures of materials, affect these latter. This applies to the very drug whose enzyme reactions were known first of all—gum arabic. I have already mentioned that the enzyme-complex of this gum is very stable; it is also very active, and the number of observations is large which prove how great the changes can be, if we mix gum arabic mucilage with other substances, especially with those easily oxidizable. In order to avoid these subsequent changes, the new Swiss Pharmacopoeia has prescribed that mucilage of gum arabic shall be heated, so that the enzymes may be killed.

#### Useful Effects of Enzymes.

Up to this time we have been discussing only the harmful effects of enzymes, but we also know of useful effects. The process of fermentation practiced on so many drugs, in particular those of the purine group—tea, coffee and cocoa—and also on tobacco, vanilla and tamarinds, is, at least, according to the general assumption, a process of improvement and bettering the appearance, which, to be sure, is of very different significance. If we examine carefully the processes going on, it appears, as I showed in my "Textbook of Pharmacognosy" in 1909, that we cannot fit all of them over the same last, and that, for instance, the fermentation of coffee must not be aligned with that of other drugs. In this case we are dealing only

with the removal of the fragments of the pericarp by rotting. Fermented coffee and that prepared by the dry process have the same properties. Fermentation in coffee does not lead to internal changes in the cells, and we must accordingly roast it in addition, to bring about this end. But the case is entirely different with tea and cocoa, the collection of which I had opportunity to study in India in 1888. Apparently, we are here confronted with endocellular processes, which go on under the influence of the enzymes present in the cells. And the same thing may hold true of the curing of tobacco and vanilla. To be sure, micro-organisms have been sought for here, and yeasts have been held responsible for the fermentation processes in tea and cocoa (in cocoa *saccharomyces* cells are found in large numbers in the adhering flesh of the fruit), and bacteria have been suspected of being implicated in tobacco; but to me it is very doubtful if these are concerned in the actual fermentation, and are not rather a secondary phenomenon. In my book I have made these remarks about cocoa in particular: "In the course of cocoa fermentation two processes go on, a vinous and acetous fermentation in the masses of fruit which are adhering to the seeds, produced by *Saccharomyces*, and a fermentation taking place in the interior of the cells forming the cotyledons of the enclosed seeds, in which enzymes (hydrolytic and oxydases) are active. Whether this latter true fermentation is dependent upon or influenced by the former, cannot be stated."

It is still to be proved, whether the micro-organisms, which are undoubtedly present, and their metabolism products, which are also enzymes in part, as well as the substances formed in exogenous fermentation processes, as acetic acid, influence or modify the principal fermentation. There are some indications that certain enzymes are more energetic in acid solution. But may not the method occasionally employed with vanilla, of dipping the fruits before curing into hot water, have as its very purpose the destruction of the micro-organisms adhering externally, which cause a false fermentation? At any rate, the endogenous endocellular fermentation is the principal question, and there is no doubt that the high temperature always observed during the fermentation of drugs lying in heaps enhances the effect of the enzymes, for it is one of the characteristics of these substances, that they are most energetic at about blood heat, that is, between 30 and 40 degrees.

#### Role of Enzymes in Tea, Cocoa, Indigo.

But we also find the process of stabilizing, by killing at least the more sensitive enzymes by gentle heat, in the case of the purine drugs. The heating of tea leaves before rolling in the manufacture of green tea, and the procedure of drawing the maté branches through a flame before warming on the "giraó," have this end in view. The green color of the finished green tea and of maté shows that the processes have not gone on, which lead to the formation of the red-brown decomposition products. Dried coca leaves can be distinguished even by color from the "coca pisada," which has been trodden by the feet after sprinkling the wilted leaves: "coca pisada" is dark in color. In earlier days the formation of color in the fermentation processes of indigo extracts and litmus lichens was ascribed to enzymes produced by micro-organisms. But recently investigators, such as Molisch and van Lookeren, incline to the view that in the indigo process micro-organisms play no important part, although certain bacteria are able to build up indigo from indican. Rawson pictures the process as a purely diastatic one, going on of itself under the influence of endocellular enzymes set free in the plants.

Fermentation processes caused by the endocellular enzymes are also responsible for the increased development of odorous substances in the semi-moist bales of patchouli leaves during the sea voyage, and the formation of the dark, almost black color of the originally reddish-brown tamarinds, when the latter, as happens in India, are subjected to fermentation.

#### Highest Aim to Utilize Enzymes.

But all of these very important and interesting processes have been little examined in detail. When we have learned their cause, conditions and *modus operandi*, we shall be able to regulate them and improve them. Here is opening up a wide field for pharmacognosy, the compass and problems of which grow from day to day. Our highest goal is not to eliminate the harmful effects of enzymes, but to use the enzymes in the service of mankind, to make them available for drugs, just as we have so long used them in the preparation of foods, in brewing, in wine manufacture, in cheese and dairy practice, and in baking, in all places where enzymes produced by micro-organisms exist, which cause the process of "fermentation."

When we shall have also learned to utilize the enzymes of the higher plants—as is already done in the case of lipase, in splitting up fats, with myrosin in preparing mustard oil, and emulsin in breaking up almond amygdalin—the circle of useful enzymatic effects will still be capable of great expansion, and, in the words of Goethe, we shall proceed from amazement to contemplation and from contemplation to investigation.

That is one of the thoughts to which we are brought by a consideration of the enzyme question. To such thoughts are we led by the philosophy of pharmacognosy and the rationally conducted experiment. And Houston Stewart Chamberlain has said: "Science without philosophy is a mere bureau of registration."

## Classical Discoveries in Pharmacy.—II.

### THE DISCOVERY OF QUININE.

IT was once remarked, at a gathering of chemists who were reviewing the life-work of a fellow member, that although he had enriched chemical science by the discovery of many important facts, it was regrettable that he did not leave behind him any new *method* of investigation. The inference was that the origination of new methods is of greater benefit to science than the accumulation of facts and the discovery of new compounds. This is well illustrated in the years following Serturmer's discovery of morphine, as related in the December issue of the ERA. Not only did this pharmacist bring to light the first member of a new class of vegetable alkalies, but he gave to the world a new weapon of research. The troublous times after the French Revolution having passed, communication among the nations of Eastern Europe again became reliable and universal, with the result that chemists of other countries outside of Germany began to avail themselves of Serturmer's methods of isolating the active principles of certain plants, and new discoveries followed rapidly.

#### New Alkaloids Appear.

Prominent among the French chemists of the time were Pelletier and Caventou. Immediately after the finding of morphine in opium became known, these two men began a series of investigations into the principles of medicinal plants. In 1818 they obtained a new alkaline base from *nux vomica*, and named it strychnine. The same base was later found by them in *Ignatia* bean. In the same year they isolated brucine from "false *Angostura* bark," which was then supposed to be derived from *Brucea ferruginea*, but is now known to be simply the bark of *Strychnos Nux Vomica*. Brucine was later found in *nux vomica* and *Ignatia* bean. In 1820 the same workers obtained a new base from *cevadilla*. According to the classification of the day, this drug was derived from *Veratrum Sabadilla*, and the new vegetable alkali was therefore named veratrine. Pelletier and Caventou regarded this substance as identical with another, found in *Veratrum album*, and also identified it with the alkali from *Colchicum autumnale*, in which supposition they erred.

Other active principles discovered about this time were delphinine, from *Delphinium staphisagria*, obtained by Lassaigne and Feneulle in 1819; picrotoxin, from *Cocculus Indicus*; and daphnin, found by Vauquelin in *Daphne alpina*. The two latter substances are not alkaloids.

#### Thought to Contain No Nitrogen.

Thus the new group of vegetable alkalies, instituted by Serturmer, contained at least five members when Pelletier and Caventou turned their attention to cinchona bark. It is remarkable that none of the investigators had thus far noticed the constant presence of the element nitrogen in these vegetable bases. In most cases the reports expressly state that nitrogen is not present. The method used in testing for nitrogen, or azote, was to heat the substance with copper oxide, and collect the gases formed in alkaline solutions. It was thought that if any nitrogen was present, it would pass over in gaseous form, and could be collected as such. But apparently, all the nitrogen, in every instance, must have been transformed into oxides, which were absorbed by the alkalies, and thus lost sight of in the subsequent examinations. This is the only explanation we can offer to account for the failure of every worker in plant chemistry to detect nitrogen in the alkaloids.

Cinchona bark had been in use in Europe for 150 years before a systematic analysis was made. In 1791 Fourcroy pub-

lished the results of an elaborate study of various cinchonas. He isolated a large number of mixed substances, but as his methods were chiefly of a physical nature, he did not succeed in obtaining any materials which threw much light on the chemical nature of the principles present in the bark. Gum, resin, tannin, coloring matter, etc., were found, but no definite chemical individuals were isolated. Fourcroy's methods were used by later chemists, with equally unprofitable results. In a letter to the editors of the *Annales de Chimie*, Vol. XVI, p. 108, 17-8, G. C. Berthollet relates that on treating a decoction of cinchona with lime water, he obtained a dark red precipitate which, when dry, "was as hard as hardened clay." This precipitate must have contained some of the alkaloids of cinchona, probably mixed with quinate of calcium, resins, gums, and colored with cinchona red.

A few years later, in 1799, Westring, a Swedish pharmacist, was engaged in the analysis of cinchona, especially of the Royal, or Brazil variety (*C. flava*). He concluded that the virtue of the bark in quartan fevers was due principally to its "tanning" property (*vis coriaria*). This hypothesis was supported to some extent by the fact that a number of drugs which were thought to be efficacious in similar affections were known to contain much tannin or gallic acid.

#### Duncan Isolates "Cinchonin."

The studies of Duncan led that worker to believe that the active principle of cinchona resided in a precipitate obtained by treating an infusion of the bark with an infusion of galls. To this substance the name *cinchonin* was given. The Portuguese physician Gomez followed up the work of Duncan, and secured a white crystalline material, which he considered to be the pure substance sought by Duncan. He retained the name cinchonin. His new substance was obtained by the action of caustic alkalies on the water-soluble part of the alcoholic extract of the bark, and there is little reason to doubt that it was actually what is now known as *cinchonine*. Gomez, however, stated that it was neither acid nor basic in its nature.

About this time Deschamps isolated the "essential salt" of cinchona. But as it was almost tasteless, easily soluble in water, insoluble in alcohol, and contained lime, there is every reason to believe that his essential salt was calcium quinate. This is confirmed by the fact that Vauquelin later, in 1806, obtained quinic or kinic acid from this substance, by merely treating it with oxalic acid. It is also probable that Vauquelin extracted the alkaloids of cinchona in crude form, as he treated infusions with potassium hydroxide, and got a number of precipitates of various colors. The researches of Seguin, published in 1814, revealed nothing of great importance, although they were quite extended, and included the study of the effects of many reagents on cinchona extracts. Among his statements is one to the effect that a bitter taste is not an essential characteristic of the febrifuge principle of cinchona. Other workers who deserve mention are Reuss, of Moscow, who first isolated cinchona red, and Laubert, who obtained practically the same substance as the cinchonin of Gomez, and considered it to be a resin.

#### Discovery of Cinchonine.

The account of the labors of Pelletier and Caventou appears in a paper read before the French Academy on September 11, 1820, and published in *Annales de Chimie et de Physique*, Vol. 15, pp. 289 and 337, 1820. These two chemists called in question Gomez's statement about the neutral character of the substance cinchonin. They pointed out that a keen young student, Houton-Labillardiere, had already called the attention to the fact that the very method of preparation used by Gomez indicates that cinchonin is a vegetable alkali. Experiments soon confirmed this supposition, and the name was changed to *cinchonine*. Of this base, Pelletier and Caventou prepared the sulphate, hydrochloride, nitrate, acetate, phosphate, oxalate, tartrate, and gallate. They also confirmed the presence of Vauquelin's quinic acid. The bark used in this work was the gray cinchona, or *C. Condaminica*.

The same methods were then applied to yellow cinchona, obtained according to the authors, from *C. cordifolia*. Entirely unexpected results were found, which are best described in the investigators' own words:

"We prepared some tinctures of yellow cinchona, to extract the resinoid substances: the latter, treated with potassa, left behind a yellowish substance which dissolved, in large proportion, in hydrochloric acid diluted with water, leaving behind a fatty material which differed from that of gray cinchona only by its yellow color. The acid liquor was colored yellow;

It is very strongly bitter, and resembles so much a hydrochloric acid solution of cinchonine. In this condition we added magnesia in amounts more than sufficient to combine with the hydrochloric acid. The liquid was in great part decolorized. The magnesia precipitate was washed, dried on the water bath, and treated with alcohol.

#### New Substance Not Crystalline.

The above-mentioned liquids were distilled at first, then abandoned to a slow evaporation; we then expected to have a fine crystallization of cinchonine, what was our surprise on obtaining only a yellowish, transparent substance, in no wise crystalline!

"According to our reasoning, the substance should have been cinchonine, mingled with some foreign material peculiar to yellow cinchona, but all our efforts did not enable us to separate from the supposed cinchonine the foreign matter which we thought was united with it; solution in new quantities of acid offered us nothing special, we separated only a little fatty matter.

A little coloring material was removed by lead subacetate, but still the supposed cinchonine would not crystallize. Dissolving in ether and evaporating gave no better results. "Finally, having dissolved our material in water and acetic acid, we added ammonium oxalate; immediately there was formed a precipitate of a dazzling white, that one would have taken for oxalate of lime, if it had not been soluble in alcohol. This precipitate, treated with magnesia, and then with alcohol, again furnished us an uncrystallized substance. At last—a remarkable thing!—this material, thus treated, dissolved in all acids (some must be in excess) and formed very white salts, which seemed to be more easily crystallized than the salts of cinchonine, from which they differ in form and aspect.

"It is thus, by force of circumstances, we have been led to consider the bitter material of yellow cinchona as a special salifiable base, and different from cinchonine. We declare at the same time that it is only after mature reflections, in consequence of a number of trials, and after having made a great number of salts, that we decided to distinguish the alkali of yellow cinchona from that of gray cinchona; but what especially determined us to make this distinction is the simultaneous existence of these two substances in some species of cinchona, and the possibility of separating them from each other. In effect, if the bitter principle of yellow cinchona is only cinchonine united with another substance, how could one separate pure cinchona from impure cinchona, if they should be reunited? As well say that one could at the same time purify and not purify cinchonine from the matters with which it is sullied.

"If the examination which we shall make of the alkali of yellow cinchona proves to us that it differs essentially from cinchonine, the same examination will lead us to recognize in these two substances many analogous properties. Thus it is that, in the medicinal properties of yellow cinchona and gray cinchona, one finds a great analogy, but not a perfect identity; so that in certain diseases gray cinchona is employed with advantage, while in other cases yellow cinchona is justly praised. Since, in a work of some extent, we are obliged to designate the alkali of yellow cinchona without using any paraphrases: since, moreover, this substance, being well characterized, deserved a special name just as much as its congener in gray cinchona, we have thought it proper to name it quinine, to distinguish it from cinchonine, by a term equally indicating its origin.

#### Properties of Quinine.

"Quinine never crystallizes. Dried, and deprived of all humidity, it forms a porous mass of a dirty white color; it is very little soluble in water; boiling water dissolves only about 0.005; cold water dissolves even less; in spite of its slight solubility, this substance is very bitter; we cannot deny to it a certain affinity for water, for when one evaporates a solution of quinine in alcohol which is not absolute, it retains some water with force, from which results a sort of transparent hydrate, melting at 90 degrees; while, deprived of water by long-continued heat, quinine loses its solubility, and presents itself under the form of a porous mass, instead of offering the appearance of melted wax, or dried varnish.

"Alcohol dissolves quinine very easily. It is much more soluble than cinchonine in sulphuric ether; it dissolves also, but in smaller quantities, in fixed and volatile oils.

"Quinine, exposed to air, undergoes no alteration; it does not appear even to attract carbonic acid sensibly. It is decomposed by the action of fire, and like cinchonine, gives the

products of vegetable matters not containing nitrogen; it also behaves like cinchonine with copper deutoxide."

After giving reasons why quinine and cinchonine are to be considered as the active principles of cinchona bark, the authors conclude: "There are circumstances where one will be glad to administer it (the active principle) pure, in order to have it in all its energy. This is true in cases where the patient cannot take an ounce of powder or a glass of liquid; moreover, this knowledge of the active principles throws some light on the pharmaceutical preparation of medicaments, makes us acquainted with rational formulas, and distinguishes them from those which are empirical, absurd, and often dangerous. In addition, let us hope that some skillful practitioner, uniting prudence with sagacity, will make some therapeutic researches with the alkalies of cinchona and thus give our work utility in medicine."

## Sensitiveness of Alkaloidal Solutions to Sterilization\*

By DR. GUSTAV MOSSLER.

THE dispensing of solutions intended for hypodermic use in a sterile condition, which is demanded by the modern pharmacopoeias, makes it appear necessary to include directions for carrying out the sterilization in the various official books, which has already been done in the new Swiss Pharmacopoeia. But it would be more acceptable if, in addition to the general directions, methods adapted for the individual substances were also introduced; in connection with which it should be considered that, for practical reasons, the drug-store laboratory cannot make use of time-consuming processes. It would therefore have to be made permissible, with sensitive substances, to use an abridged process when preparing extempore solutions, in case the less delicate method did not cause decomposition or physiological deterioration beyond a certain degree. With regard to the suitability of the various methods of sterilization for different substances, opinions are divided, for which reason it seems desirable to investigate this field experimentally, in order to clear up the subject. There has been much inclination to conclude theoretically, from the constitution of a body, what its behavior on sterilizing will be. For example, it has been considered dangerous to heat codeine to 100°, while with other substances, as apomorphine, persons have dealt too roughly.

Experiments were carried out in quartz flasks, in order to eliminate the influence of glass, and parallel tests were made in ordinary pharmaceutical glass. Heating was conducted at 70°C. (Tyndallizing for half an hour thrice repeated), at 101.5° in an ordinary steam sterilizer, and at 115° in an autoclave. At the higher temperatures, in the case of each substance which resisted decomposition during half an hour, the time was extended to two hours. Chemical-physical methods were principally used to investigate decomposition in the solutions, while in special instances tests were made for particular decomposition products. From the specific gravity and refractive index of the solutions no conclusions could be drawn, but rather these constants could be used to determine whether the original concentration had been restored after heating. The optical activity, again, furnished data for certain conclusions only in a few cases, but on the other hand, much aid was afforded by the measurement of the electrical conductivity, and the determination of the reaction of the solutions before and after heating, by ascertaining the hydrogen exponent according to Sørensen. The conductivity measurements permitted an estimation of the degree of decomposition, by comparing them with figures obtained from empirical solutions containing known amounts of decomposition products. With a number of alkaloidal salts in aqueous solution, the cause of decomposition could be recognized as a more or less complete dissociation into free base and acid, wherein the amino group set free by the detachment of the acid acted on one of the sensitive groups of the same molecule. Thus with morphine and apomorphine the discoloration is proportional to the temperature and duration of heating, and can be inhibited by adding an acid, in which case a definite concentration of

\*Read before the 85th meeting of German Naturalists and Physicians, in Vienna, September, 1913. Translated for THE PHARMACEUTICAL ERA from the "Chemiker Zeitung," 1913, page 1201.

acid is protective only up to a certain temperature. The yellow coloration of morphine solutions, which takes place even in quartz vessels, is due not to alkalinity alone, and also not to the formation of oxymorphine nor the action of atmospheric oxygen, but to "inner alkalinity," the free amino group affecting the phenolic hydroxyl.

In all 17 alkaloids were investigated. The morphine derivatives, in which the phenolic hydroxyl is esterified, as codeine and dionine, can be safely sterilized at 115°C., while heroin hydrochloride, the diacetate of morphine, suffers decomposition in 2 per cent. solution to the extent of about 5 per cent., acetic acid being split off. At the same time, it is immaterial whether the longer Tyndall process, or the shorter heating to 100° or 115° is employed, as apparently a state of equilibrium is established. Morphine hydrochloride always shows, even when alkalis are absolutely excluded, a yellow coloration, which is proportional to the temperature and duration of heating. Among the local anesthetics, tropacocaine, beta-eucaine, and novocaine proved to have perfect resistance; cocaine hydrochloride in 5 per cent. solution was decomposed at 100° to the extent of 1 per cent., and at 115°, 2.4 per cent. With these preparations, the Tyndall process is, in spite of the lower temperature, unfavorable by reason of the long time of exposure, and 1.6 per cent. decomposition took place, against only 1.0 per cent. at 100° with half an hour's heating. This decomposition at 100° can practically be considered as negligible. In ordinary medical glass there was 2.3 per cent. decomposition at 100°. Stovaine hydrochloride undergoes Tyndallization without change; at 100° there is 0.75 per cent. decomposition, at 115° 1.0 per cent., which can be neglected. On the other hand, alypin salts cannot withstand heating at all. Five minutes boiling decomposed 7.8 per cent. of the nitrate, Tyndallizing changed 13.2 per cent., heating at 100° for 30 minutes destroyed 24 per cent., and 49.1 per cent. at 115°. Atropine sulphate suffers no change through the Tyndall process; circulating steam at 100° decomposes 0.6 per cent., and 1.2 per cent. is lost at 115°. For extempore preparations the temperature of 100° is permissible. Quinine bishydrochloride and cotarine hydrochloride withstand even 115°, with only a slight intensification of color. Pilocarpine solutions are very stable at 100°, while at higher temperatures there is a slight formation of isopilocarpine. For physostigmine salicylate the only method to be used is filtration through germ-proof filters, as even Tyndallization produces a red color.

## NEW REMEDIES

*Acetylin* is a protected name for tablets of acetyl-salicylic acid.

*Aguma* is a food prepared from soya beans, forming a palatable powder, easily soluble in water.

*Arausan* contains 20 per cent. of camphor, 10 per cent. of Peru balsam, and 20 per cent. of potassium soap. It is used by inunction.

*Arscical* pills contain 0.05 g. ovolecthin, 0.00025 g. arsenous acid, 0.1 g. haemoglobin, and Blaud's mass.

*Bilosin* pills contain sodium oleate, lithium salts, and extract of rhubarb.

*Cholosan* is made from black radishes, and is used in the treatment of gall-stones.

*Depurose* is a specially prepared, perfectly pure and palatable dried yeast.

*Digacoffein* ampules contain 1 cc. of digalen, and 0.07 g. of citrated caffeine.

*Diogenal* is a dibrom-propyl derivative of veronal (diethyl-barbituric acid), with the substitution in one of the imino groups. It is said to have a milder action than veronal. The bromine content is 41.6 per cent., and the average adult dose is 1 g.

*Enteroseptyl* is tri-naphthyl phosphate.

*Erysol* is a clear, oily liquid, containing camphor and phenol. It is not caustic, and the odor of the phenol is not apparent, the camphor predominating.

*Glycobrom* is the glyceride of brominated cinnamic acid, a white amorphous powder, melting at 66-68°. It is employed to bring about a slow change in the halogen content of the blood, or to gradually saturate the system with bromine.

*Gudona* is a mouth-wash containing witch hazel extract and potassium chlorate.

*Gyraldose* is a mixture of thymol, trioxymethylene, and aluminum phosphate, used in vaginal disinfection.

*Intesitermin* is a mixture of the pure cultures of glaucobacteria and yoghurt bacteria.

*Kustanol-Pine Needle* baths contain the active constituents of the horse-chestnut, pine-needle oil, and salts which liberate carbon dioxide.

*Lecithum-nervin* pastilles contain lecithin, and the three bromides.

*Lecivalin*, an ointment for rheumatism, consists of 10 parts camphor, 35 parts chloroform, 45 parts vasogen, 5 parts Peru balsam, and 5 parts lecithin.

*Lekosan* tablets contain kola, lecithin, casein and phosphates.

*Merlusan* is a mercury-albumen combination, which dissolves in alkaline intestinal liquids, and is used in gonorrhoea and syphilis.

*Modan* (Mondan?) pills contain 0.05 g. creosote carbonate, camphor salicylate, and ichthyol, with aromatics.

*Narcosia* is a local anesthetic, containing witch hazel, novocain, and epinephrine.

*Nasanal*, a nasal cream, consists of menthol and zinc vasogen, also, hydrogen peroxide, lanolin and vaselin.

*Nco-Hexal* is secondary sulphosalicylate of hexamethylenetetramine.

*Picrastol* is said to be dimethylol-formylmethenyl-tetramethylenepentamine, of the formula C<sub>10</sub>H<sub>17</sub>N<sub>5</sub>O<sub>4</sub>. It is a colorless or light yellow resin, soluble in water and alcohol, but not in ether or benzene, and difficultly soluble in chloroform and acetone. On heating with acids or alkalis it forms ammonia, formic acid and formaldehyde. When heated in a vacuum to 190°, picrastol breaks down into hexamethylenetetramine and trimethyl-trimethylenetriamine, also called *Ncoleptol*. The latter is insoluble in alcohol and ether, difficultly soluble in cold water, and soluble 1.5 : 100 in hot water. Both these preparations are used in the treatment of epilepsy, the former in doses of 5-50 drops of a 25 per cent. solution, and the latter in tablets containing 0.5 g.

*Picurin* tablets are to be used for arteriosclerosis, and are said to contain *Cereus grandiflorus* and ammonium vanadate.

*Rademante* is a charcoal powder activated by the absorption of radium emanation. It is used in sealed tubes of silver or magnalium, and loses half its activity in four days.

*Sexol* is a soap cream, containing mercurioxybenzoate of sodium.

*Sironel* contains 7 per cent. potassium guaiacolate, 10 per cent. crystallized extract of malt, 2 per cent. quinine, 3 per cent. sodium and calcium lactophosphates, dissolved in syrup of acacia.

*Sotopan* contains quinine, iron, bromine, lime and glycerophosphoric acid in small amounts. *Jodsotopan* contains iodine in addition.

*Süsin*, used for rheumatism, contains alcohol, camphor, Turkish, German and Japanese mint, citronella, cloves, Ceylon cinnamon, etc.

*Synthalin* is the methyl ester of piperonyl-atophan, used in rheumatism.

*Trivalin locale* contains the valerates of morphine, codeine and epinephrine. It is a local anesthetic.

*Veropyrin* contains veronal and aspirin, or kalmopyrin, with the addition of 0.01 g. of morphine in each dose.

*Vinol* (not the American product) is an anti-fat remedy, containing *Fucus vesiculosus*, cascara and rhubarb.

### General Flavoring Extract.

Oil of bitter almond .....	10 drops
Oil of lemon .....	12 drops
Oil of orange .....	8 drops
Oil of cinnamon .....	6 drops
Oil of nutmegs .....	3 drops
Essence of vanilla.....	1 dram
Deodorized alcohol, enough to make...	1 ounce
Use one-half teaspoonful for puddings.	

### Furniture Oil.

Linseed oil .....	4 pints
Tincture of benzoin.....	4 ounces
Copal .....	2 ounces
Vinegar .....	1 pint
Solution of antimony chloride.....	6 ounces
Alcohol .....	10 ounces

Dissolve the copal in the oil by heat; when cool, add the other ingredients, and stir well.



## SELECTED FORMULAS

**Compound Resorcin Ointment.**

Resorcin	140 grains
Bismuth subnitrate	140 grains
Zinc oxide	140 grains
Black tar oil	70 grains
Distilled water	140 minims
Lanolin	560 grains
White soft paraffin, enough to make	4 ounces

The resorcin is dissolved in the water before mixing with the bismuth subnitrate and zinc oxide.

**Dyspepsia Capsules.**

Calcined magnesia, heavy	1 grain
Pepsin	½ grain
Pancreatin	1 grain
Calcium lactophosphate	1 grain
Lactic acid	½ drop
Taka-diastase	½ grain
Bismuth subnitrate	4 grains

For one capsule.

**Eucalyptus Embrocation.**

Oil of eucalyptus	1½ ounces
Camphor	½ ounce
Oil of turpentine	12 ounces
Water	12 ounces
Acetic acid	12 ounces
Eggs	6

**Vanishing Cream.**

Stearic acid (white, triple pressed)	4 lbs. 12 ozs.
Glycerin	8 lbs. 8 ozs.
Distilled water	14 pints
Stronger ammonia water	4 ozs. 6 drs.
Cologne spirit	1 pint
Oil of hyacinth	6 drops
Oil of jasmine (artificial)	4 drams
Artificial musk (crystal)	20 grains
Terpineol	2 ounces

Melt the stearic acid on a waterbath at 75° to 80° C. Heat 2 pounds of glycerin with 12 pints of water to the same temperature; add the ammonia water, and pour slowly into the melted stearic acid, with constant stirring. Mix the rest of the glycerin and water, and heat to 80° C.; pour this into the first mixture, with constant stirring; maintain the temperature and continue the stirring for about 15 minutes. Remove from the heat and beat until cold. Mix the perfuming materials with the spirit and slowly add this, with constant beating to the cream.

**Non-Greasy Massage Cream.**

Tragacanth, whole pieces	4 drams
Boric acid	12 drams
Water	3 pints
Glycerin	8 fl. ounces
Alcohol	8 fl. ounces

Dissolve the boric acid in the water by the aid of heat; to the hot liquid add the tragacanth, stir occasionally until the gum is thoroughly softened. Then add the alcohol and glycerin, strain the mixture forcibly through a cheesecloth, and pass enough water through the cloth so that the liquid will measure 64 fl. ounces. If too thick, dilute with more water.

**Glycerin of Cucumber.**

Yolk of one egg	
Glycerin	1 ounce
Tincture of quillaja	120 minims
Oil of almonds	1 ounce
Essence of cucumber	1 ounce
Rose water, enough to make	8 ounces

Mix the glycerin and yolk of egg, add the tincture of quillaja, then gradually the essence of cucumber previously mixed with 2 ounces of rose water. Mix thoroughly, and make up to 8 ounces with rose water.

**After-Shave Lotion.**

Menthol, 5 grains; tannic acid, 20 grains; phenol, 10 grains; glycerin, 3 drams; bay rum, 1½ ounces; water, to make 6 ounces. Dissolve the menthol and tannic acid in the bay rum, and add the mixture to the phenol dissolved in the water.

**Cement for Non-Inflammable Cinematograph Films.**

Isinglass, 50; gum ammoniacum, 4; gum mastic, 2; alcohol (95%), 10; water, q.s. Soak the isinglass in cold water over night, or until thoroughly softened, then drain, and press gently between absorbent cloths. Place the softened material in a flask, and heat on a waterbath until it becomes fluid. Dissolve the gums in the alcohol, and add the solution to the isinglass liquid after removing it from the source of heat and cooling to about 160° F. Stir well or mix by agitation. Before applying the cement, which must be used warm, clean the surface of the films with chloroform or other fat solvent. If this does not succeed, a borax-shellac solution may be used. (Pharm. Journ.)

**Red Roach Paste.**

Red iodide of mercury	1 part
Wheat flour	3 parts
Corn meal	3 parts
Molasses	2 parts
Water	sufficient

Cook the corn meal and flour with the molasses and an equal quantity of water until a stiff paste is obtained; triturate the red iodide of mercury with a portion of this to a smooth paste, add to the remainder and mix thoroughly, then add an equal volume of cold water and heat the mixture, until it sets to a soft paste on cooling, stirring constantly and adding about half an ounce of oil of rhodium or anise seed to every 5 pounds of mixture after removing from the source of heat.

**Patent Leather Polish.**

Yellow wax or ceresine	3 ounces
Spermaceti	1 ounce
Oil of turpentine	11 ounces
Asphaltum varnish	1 ounce
Borax	80 grains
Frankfort black	1 ounce
Prussian blue	150 grains

Melt the wax, add the borax, and stir until an emulsion has been formed. In another pan melt the spermaceti; add the varnish, previously mixed with the turpentine; stir well and add the wax; lastly add the colors.

**Etching Steel.**

The steel is covered with a film of beeswax and the design etched through the wax by means of a fine-pointed instrument. The etching liquid is then poured on and allowed to act for an hour or so. This liquid may be nitric acid or—

Copper sulphate	½ ounce
Ammonium chloride	½ ounce
Powdered alum	¼ ounce
Vinegar	5 ounces

**Illuminated Ink for Show Cards.**

Honey	1 dram
Alcohol	1 dram
Mucilage	1 ounce
Water	8 ounces
Bronze	1 ounce

Rub the honey, alcohol and mucilage together in a mortar, then add the water. To be shaken before using.

**White Ink for Stamping Hosiery.**

Zinc white	2 drams
White precipitate	5 grains
Mucilage	1 dram
Water	6 drams

Triturate the zinc white with a small quantity of the water till quite smooth before adding the mucilage and the remainder of the water.

**Liquid Brass Polish.**

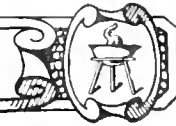
For cleaning brass work of motor cars, a writer in the *British Medical Journal* recommends the following:

Oxalic acid	4 ounces
Powdered rotten stone	6 ounces
Paraffin (liquid)	4 fl. ounces
Methylated spirit	6 fl. ounces

Dissolve the acid in a half pint of boiling water, then add the rotten stone; shake well, add the paraffin and spirit, and make up to half a gallon with boiling water.



## FOREIGN ABSTRACTS



### THE LATEST FROM EUROPEAN WORKERS.

#### New Syntheses by Bourquelot—Properties of Sulphur Ointments—Source of Siam Benzoin Settled—Other Items of Practical Interest.

**T**WO articles from Prof. Bourquelot's laboratory are reviewed this month, one dealing with the synthesis of a biose, a sugar consisting of two molecules of hexose, and the other relating his preliminary experiences in uniting glycerol with glucose. Bourquelot's work is always interesting, and the present series of researches will take rank as one of the classics of pharmaceutical chemistry. The theoretical considerations involved in the preparation and use of sulphur ointments are presented in another important article, the author apparently proving that the preparation of these ointments by fusion is greatly superior from the standpoint of efficacy in use. Holmes sums up some recent work to discover the true source of Siam benzoin, with results that leave no doubt that *Styrax benzoin* is not at present the parent tree. Laborde describes the properties of colloidal metals, and touches on their use in disease. Numerous new tests and quantitative processes are also outlined.

#### The Fluorescence Microscope—

Wasicky describes the construction, manipulation, and uses of the fluorescence microscope in drug work. Quinine in hydrochloric acid solution shows fluorescence in dilutions up to one in one million, and in sulphuric acid solutions up to one hundred million. The color is a splendid pale blue. Quinidine and cinchonine show the same fluorescence, but more feebly. Weak decoctions of cinchona bark also fluoresce in very dilute solutions. The constituents of cacao fluoresce under the microscope in various shades of blue. Shells of cacao show whitish particles, which thus makes it possible to detect the presence of very slight additions of shells to powdered cacao. In a coffee substitute consisting of chicory and taraxacum root, the former is yellowish-white, and the latter more or less blue. Ergot can be detected by the reddish color of its fragments. Gentian powder is whitish or pale blue; rumex powder, a frequent adulterant of gentian, is golden yellow to green, and contains many glittering particles. (Wasicky, Pharm. Post, 1913, p. 877; through C. Zentralbl.)

#### Determination of Iron in Syrups, Etc.—

This method is a colorimetric one, and is said to be sufficiently accurate for the purpose to which it is adapted. Ten cc. of Syrupus Ferri Phos. Comp., etc., with 50 cc. of water and 5 cc. of concentrated nitric acid, are boiled for five minutes, to oxidize the iron. After cooling, the solution is diluted to 100 cc., and of this dilution 5 cc. are taken and again diluted to 100 cc. Five cc. of this last dilution are transferred to a 100 cc. Nessler cylinder, and filled with water to the 50 cc. mark. The solution is acidified with 5 cc. of hydrochloric acid (1 : 3), and then treated with 10 cc. of 5 per cent. potassium sulphocyanate. After filling to the mark, the red solution is compared with one treated in the same way in another tube, and containing a known amount of iron. One cc. of the standard should contain about 0.02 mg. of iron. In another sample of the syrup the iron is determined without oxidation with nitric acid. The difference between the two tests gives the amount of ferrous iron present. (Evers, Analyst, 1913, p. 447; through C. Zentralbl.)

#### Constituents of Senna Leaves—

The present investigation dealt with Tinnevely leaves, grown at Lima, Peru, and botanically identical with the former, and Alexandrian leaves. The alcoholic extract of Tinnevely senna gave a small amount of essential oil, salicylic acid, rhein, previously known only in rhubarb, kaempferol, aloë-emodin, kaempferin, a glucoside of kaempferol, and other sugars and glucosides. Myricyl alcohol, a phytosterolin, and fatty acids were also met with. The purgative action is due in part to the aloë-emodin, and partly to amorphous products. The iso-emodin and chrysophanic acid of Tschirch and Hiepe could not be confirmed. The Peruvian and Alexandrian leaves give the same compounds as the above, with the exception of a magnesium salt of an unknown organic acid, and isorhamnetin. (Tutin, Chem. Drug., 1913, p. 743.)

#### Colloidal Metals—

Laborde sums up the properties and uses of colloidal metals as follows: They consist of ultramicroscopic particles performing the Brownian movement. Those prepared by chemical means always contain impurities, while those made by electrical methods can be obtained absolutely pure. Colloidal metals are charged with electricity; they are precipitated by electrolytes, losing their colloidal state, but they can be stabilized by the addition of another colloid having the same electric sign. The metals act like diastases, having catalytic powers. They can form compounds with each other, the new complexes having new properties. Their antiseptic power is very marked, and superior to those of an equal amount of the metal when not in a colloidal state. They are practically free of toxicity, and notably increase the power of the organism to defend itself against bacterial agents. Stabilized colloidal metals possess all the powers of unstabilized metals, and differ from them only in their resistance to precipitation. They preserve their properties during a practically indefinite time. Stabilized and isotonic colloidal solutions of metals increase the exchanges between the organs, and provoke a very marked leucocytosis. Colloidal metals are indicated in infectious diseases; electro-mercury in syphilis, electro-cuprol in cancer and tuberculosis, and electro-selenium in inoperable cancer. Intramuscular or subcutaneous injections are most frequently used, the usual dose being 10 cc. for an adult; but doses of as much as 40 cc. per day can be given without danger. The injections are not painful, and are not complicated with abscesses or induration. The most immediately appreciable effect of the injection is a notable lowering of temperature, succeeding a temporary elevation of 1° to 1.5°C. (Laborde, L'Union Pharm., 1913, p. 523.)

#### Modified Jonescu Test for Benzoic Acid—

Jonescu's reaction is based on the conversion of benzoic acid into salicylic acid by hydrogen peroxide. All the methods in use for carrying it out employ heat, but it is shown that heat is liable to carry the reaction too far, and thus to cause failure. While the reaction takes place in the cold, some hours are necessary for the purpose, but the addition of a trace of ferrous sulphate, which acts as a catalyzer, ensures complete reaction in a fraction of a minute. Ten cc. of the solution to be tested, containing from 1 to 5 mg. of free benzoic acid, are treated with 3 drops of solution of ferric chloride (containing about 26 per cent. of anhydrous salt) diluted 1 to 10, then with 3 drops of peroxide solution (12 vols.), also diluted 1 to 10, and finally with 3 drops of 3 per cent. ferrous sulphate solution. The reagents are added in the order given, shaking after each addition. In about 30 seconds the reaction commences, and the violent coloration attains its maximum in 5 to 10 minutes. The reaction is sensitive to 0.2 mg. of benzoic acid. (Fleury, J. Pharm. Chim., 1913, p. 460; through Pharm. J.)

#### Synthesis of Gentiobiose—

This sugar is a hexobiose, of the same formula as cane sugar; on hydrolysis, it gives two molecules of d-glucose. It was obtained in 1901 by Bourquelot and Hérissey in the incomplete hydrolysis of gentianose. The syntheses of other bioses have been reported by other experimenters, but their results are in general not conclusive. Croft Hill claimed to have formed maltose from glucose, but his results were called in question by Emmerling and Armstrong, and he could not extract the maltose from the reaction mixture. Trehalose might be formed from glucose also, but trehalase, the probable agent of this synthesis, is always accompanied by such a large number of other ferments, that the reaction could not be easily followed. The choice, therefore, fell upon gentiobiose. One liter of a solution containing 50 g. of glucose in 100 cc., with a rotation of +50.5°, was treated with 5 g. of emulsin and 5 cc. of toluene, then kept at 15-20° for a month. The rotation became +44.2°. After filtering, heating on the water bath, filtering again, and diluting to 5 liters, baker's yeast was added, and allowed to act for two weeks. It was then neutralized with a little calcium carbonate, filtered, boiled, and evaporated in a partial vacuum. The solution was further purified by lead subacetate, evaporated to dryness, and ex-

tracted with strong alcohol. The alcoholic liquors, after being speeded with a little potassium, yielded crystals of that sugar, amounting to 8 g. This agrees in all its properties with other specimens of genuine ones. It has a sweet taste, melts between 111° and 114°, and is split up by acids into glucose. Emulsin has the same effect. Some cellulase is formed in the synthesis at the same time, since the emulsion used contains a little cellulase. (Bourquet, Hérissay, and Coirre, J. Pharm. Chim., 1913, p. 441.)

#### Glucosides of Glycerol—

In the biochemical syntheses of glucosides with which Bourquet and his co-workers have been engaged, the use of emulsion from almonds always leads to the formation of beta-products. In order to form alpha-glucosides, the best material to bring about the synthesis is dried bottom yeast, which, while not entirely free of other enzymes, contains so much alpha-glucosidase that the products of the reaction are predominantly alpha. Bourquet has now turned his attention to the preparation of some alpha-glucosides, a recent report dealing with some experiments with glycerol. It was found that the action of the ferment was not inhibited by glycerol, solutions so strong as 94 per cent. having practically no effect on the enzymes even after four months. The synthesizing reaction is more rapid in dilute solutions of glycerol than in concentrated. The formation of an alpha-glucoside is proved by following the optical rotation of the reaction mass in a polarimeter. Two g. of glucose, 60 g. of glycerol, a quantity of yeast maceration equivalent to 5 g. of dried bottom yeast, and sufficient water to make 100 cc., showed a rotation of 2° to the right at the beginning of the trial. After 60 days the rotation had increased to 4.73°, showing that 69.78 per cent. of glucose had entered into combination. Bayliss recently obtained different results. He found that under similar conditions to the above, the rotation diminished. The present authors repeated Bayliss's experiments, and obtained an increase in rotation, as was to be expected. From Bayliss's own admissions, it is seen that his yeast was abnormal in several ways. The glycerol glucosides have not yet been isolated, and it is probable that a large number of products are formed simultaneously in the above reaction. (Bourquet and Bridel, J. Pharm. Chim., 1913, p. 489.)

#### Disinfectant Action of Toluene—

Benians has made a detailed study of the disinfectant action of toluene on many classes of micro-organisms, and finds that in some cases it is quite effective, while in others its efficacy is practically nil. There is no effect on spores or sporing organisms, nor on the bodies of the staphylococcus group. But toluene readily destroys all bacteria of the Gram-negative class. There is a marked action on the tubercle bacillus, and on the diphtheria and diphtheroid organisms. There is a moderately well marked destructive action on the streptococcus bodies. The disintegration and lysis of bacteria in emulsions exposed to the action of toluene do not readily take place, no matter whether they have been killed or have proven resistant. The action is markedly inhibited by the presence of fats and oils. One part of oil mixed with 50 parts of toluene, before use, will completely inhibit the disinfecting powers. Starch and dextrose are without effect, and albuminous substances do not interfere, or only very slightly. Benzene and xylene are similar to toluene in their peculiarities, and on the whole, benzene appears to be the most potent as a disinfectant. (Benians, Z. Chemotherapie, 1913, p. 28.)

#### Thyroidium Siccum—

In the B.P. directions are given for preparing dried thyroid glands, but the ratio between the weight of the fresh gland and the dry powder is not given. The U.S.P. states that 1 part of desiccated thyroid glands represents approximately 5 parts of the fresh glands. Several commercial preparations also give this ratio of 1 to 5. According to Bennett's observations, fresh glands carefully trimmed, dried and defatted, lose about 75 per cent. of their weight, so that 1 part of the dry powder is equal to 4 parts of fresh glands. In a recent paper by Martin, who worked with kilograms of glands, the extreme figures for the ratio are 1 to 258, and 1 to 566, while the average for the total quantity of glands treated was 1 to 339. Another set of experiments by Martin showed the ratios of 1 to 326, and 1 to 534, with an average of 1 to 415. Guyer obtained the ratio of 1 to 371 for 37 kilos of fresh glands. Merivale reports 1 to 382 for Holland sheep, and 1 to 4 for Southdowns. Guyer believes that the factor should be set at 1 to 35. At any rate, the evidence for the old

figure of 1 to 5 should be traced, as the ratio is apparently seldom attainable, and may be misleading. (Bennett, Pharm. J., 1913, p. 804.)

#### Source of Siam Benzoin—

After reviewing a number of attempts to obtain authentic information as to the plant furnishing Siam benzoin, generally stated to be *Styrax Benzoin*, Holmes summarizes some new evidence as follows: It seems to be indicated that the chief, if not only source of Siam benzoin of commerce is *Styrax Tonkinense* Craib, which is found in the district between Luang Prabang and Hanoi; second, that the *Styrax benzoides* of Northwest Siam yields a fragrant resin used locally, but the evidence that it yields any commercial Siam benzoin is not satisfactory; third, that the method of preparation with hog's marrow, described by Rordorf, would account for the characteristic appearance of Siam benzoin, but it is not yet quite clear whether this method is applied in Siam to the product of *Styrax benzoides*. Saigon benzoin has the vanilla odor and absence of cinnamic acid characteristic of Siam benzoin, and it is probable that it may be produced from *S. Tonkinense* also, but exported just as it is collected. (Holmes, Pharm. J., 1913, p. 804.)

#### Sulphur Ointments by Fusion—

The value of a sulphur ointment depends on the fine state of subdivision of the sulphur. It was formerly the custom to make use of the solubility of sulphur in fats and vaseline, but no complete study of the physical-chemical and pharmacological properties of these bodies has ever been made. If 2 g. of precipitated sulphur are fused in 100 g. of vaseline and kept at 140-145° until the sulphur is dissolved, after rapid cooling the sulphur is found in the form of round granules, about 0.7-1.1  $\mu$  in diameter. With lard, under the same conditions, the sulphur is likewise uniformly distributed, and the granules are larger, about 1.5-6.6  $\mu$  in diameter. Cacao butter gives an ointment with about the same properties as that made with lard. White wax containing 2 per cent. of sulphur, prepared by fusion, contains granules with diameters of 0.5-0.7  $\mu$ . When lanolin is used, no trace of granules can be seen after cooling, even under great magnification. In thin layers the ointment is opalescent, while the other ointments are milky and white. The granules begin to form after an hour, and later reach the size of 0.2-0.5  $\mu$ . Spermaceti gives much larger granules and spheroids of sulphur, about 6  $\mu$  in diameter. Paraffin (m.p. 58-60°) with 2 per cent. of sulphur shows irregular angular spaces under the microscope, filled with yellowish masses of sulphur. This preparation is very stable, and maintains the same appearance after months. The others are unstable, and gradually the sulphur granules pass into the rhombic crystalline form, in periods varying from a few hours to several days. The smallest sulphur granules in such ointments approach the size of colloidal particles, 0.1-0.2  $\mu$ , and may be considered as a disperse phase. Since the coarser crystals grow at the expense of the granules, we are forced to assume the existence of a liquid phase in addition. The equilibrium between the liquid and solid phase is established, in ointments prepared by fusion, only when the disperse phase has entirely disappeared; while in ointments made by simple mixture of the fat, etc., with flowers of sulphur, the equilibrium sets in when saturation of the base is complete. The liquid phase is of the greatest importance from a pharmacological viewpoint. It enables the sulphur to come into intimate contact with the tissues, without which contact chemical reaction between the sulphur and tissue would be impossible. On account of the slight solubility of sulphur in most ointment bases, the medicinal action would be very small if we were dependent solely on the amount of sulphur dissolved, but a continuous effect is made possible by the transition through the liquid phase. In ointments made by fusion, the solution tension, on account of the enormous surface of the almost colloidal particles, is very great, and their action is therefore more intense than those made by simple mixing. (Sabbatani, Kolloid-Z., 1913, p. 249.)

#### Solid Substitute for Tr. Iodine—

This substitute aims to do away with the ease with which tincture of iodine decomposes. It consists of two tablets, one of which contains principally sodium iodide and sodium nitrite, and the other tartaric acid. On dissolving one of each in water about 0.5 g. of iodine is liberated. Nitric oxide gas is also set free, which unites with atmospheric oxygen at once. The tablets are now being brought on the market under the name of "Iodoïn." (Münch. Med. Wochschr., 1913, p. 2626.)



? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**Cagafute Oil: Cajuput Oil.**

(W.P.J.)—"We had a recent call for 'cagafute oil', but were unable to supply the same. Our customer says he bought it from some of the older druggists, and they would go to their 'big book' and find the name. He bought it up to within a year, when his old druggist died, and since that time he has been unable to obtain it. He says that various druggists said they had the same oil, but when they gave it to him they invariably gave him oil of cajuput, which did not work like the other oil. He used it for making a liniment for barb-wire cuts on horses, etc., and it would work with almost miraculous effect. The oil of cajuput would always cause the horse to rear and jump when it was applied, but the 'cagafute oil' caused no pain whatever. Can you give me any information on this oil?"

By not submitting the formula for the liniment we have no very strong evidence on which to base a suggestion as to what oil might be intended. But from the information furnished we can hardly believe that an oil of cajuput answering the pharmacopoeial requirements, especially when combined in a liniment and applied as our correspondent relates, would produce any painful symptoms, and certainly no more painful than would result from the application of the usual liniments to raw or abraded surfaces.

We have taken some trouble to review the literature of most of the medicinal and commercial oils, including polyglot dictionaries published during the last 60 years, covering the synonyms employed in most of the literary languages and many dialects, and we find nothing that would lead us to believe that "cagafute oil" stands for other than "cajuput oil." As this oil is used externally as a healing application, and is said to possess anodyne, stimulating and antiseptic properties, especially when diluted with sweet oil or other agent to modify its action, it would seem to "fit into" the liniment suggested better than any other oil we can think of. This probability is further emphasized by the fact that there is no name in any language of which we have knowledge that corresponds so closely to "cajuput oil," and this name might be readily construed to "cagafute oil" by the laity. The tree producing the leaves from which the oil is distilled is a native of the Moluccas, and is called by the Malays "kayu-putih" or "kyaputti," which, so far as linguistic peculiarities will permit, is closely followed in all languages from "cajuput" in German to "caeputowe" in Russian and "kaja-puti" in Tamoul. There is no "big book" of which we have knowledge that indexes any substance whatever under the name "cagafute," nor can we find anyone in the trade who knows of such a product.

**Test for Wood Alcohol.**

(E.A.B.)—See page 34 of the Pharmacopoeia, where you will find the full text of the official test which, as you may note, depends on the formation of formaldehyde from methyl alcohol by the oxidizing effect of red-hot copper, and the reaction between this and resorcinol, as shown by the rose-red ring which will appear if any wood alcohol be present. According to the Pharmacopoeia, methyl alcohol is defined as "rectified, purified wood alcohol, having a specific gravity of about 0.812 at 25°C., and free from pyroligneous odor."

Various other tests have been recommended. An admixture of wood alcohol with ethyl alcohol, or with preparations thereof, may be readily detected by the following reaction of the acetone which it contains: The liquid to be examined is mixed with water, and a portion is distilled over a small flame. To 10 cc. of the distillate thus obtained, 1 cc. of a fresh 1 per cent. solution of sodium nitroprusside and 2 cc. of a 4 per cent. solution of caustic soda are added. In the presence

of acetone a red color, passing after a time to yellowish-brown, is obtained. If only ethylic alcohol is present a yellow tint is given. Since both aldehyde and fusel oil give reactions similar to acetone by this test, they must, if necessary, be eliminated. Aldehyde is got rid of by heating 10 cc. of the above distillate for an hour on the water-bath under a reflux condenser with 20 cc. of 25 per cent. solution of caustic soda and some water; the liquid is again distilled and tested as above. To eliminate fusel oil a portion of the distillate from the original liquid is heated for an hour on the water-bath with granulated zinc and dilute sulphuric acid, one drop of platinic chloride solution having been added. The liquid is then distilled and tested.

**Waterproofing Labels.**

(C.T.S.)—Labels are usually "waterproofed" by covering them with a coating of varnish. Here are some formulas:

(1)

A very satisfactory varnish is made with equal parts of Canada balsam and oil of turpentine. The labels should first receive a thin coating of mucilage, which must be dried before the varnish is applied.

(2)

Dissolve 20 parts of dammar in 180 parts of acetone, and to the solution add 150 parts of clear collodion solution. Apply with a soft brush. This formula is said to produce a varnish that does not penetrate paper.

(3)

White lac. ....	1 ounce
Lead carbonate .....	½ ounce
Ether .....	½ pint

Place the shellac in a mortar and reduce it to a fine powder; then transfer to a bottle containing the ether and set aside, shaking the bottle occasionally until dissolved, and add the lead carbonate in fine powder; shake well and filter through paper, returning the first portions of the filtrate two or three times until it becomes perfectly clear. Ordinary shellac may be used, but it imparts a brownish color to the labels. Paste the labels on the bottle, smooth as usual (it is not necessary to wait until it is dry), then apply the varnish with a soft brush.

**Non-Alcoholic Liniment.**

(W.D.C.)—We cannot give the formula for the proprietary preparation. However, it is possible that one of the following formulas, which contain no alcohol, may answer your purpose:

(1)

Camphor .....	2 drams
Oil of rosemary .....	2 minims
Oil of mustard, volatile.....	2 minims
Cottonseed oil .....	2 minims
Oil of turpentine, enough to make.....	6 ounces

(2)

Oil of sassafras .....	1 ounce
Oil of origanum .....	1 ounce
Oil of turpentine .....	2 ounces
Camphorated oil .....	2 ounces

(3)

Oil of cedar .....	1 fl. ounce
Oil of cajuput .....	1 fl. ounce
Oil of cloves .....	1 fl. ounce
Oil of sassafras .....	1 fl. ounce

The last formula is that given in King's American Dispensary for "linimentum oleorum" (liniment of oils), which is said "to form an efficient application to rheumatic and other painful affections; it should also be rubbed on the affected part three or four times daily."

**Shaving Cream.**

(C.S.T.)—We cannot give the formula for the proprietary article, but the following formulas have been recommended as producing satisfactory preparations of this character:

(1)

White wax, spermaceti, almond oil, of each ½ ounce; shaving soap (Williams'), 2 small cakes; rose water, 2 ounces. Melt the soap with the rose water in a wide-mouthed bottle.

Melt the wax, spermaceti, and almond oil together and add to the water solution of soap, bringing in together until cool.

For more tubes: Lard, 10 ounces; spermaceti, 1 ounce; caustic potassa, 2 ounces; alcohol, 2 ounce; oil of bitter almond, 2 ounces; water, 10 fl. ounces. Melt the lard and spermaceti together on a sand bath. Dissolve the caustic potassa in half the water and gradually add the solution to the melted lard and spermaceti with gentle stirring. Dissolve the oil of almond in the alcohol, mix with the water, and while the soap is cooling, mix it thoroughly. The resulting product may be run into tubes while warm.

Curd soap .....	8 ounces
Expressed oil of almonds.....	2 fl. ounces
Glycerin .....	1 fl. ounce
Spermaceti .....	1 1/2 ounce
Potassium carbonate .....	1 1/2 ounce
Water .....	20 fl. ounces

Cut the soap into shreds and dissolve it on a water-bath in 14 fl. ounces of the water. Dissolve the spermaceti in the almond oil, and while warm mix it with the glycerin, potassium carbonate and the remainder of the water. Transfer to a warm mortar, gradually incorporate the warm soap solution, and continue to stir until a smooth paste is obtained. Add any suitable perfume.

#### Non-Inflammable Metal Polish.

(J.W.H.)—Try one of the following:

Alcohol .....	32 parts
Solution of ammonia.....	3 parts
Water .....	45 parts
Carbon tetrachloride .....	6 1/2 parts
Kieselguhr .....	8 parts
White or red bole.....	4 parts
Chalk .....	8 parts

This formula, according to a writer in the *Ch. & Dr.*, produces a metal polishing cream which has the advantage of being a grease solvent, as well as a polishing medium, while the addition of carbon tetrachloride keeps it out of the category of inflammable polishes.

Soft soap .....	2 pounds
Water .....	10 pints
Borax .....	8 ounces
Ammonia water .....	1 1/2 ounces
Infusorial earth .....	2 pounds
Tripoli .....	8 ounces

Dissolve the soap in water by means of heat, adding the borax. Remove from the fire, and when cooled, add the ammonia and stir in the powders, mixing thoroughly.

#### Black and Tan Shoe Polishes.

(M.J.S.)—The following are typical formulas for shoe polish:

**Cream Blacking**—Paraffin, 30 parts; ceresin, 10 parts; crude wool fat, 10 parts; solution of caustic soda (38° B.), 2 parts; fat-soluble nigrosin, 5 parts; oil of turpentine, 180 parts; melt the paraffin, ceresin, and wool fat together, heat to 120° C., adding very cautiously a little at a time and under constant stirring the solution of soda. When the foam caused by adding the solution vanishes, let cool down to 106° C. and dissolve the nigrosin in the mass. Cool down to 80° C., add the oil of turpentine and stir thoroughly. Continue the stirring until the mass cools off. It makes a beautiful shining mass which, when ready for filling into small packages, must be heated just enough to make sufficiently soft to flow slowly. This formula is recommended by the *Siefensieder Zeitung*.

**Saponified Cream Blacking**—Carnauba wax, 10 parts; beeswax, 20 parts; solution of soda (40° B.), 4 parts; fat-soluble nigrosin, 15 parts; hot water, 160 parts; oil of turpentine, 60 parts. Melt the carnauba wax and beeswax together, add the solution of caustic soda and continue the heat until saponification takes place and the mass becomes homogeneous. Let the mass cool down to about 140° F., and gradually add the color, which is dissolved in the oil of turpentine, warmed up to 125° F. in a water-bath.

This cream can be made of any color desired by using instead of nigrosin for yellow, 0.8 part cerotin yellow; orange, 0.6 part cerotin yellow and 0.3 part of cerotin orange; brown,

0.6 part cerotin orange and 0.4 part cerotin brown; and red, 1 part cerotin scarlet B, extra, all of the colors named to be fat-soluble.

For a typical "paste" basis, "Pharmaceutical Formulas" gives the following: Carnauba wax, 10 ounces; beeswax, 3 ounces; stearin, 1 ounce; oleic acid, 1 ounce; oil of turpentine, 45 ounces. Melt the three solids by heat, dissolve the coloring required in the oleic acid, add to the "melt," then gradually add the turpentine, keeping the mixture at a temperature of 40° C.

For a typical "cream" basis, the same authority gives this formula:

Carnauba wax, 1 ounce; beeswax, 4 ounces; pearlash, 6 drams; boiling water, 6 ounces; oil of turpentine, 40 ounces. Melt the waxes and add to the boiling solution of pearlash, mix, and remove from the fire. Now add as much more boiling water, mixing all the time, and gradually work in the turpentine. These last two formulas may be used as they are for any color of leather, but it is preferable to stain them for respective kinds. Oil-soluble blue, nigrosin, red, green and brown dyes (dissolved in the oleic acid) may be used for the paste in the proportion of 10 to 30 grains to 10 ounces of paste. For the cream, use the same dyes dissolved in the turpentine. Other formulas may be found in previous volumes of the *ERA*. Consult the indexes.

#### Removal of Warts.

(M.W.)—"Can you advise me of a practical formula for the preparation of a liquid remedy to remove warts? If glacial acetic acid, what strength would be safe and effective?"

Many medical writers recommend the direct application of glacial acetic acid, which is accomplished by touching the wart with a drop of the acid by means of a glass rod, or by slightly moistening a piece of blotting paper or white cambric with the acid and placing it on the wart. "Pharmaceutical Formulas" states that "the safest and best escharotic is glacial acetic acid applied morning, noon and night with a camel-hair pencil. Just touch the wart with the acid; do not saturate. Should soreness result, drop the application for two days, then resume."

The combination of salicylic acid with acetic acid for the purpose is not uncommon. Hare ("Practical Therapeutics") giving this formula:

Salicylic acid .....	30 grains
Acetic acid .....	1 fl. ounce

Apply with a camel-hair brush.

Here are two other formulas, published under the title "Wart Paint":

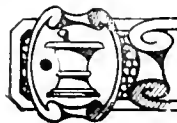
Carbolic acid .....	1 dram
Glacial acetic acid.....	3 drams

Chloral hydrate .....	1 ounce
Glacial acetic acid.....	1 ounce
Salicylic acid .....	4 ounces
Methylated ether .....	4 ounces
Flexible collodion .....	8 ounces

See also formulas in April, 1912, *ERA*, page 252, and December *ERA*, same year, page 754.

#### Removing Water from Camphorated Oil.

(F.A.M.)—Whether it will be commercially practicable to attempt to remove water from camphorated oil will depend on the quantity of oil to be treated. If the quantity be very small, the labor and difficulty involved will hardly pay for the trouble, as new stock can be made for about 30 or 35 cents a pint. However, if the quantity be sufficiently large, we should attempt the operation by first allowing the camphorated oil to stand quiescent sufficiently long to permit the oil and water to separate into layers, and then without disturbing the mixture would remove all of the aqueous layer possible by means of a pipette. When this has been done, shake up the oily mixture with some well-dried sodium sulphate, in the proportion of about two teaspoonfuls of the salt to each pint of oil. On coming in contact with the water, the dried sulphate will take it up, coalescing in flocculent masses from which the oil may be separated by simply pouring or siphoning off the oil. Care must be taken to use the dried or exsiccated sodium sulphate which, if not in stock, may be readily prepared from the crystalline salt (Glauber's salt) by heating and driving off the water of crystallization. The use of dried sodium sulphate for abstracting water from oils and fats is a laboratory method and we think it will answer your purpose in removing water from camphorated oil.



# WOMEN IN PHARMACY



Conducted by EMMA GARY WALLACE

## A New Year Wireless.

A new year—a real, unlied, unmarred bundle of 365 shining days, is a wonderful thing. Behind us lies the experience of the past to guide us in the opportunities of the future; for opportunities for work, sacrifice, and growth will come every single day—if you and I are ready for them.

Let us resolve together, that this year—this clean, new 1914—we shall at least be better than our word and more generous than our promises. Let us determine to be rich in sympathy; strong in honest effort; unflinching in patience; true in justice; courageous in right; abounding in fraternalism and hope.

And let us remember that the Law of Compensation will bring back to us exactly what we have sent out to others.

Oh, 1914 is sure to be splendidly, gloriously worth while because we are going to marshal the troop of days to do our wise bidding! We are going to command the morning, and if the path to success be closed, the path of heroism is always open, and sooner or later it will lead to the ultimate goal, even if circuitously, of true happiness and lasting success.

A happy and a prosperous new year for each of the ERA's great family circle; a glad and a strong new year, the very best, all things considered, that has been vouchsafed to us as yet on this, our earthly journey!

EMMA GARY WALLACE.

## II. The Woman Pharmacist's Future.

### HYGIENIC AND SANITATION INTEREST.

THE alert, professional man finds it well worth his time to become a part—if possible a dynamic part—of the community life of which he forms a part. He joins the Business Men's Association and some of the local clubs for fraternal societies, that he may meet and establish friendly relations with those who are likely at some time to have need of his services. One professional man of the legal persuasion was heard to declare that he could trace 65 good-paying cases to one which was the result of a pleasant club acquaintance.

The woman pharmacist has need to heed the same opportunity. If there are Civic Improvement, Mother's Clubs, Home and School Leagues or those of similar interests, she can well afford to lend a hand.

Of course she will have no desire and will be too tactful even to suggest by word or deed, "Buy your castor oil and fumigating materials of me," but in establishing public confidence in her knowledge she is laying a fine business foundation, nevertheless, and she may with propriety prepare a most helpful, timely paper or talk on such subjects as "Proper Care of the Sick-room During and After Contagious Disease," or "The Use and Misuse of Household Remedies," or she may give a series of interesting, simple experiments to show how household tests may be made for common adulterants and harmful colorings.

It will pay to take time and even to spend a little money to make such talks or experiments thoroughly interesting, practical, and illuminating, for by so doing the woman pharmacist is establishing herself as an authority, and, as she is readily available, she will be sought and her services more thoroughly appreciated.

The writer has a carefully prepared talk on pure and adulterated spices with a case filled with samples of each (kindly provided by a well-known pharmaceutical house) and has had the satisfaction of hearing many women say: "I will buy my spices in future where I know the goods will be right."

#### Attention to Sanitation.

This is the first generation that has made a science of sanitation and even yet the rank and file of people need to be awakened to the menace of mouldy, damp cellars, illy-cared-for refrigerators, pantries, garbage containers; foul toilets in schools, stations, and public places; germ-laden air in the con-

stantly darkened and often improperly ventilated moving-picture shows, etc., etc.

What can the woman pharmacist do about these things? Are they in her line? Is it wise for her to risk stirring up antagonism to herself or her business by rousing the people who are responsible for these neglected conditions? Why not let sleeping dogs lie? Why! Why! Why!

#### Pioneers Reap Reward.

Pioneers along these lines everywhere are needed—those who can point out by window displays, advertisements and public-spirited interest that they are ready, willing and able to help better conditions.

Of course, the pioneer will have for sale fumigators, disinfectants, deodorizers, antiseptics, germ destroyers, and cleansing agents, sponges, gauzes, soaps, sterilizing apparatus, and renovating materials, such as oils, polishes, paints, etc.; but if these are needed from a health and happiness standpoint, is not a public service being rendered to point the need, and to show intelligent means of caring for the situation?

The doctor, the minister, and the lawyer contribute from their knowledge and experience to the shaping of public opinion and are not criticised, likewise workers along every other line. Why not the woman pharmacist? If we want specific information, we go to one especially informed. The pharmacist is a specialist, why should she hide her light under a bushel of false modesty? It is perfectly legitimate also that wise, broad-minded leaders should profit because of their effort in behalf of the public betterment and welfare.

Everybody is bound to profit when conditions are improved and the pioneers themselves are in the front rank, as is entirely right and proper. The old truism remains constant, that what we get out of anything is in exact proportion to what we put in. Plant indifference and we get indifferent results; plant stupid methods and we reap stunted returns; plant far-sighted, earnest, intelligent effort and harvest satisfaction, worth-while community results and a competence.

(To be continued)

## W.O.N.A.R.D. Prize Won by Era Course Student.

THE prize offered by the W.O.N.A.R.D. to the woman student receiving the highest percentage average for college work, covering not less than two years, has been awarded to Mrs. A. C. Collom, of 10 South Penn street, Sharon, Pa. Mrs. Collom is a bride, having been Miss Myra Adele Willson until the time of her recent marriage. The charming winner of this \$10-piece was born in Meadville, Pa., Oct. 4, 1889. She graduated from High school in 1907, from Allegheny College in 1911, and from the ERA Course in Pharmacy in 1912.

During her junior year in college her father's health gave out and forced him to give up his position as an engineer. At that time Miss Willson was "keeping company" with a young man who was a druggist in one of the city's leading drug stores. About this time Mr. Willson, who was born and reared in Sharon, Pa., heard of an old and well-established drug store in that place for sale. Being desirous of getting into some suitable line of business, he decided to purchase the store, taking as his partner A. C. Collom, his daughter's friend, who was to manage the business.



MRS. A. C. COLLOM.

As Miss Wells was a student toward the study of medicine she was able to spend her pharmacy so as to be of assistance in the class. In the fall of 1911 she entered the University of Chicago. In the first year she finished with a B. S. In the second year she had a special department in the Presbyterian Hospital at Washington, Aug. 6, 1913, Miss Wells became the wife of a pharmacist Arthur C. Wells.

Miss Wells says that her marriage in no wise interferes with her interest in her chosen work, as she thinks it is one of the finest things any girl can do, as it is decidedly the kind of neat, exact, and careful work in which a woman delights. To mention the patients she is called upon to examine.

The Director of the ERA Course feels a justifiable pride in Mrs. Williams and the honors which have come to her. She was ever a conscientious student, making the relation of instructor and instructed a very pleasant one.

Mrs. Wells is hereby tendered the heartiest well-wishes for a life-time of married happiness and congratulations upon the signal success of attaining the highest standing of any young woman pharmacy student under the conditions named.

### Miss Frances E. Wells.

To be a successful pharmacist is exacting. To be a Civil Service pharmacist and to serve with increasing satisfaction is a stamp of peculiar efficiency. Miss Frances E. Wells is and for the past two years has been pharmacist under Civil Service regulations at the Peoria State Hospital, Peoria, Ill. The institutions under the State of Illinois Board of Administration are:



MISS F. E. WELLS

Elgin State Hospital, Elgin; Kankakee State Hospital, Kankakee; Jacksonville State Hospital, Jacksonville; Anna State Hospital, Anna; Watertown State Hospital, Watertown; Peoria State Hospital, Peoria; Chester State Hospital, Menard; Lincoln State School and Colony, Lincoln; the Illinois School for the Deaf, Jacksonville; the Illinois School for the Blind, Jacksonville; the Illinois Industrial Home for the Blind, Chicago; the Illinois Soldiers' and Sailors' Home, Quincy; the Soldiers' Widows' Home of Illinois, Wilmington; the Illinois Soldiers' Orphans' Home, Normal; the Illinois Charitable Eye and Ear Infirmary, Chicago; the State Training School for Girls, Geneva; the St. Charles School for Boys, St. Charles.

Miss Wells was born and brought up in the State of Maine. During a visit to Illinois she became interested in pharmacy. As none of her people were in the drug business they felt her determination to enter the profession an unwise one and all tried to discourage her taking it up.

Nevertheless, she persevered and graduated from the University School of Pharmacy in 1905. After this, this earnest young lady worked in retail drug stores and hospital pharmacies in Chicago to gain the needful experience and in these associations she found employers and associates who were courteous and considerate.

Miss Wells finds drug work, and especially her present work, very interesting, and can always enthuse about it. Someone has truly said that enthusiasm is the white heat that fuses the elements of successful endeavor. Miss Wells is a believer in organization and is a member of the W. Ph. A., the I. Ph. A., and the A. Ph. A., all of which goes to show that our friends are not always the best judge of what we should and can do, even though they may be thoroughly sincere in their advice.

### ONTARIO WOMEN GRADUATES.

A most attractive Year Book for 1913-1914 has just come to hand from the Ontario College of Pharmacy with a list of

its women graduates. There are 18 in all. The registrar-treasurer, W. B. Graham writes:

"Some of our lady graduates have taken up hospital work and have become splendid dispensers in hospitals and lecturers in materia medica to the nurses."

The Year Book shows that our Canadian sisters have fine opportunities for gaining a thorough professional training.

### Boston Offers An Attractive Programme.

THE Winter's programme of Boston Chapter No. 1 is especially attractive. It provides for eight meetings, those yet to come being as follows:

- Jan. 15.....Home Economics Department  
The Education of Girls as Home-Makers.  
Mrs. Margaret J. Stannard,  
Music, Mrs. DeForest Smith, Violinist.
- Feb. 19.....Literature Department  
Guest Day. Music, Fensmore Orchestra.
- March 19.....Legislative Department  
Mr. Edwin Mulready (subject announced later).  
Music, Miss Margaret Blake, Soprano.
- April 16.....Philanthropy Department  
Charity Work Experiences, Mrs. Mary R. Martin.  
Music, Mrs. Willa Quimby, Pianist.
- May 8.....Annual Luncheon  
Election of Officers.  
Music, Miss Isabelle Stevens, Soprano.

Aside from this Home Economics conferences are held on the fourth Thursday of each month from October to April at the homes of the members of the committee. The subjects for discussion are:

- Jan. 22—Euthenics, Mrs. Morey.  
Hostess, Mrs. Edwards.
- Feb. 26—How to Save Fuel, Time, Labor and Money in  
Cooking Ordinary Dinners, Mrs. Connolly.  
Hostess, Mrs. Hayes.
- Mar. 26—Home Problems from a New Standpoint, Mrs. Corner.  
Hostess, Mrs. Conolly.
- Apr. 23—Reminiscences of Linda Richards, Mrs. Gammon.  
Hostess, Mrs. Corner.

The Literature Committee meets the third Thursday of the month and has planned to examine the works of a number of standard authors.

- Jan. 19—William Locke and "The Glory of Clementina."  
Paper by Mrs. Connolly. Hostess, Mrs. Waterhouse.
- Feb. 23—Program to be announced.
- Mar. 23—Mrs. Humphrey Ward and "Lady Rose's Daughter."  
Paper by Mrs. Waterhouse. Hostess, Mrs. Hayes.
- Apr. 20—Arnold Bennett and "Hilda Lessways."  
Paper by Mrs. Hayes. Hostess, Mrs. Green.

The Philanthropy Committee meets on the second Tuesday of each month to sew for local charities.

It will thus be seen that there is something of interest going on all the time and the Spring is sure to find the members much better informed because of their work and study together.

### BOSTON W. O. B. A. R. D. MEETS.

On Thursday, Nov. 20, a meeting of the W. O. B. A. R. D. was held at the Hotel Vendome, Mrs. James Cooper, president of the club, presiding. After the business was transacted, W. L. Hubbard, assisted by Floyd Baxter, gave an interesting talk on the Opera of Tales of Hoffman with musical selections. Tea was served by Mrs. William D. Corner, Mrs. William R. Acheson, Mrs. Frances J. Connolly and Mrs. T. J. Bradley.

### CHICAGO CHAPTER HAS CHRISTMAS TREE.

Chicago Chapter, No. 2, Woman's Organization, National Association of Retail Druggists, held a Christmas tree party at the Hotel LaSalle ball room on Tuesday afternoon, Dec. 30, from 2 till 5 o'clock. The party was for the special benefit of the children, who enjoyed the fun hugely. In the evening of the same day there was a dance for the young people also. Mrs. C. D. Collins and Mrs. B. A. C. Hoelzer were the ladies in charge of the arrangements.

# NEWS SECTION



## Laws Governing Narcotic Sales Enforced as Never Before.

THE increasing use of narcotics in all parts of the country, and the consequent bulletins by food and drug officials, have influenced the Department of Agriculture to a decision to enforce Treasury Decision 33,456—as regards the importation of narcotic drugs—until Congress shall enact the Harrison anti-narcotic bill, or some similar measure.

This Treasury Decision has been outlined and discussed in previous issues of the ERA. By letter, Dr. Alsberg has assured the legislative committee of the Kings County Ph.S. that it would not be interpreted by the Bureau of Chemistry as applying to prescriptions; if rigidly enforced it would regulate the importation and sale of cocaine, under authority given the Secretary of the Treasury under the Pure Food and Drugs Act. By this act the Secretary is given jurisdiction over any article of food or drugs imported into the United States, if such food or drugs are "adulterated or misbranded within the meaning of the act" or are "otherwise dangerous to the health of the people of the United States."

Dr. Carl L. Alsberg, chief of the Bureau of Chemistry, and Dr. Lyman F. Kebler, chief of the Drug Division, are quoted in a recent interview to the effect that there is not one case in 10,000 where an internal dose of such a drug as cocaine is necessary. Dr. Kebler said that "in spite of this fact, the United States imports 1,202,300 pounds of coca leaves in a year—half of the world's supply which passes through the Amsterdam market. From these leaves 140,000 ounces of cocaine are made. I believe an estimate of a million users in this country is conservative. A large number are due to the ease with which heroin, a morphine derivative, may be procured. This drug was practically unknown when existing drug laws were made, and few provide any restrictions for its sale. It produces violent convulsions, which often result in death, making it one of the most dangerous drugs."

### U.S. Second to China in Abuse of Opium Products.

PHILADELPHIA, Dec. 4.—As a criterion of the probable drift of public opinion, the recent address of Dr. B. C. Keister, a Roanoke specialist, before a meeting of the Society for the Study of Alcohol and other Narcotics held at the Rittenhouse hotel, deserves consideration. Dr. Keister asserted that the United States is now second to China and ahead of every other country in the world in the use of opium and narcotics derived from it. "The menace is so great that there is danger of our degenerating back to something worse than monkeydom." The only logical course, the speaker argued, was to cut the habit-forming drugs out of the Pharmacopoeia entirely, and prohibit their manufacture.

Dr. Keister further asserted that this country imported 400,000 pounds of opium a year, 15 times as much as is consumed by Austria, Germany and Italy combined, in a similar period. Seventy-five per cent. of this opium is manufactured into morphine, and of the latter only 20 per cent. finds its way into legitimate medical practice. Morphine is being used extensively, even in cigarettes.

All of Dr. Keister's figures were startling. American cocaine habitues consumed 150,000 ounces per year. Twenty-three per cent. of the medical profession were victims of the morphine habit. The complete abolition of the manufacture of the habit-forming drugs, including alcohol, would reduce homicides by 50 per cent., suicides by 60 per cent., and lunacy by 33 per cent. The possible benefits would outweigh the loss

to medicine through the prohibition of morphine, alcohol, opium and cocaine.

Dr. C. J. Douglas, of Boston, another speaker, stated that heroin was making victims by the hundreds in his city. The vicinity of one drug store in Boston which markets heroin is called "Heroin Square."

### Grand Jury May Indict Memphis Druggist.

NEW YORK, Dec. 10.—The grand jury recently began an investigation which may result in the indictment of a druggist of Memphis, Tenn., who is said to have sold in one year more than \$200,000 worth of cocaine in this city. Floyd H. Wilnot, assistant district attorney, made a flying trip to Memphis, following receipt of information that the Memphis druggist had sold \$15,000 worth of cocaine to James Di Lorenzo, who is awaiting trial here for violation of the anti-cocaine law. Wilnot obtained the records of all the telegraph messages that passed between the druggist and Di Lorenzo for three months and believes that his evidence is so convincing that the services of Di Lorenzo as a State's witness will not be needed. This is the first attempt in this country to prosecute dealers in another State who sell cocaine here. If the higher courts decide that the local authorities have no jurisdiction the matter will be taken to the United States authorities.

### Smoking Opium Conspiracy Charge Fails to Convict.

NEW YORK, Dec. 10.—Lionel W. Widder, wholesale druggist at 502 West Broadway; Samuel Berman, Widder's representative, and Ing Quong Quock, of 32 Division street, were found "not guilty" in the Criminal Branch of the United States District Court of the charge of participating in a conspiracy to manufacture smoking opium. Evidence was presented at the trial that showed the defendants had sold crude opium across the counter in large quantities four and five times a week to Chinamen, and that no records were kept of these transactions. No evidence, however, was presented to show that the defendants had positive knowledge as to the final disposition or use of the opium so delivered. Records were kept of the rest of the firm's business and deliveries were made by wagon to the respective doors of the defendants' customers, exception being made, it seemed, when opium was delivered.

The driver in one case, according to the testimony, left his horse and wagon some distance—a block or so—away and walked to the address of delivery. He climbed four flights of stairs and delivered the opium to a Chinaman, who was neither "tall, short, big or little" and had the name of "Charley," an appellation which might be employed to denominate any Chinaman in this country. It was necessary to leave the horse and wagon some distance from addresses fronted by "L" structures, owing to the fact that the horse had run away some time previous, probably having been frightened by the overhead racket, and the driver had been instructed by someone not to leave it where such an accident might occur again. Crude opium was delivered in large quantities to an address, the building at which was fronted by the "L." Opium was also delivered personally by one of the defendants to a Chinaman in Newark, N. J. One of the defendants could not remember having said before Commissioner Shields that he thought or said the opium was to be used for smoking purposes. Widder claimed that he did not know he was selling

the opium to the manufacturer of such opium, he thought the Chinaman had resorted to a total of \$2,000,000 annual business, \$250,000 of which were in opium transactions. Four thousand pounds were sold annually.

An interesting feature of the trial was a statement by one of the witnesses that Chinamen bought large quantities of crude opium across the counters of five or six of the largest wholesale druggists in this city. Two of these firms were named. This witness had not seen such transactions consummated, but he had been told that such was the case by a responsible employee of one of the firms. The defendants obtained their crude opium from these large wholesale firms.

Frank Aronow, counsel for Wilder and Berman, successfully defended his clients against the charge of conspiracy to manufacture smoking opium.

#### New York's Anti-Cocaine Law Effective.

NEW YORK, Dec. 10.—As was prophesied when the present anti-cocaine law of this State was drafted, most of the cases coming under its provisions have been thrown into Special Sessions. From May 9, when the law went into effect, to Nov. 10, 117 cases were brought into Special Sessions. Thirteen cases were pending at the latter date. Of the 106 cases disposed of 191 have resulted in convictions. In General Sessions there have been 81 cases. Of these, three defendants were convicted of a felony, 16 pleaded guilty to a misdemeanor, six were discharged and the other cases were pending on Nov. 10. Fifty-one defendants out of 102 cases were acquitted in 1912 under the old law.

#### Cocaine Sale Sentence in Toledo.

Thomas A. Huston, for 40 years one of the leading druggists in Toledo, Ohio, was fined \$150 and given a jail sentence of 60 days, Nov. 19, on the charge of selling cocaine illegally. The prosecution was carried on by the State Agricultural Commission, whose inspectors had been working among Toledo druggists for several weeks. John H. Bell, of Schaeffer & Bell, the other druggist arrested at the same time by the inspectors, promised the court he would not sell habit-forming drugs to any but reputable physicians, and that he would endeavor to do as little business as possible in that line. He was fined \$75 and costs and severely lectured by the court. Mr. Huston told the court: "I absolutely refused to fill a prescription for more than 10 grains. At first I refused to fill any prescriptions for Dr. Lilly or Dr. Sickles. Dr. Lilly came to me personally and told me that he was working out a cure by gradually lessening the dose for the drug fiends. The same was true of Dr. Sickles. I filled prescriptions to help them in a good cause."

George Ritter, special prosecuting attorney, said that from Aug. 13 to Oct. 20 Huston filled 711 prescriptions for morphine and cocaine. Ritter also said that from Oct. 20 to the day of arrest Huston had filled 150 prescriptions. He received from 50 cents up for each prescription.

"His apparent purpose in filling the prescriptions," said Ritter, "was to get the money. He did not fill them for the sake of humanity, but only for profit. The wholesale house with whom he dealt warned him against the use of such large quantities of dope."

"It would not be fair," said Judge O'Donnell, "if the people in prominent positions are going to be allowed to violate these laws, while poor unfortunates suffer from their conduct. Drugs have been peddled on the street and have brought ruination to more homes than anything else. The court is bound to protect the interests of the public. I don't believe in fines."

#### Wilmington Druggists Fined \$100 and Costs.

James Ferris Belt, a druggist of Wilmington, Del., was fined \$100 and costs Dec. 10 in the Municipal Court there for selling cocaine. His arrest followed the capture of several peddlers of the drug, it being found that a regular syndicate to carry on the traffic existed. One of the peddlers to whom Belt had sold the cocaine was fined a similar amount. Thomas Phillips, Belt's clerk, was fined several days before, Belt paying the fine.

#### 65th New York Arrest in Cocaine Raids.

Albert Verardo, of West 45th street, New York City, was arrested Dec. 18, as a result of the New York crusade against illegal cocaine sellers.

## MOSTLY PERSONAL

—REPRESENTATIVES of Indianapolis drug interests responded quickly to a call of Sheriff Theodore Porteus for aid during the recent strike of street and interurban railway employees in that city. The city and interurban service was suspended for one week and during most of that time the city was in the hands of an uncontrollable mob. The police were unable to control the situation, and the sheriff organized a force of 1090 deputy sheriffs, consisting of the leading business and professional men in the city. This force acted wholly in an advisory capacity, and in a few days, with the aid of Governor Samuel M. Ralston, an agreement was reached between the employers whereby the differences were submitted to the Indiana Public Service Commission for arbitration. Among those who were sworn in as deputy sheriffs were J. K. Lilly and Charles J. Lynn, president and vice-president, respectively, of Eli Lilly & Co., and William J. Mooney, of the Mooney-Mueller Drug Co. Mr. Lynn was made chairman of a special committee of five, which acted in an advisory capacity to Sheriff Porteus and Martin J. Hyland, superintendent of police.

—Two former druggists were elected to office at the election in Massachusetts in November. Frank J. Donahue, a graduate of the Massachusetts College of Pharmacy, but who recently has been engaged in newspaper work, was re-elected Secretary of State, and Fred W. Mansfield, a registered pharmacist, who forsook pharmacy for law, was elected State Treasurer. Both are Democrats. Representative Thomas W. White, of Newton, a druggist, was re-elected to the Legislature. John J. Gilbride, a registered pharmacist, who for several years was employed in a Lowell drug store, was elected to the Legislature as a Democrat, in the face of unusual opposition, and is one of the youngest members in the House. He was born Sept. 14, 1889, graduated from the Lowell High School at the age of 16, and, securing employment in a drug store, became a registered pharmacist in April, 1912. He is a member of the Massachusetts State Pharmaceutical Association and of the Mathew Temperance Institute and the Knights of Columbus.

—LOUIS K. LIGGETT, president of the United Drug Co., gave a talk on "Co-operation Between Manufacturers and the Retailer" at a recent luncheon of the Boston Publicity Club. He explained in detail the system that has been adopted by his company in co-operating with retail merchants. Through the closer understanding between the manufacturer and the retailer, said Mr. Liggett, the middleman has come within the last 20 years to occupy a less important position in trade. Many of the larger manufacturing houses in all lines are establishing retail stores which serve not only to advertise their wares the way they want them advertised, but also show a very satisfactory profit. The jobber, Mr. Liggett believes, has little or no place in 20th-century business. Direct sales from manufacturer to retailer mean lower prices for the ultimate consumer. While the middleman will continue to exist in many lines of merchandising for a good many years, Mr. Liggett said that he believed he could be eliminated in many cases.

—ARTHUR NATTANS, who is just 21 years old and holds the position of secretary of the Read Drug & Chemical Company, which conducts a wholesale and retail business in Baltimore, eloped with and married Carlyn Burgunder, just 18 years old, recently. The couple got a license and were married by a rabbi, afterward going to Pittsburgh and from there telegraphing the news home and asking forgiveness. The parents of the young people tried to stop the elopement, but were too late. Mr. Nattans is a son of Mrs. Jennie Nattans, widow of the late Arthur Nattans, who for years controlled the company. The widow now holds a majority of the stock. A brother of the groom, Ralph A. Nattans, is general manager of the company.

—MRS. VIOLA NEUBIG, owner of the Neubig pharmacy, in Brighton avenue, Rochester, Pa., and Andrew I. Kerr, a well-known pharmacist of East Liverpool, Ohio, went to Youngstown, Ohio, where they were married recently. Mr. Kerr has been employed as manager at the Neubig pharmacy. After the wedding Mr. and Mrs. Kerr returned to Rochester, Pa., where they will go to housekeeping. The bride is one of the most popular business women in the Beaver Valley, while Mr.

Kerr is widely known as a graduate pharmacist in Pittsburgh and other Western Pennsylvania and Eastern Ohio towns. He is a native of East Liverpool, Ohio, where he has managed different stores since receiving his diploma.

—JOHN G. BECK, of Baltimore, general manager of the Calvert Drug Co., a co-operative buying and wholesale organization, who was taken ill at his office about two months ago and had to be sent home, continues to be in an unsatisfactory state, and it is said that he will be sent to a sanitarium in order that he may have the best attention. In his absence President Harry F. Lindeman and Secretary R. E. Lee Williamson are looking after details at the Calvert company's new place of business in West German street, where the corporation occupies a handsome five-story brick and terra cotta building. This latter Mr. Beck helped to plan and equip.

—CHARLES M. CARR, editor of *The Journal of the N.A.R.D.* (N.A.R.D. Notes) and "official booster" of the retail druggists' organization, has severed his connection with that publication and is devoting his attention to his new journal, *The Package Advertiser*. The new journal is of chap-book size, but is filled with advertising and well-written and well-illustrated material relating to its chosen field. Col. Carr was the founder of *N.A.R.D. Notes* and for 11 years has devoted himself to furthering the interests of the National organization through this journal. His successor is Hugh Craig, of New York.

—FRANK H. GARRETT, manager of the Harle-Haas Drug Co., of Council Bluffs, left Dec. 12 for Chicago and Eastern cities to do the annual buying for his house. Accompanying Mr. Garrett were four of his traveling salesmen, P. B. Hull, Keith Bradley, W. J. O'Donnell and Harry Conklin. According to an agreement entered into at the beginning of the season four travelers holding the high record in their territories were to be given this trip with Mr. Garrett. The four mentioned were the lucky ones and had an exceedingly pleasant outing at the expense of the company.

—THE reappointment of Edward H. Walsdorf, secretary of the Louisiana State Board of Pharmacy, by Gov. Hall recently was an exceedingly popular one in New Orleans, where Mr. Walsdorf is recognized as one of the leading druggists in the city. He has been a member of the State Board of Pharmacy for the past five years, during which period he has been very active in enforcing the State Pharmacy laws. He is a member of the A.Ph.A., president of the State Ph.A., and of the Orleans Ph.A., and is also a member of the Board of Control of the American Druggists' Syndicate.

—C. PHILIP DONNEL, of the sales staff of the Smith, Kline & French Co., of Philadelphia, since its organization in 1891, has resigned to become the president of the Williams-Donnel Drug Co., a newly incorporated wholesale drug company in Norfolk, Va., with \$50,000 capital. H. G. Malsbury will be vice-president and general manager, and John N. Williams, Jr., of Norfolk, son of the founder of the drug house of Williams, Martin & Gray, will be secretary and treasurer of the new company.

—J. H. HUBLEY, for many years store manager for Wm. B. Riker & Son Co., and later for Riker-Hegeman Co., has severed his connection with the latter corporation. For some years Mr. Hubley was in charge of the Riker's 23d street and Sixth avenue store. More recently he managed the 42d street and Sixth avenue store. Mr. Hubley was very popular with his assistants and will be missed by them.

—ALBERT ROSS, JR., who operated a drug store at Eighth and Vine streets, Cincinnati, will open up a new store at the southwest corner of Ninth and Walnut streets. The Weatherhead Drug Company has leased Mr. Ross's present location. The Weatherhead firm will move into new quarters about the middle of January, while Ross will take hold of his new place about the middle of December.

—E. B. CURTIS, formerly a drug clerk with the L. B. Swett & Co. store in Bath, Me., has been appointed manager of the new Riker-Jayne store at Lewiston. The store is one of the finest in Maine and occupies the front of the *Journal* building. Mr. Curtis is a graduate of the Massachusetts College of Pharmacy, and has been with the Riker-Jaynes Co. several years.

—MISS MARY CUNNINGHAM, of Holyoke, Mass., has become a registered pharmacist. For several years she has been connected with Martin's pharmacy, Holyoke. She is the second young Holyoke woman to become registered, the other being Miss Grace O'Connor, of the O'Connor pharmacy in High street.

—CHARLES J. LYNN, vice-president and general manager of Eli Lilly & Co., was asked by Mayor Samuel L. Shank a few days ago to become a member of the Indianapolis board of safety, which controls the police and fire departments. Mr. Lynn declined the offer because of his business responsibilities.

—PAUL J. MANDABACH, field manager of the *National Drug Clerk*, the official publication of the N.A.D.C., was a recent visitor at this office. He was in New York in the interests of his publication and of the Druggists' Home at Palmyra, Wis., which was founded by the National Drug Clerks' Association.

—AFTER 15 years away from his former home, W. A. Browne has returned to Boston to take charge of the new store of Green the Druggist in Scollay Square. Mr. Browne has been in the drug business all his life, and for the past 15 years has been manager of the Green Springfield store.

—RALPH E. DORLAND, proprietor of the drug business at Fourth and Jefferson streets, Springfield, Ill., will remove his business to Gillespie, same State. Mr. Dorland is very well known to Illinois druggists because of his activities for the benefit of his fellow craftsmen.

—JAMES W. MORRISON, president of Morrisson, Plummer & Company, and member of the Board of Control, N.W.D.A., has been elected general secretary of the Chicago Association of Commerce. Mr. Morrison is also a director and member of the executive committee.

—F. D. MARR, a Tacoma, Wash., druggist, has been appointed a member of the State Board of Pharmacy. Mr. Marr comes from a family of druggists, his father being one of the pioneers in that State. The new State official is manager of the Virges Drug Co.

—MISS NORMA HAWLEY, of Sherman, N. Y., who for a little more than two years has been the pharmacist at the Miami Valley Hospital, has tendered her resignation and accepted a similar position with the Southside Hospital, Pittsburgh.

—THE engagement of Miss Irma H. Teichmann, daughter of Mr. and Mrs. Otto L. Teichmann, to Theodore F. Meyer, Jr., son of Mr. and Mrs. Theodore F. Meyer, of St. Louis, was announced recently at a luncheon given by Miss Alice Judge.

—F. W. KISKER, who for many years was the chairman of the Formulary Committee of the O.V.D.A. at Cincinnati, has been appointed resident vice-president of the Royal Life Insurance Company for the Southern District of Ohio.

—JOHN C. CALEY, a druggist, of Columbia, Pa., has been re-elected for the fifth time to the local school board. This is a tribute to his personal popularity as he is the lone Democrat on the board.

—SPENCER MERRELL, cadet at West Point, returned to his home in St. Louis for the Christmas holidays, to visit his parents, Mr. and Mrs. George R. Merrell, of 6209 Washington avenue.

—WILLIAM E. JENNINGS, a member of the New Bedford, Mass., School Board for several years, has successfully passed the State Board examinations as a registered pharmacist.

—JAMES I. JOHNSON, of Raleigh, N. C., has sold his retail drug business to enter the business of manufacturing proprietary remedies, and will head the Johnson Chemical Co.

—F. A. FOWLE, for 31 years a druggist in Lynn, Mass., opened a new store recently, and 50 or more of his friends united in presenting him with a mahogany clock.

—KELLY EDWIN BENNETT, a druggist, of Bryson City, N. C., was married on Dec. 30 to Miss Ola Tela Zachary, the daughter of Dr. W. P. Zachary, of Sylva, N. C.

—JOHN P. JAMES, who has been in charge of the prescription department of the Charles H. Scarborough drug store, Wilmington, Del., has been made manager.

—LOUIS C. WIESE has been elected a member of the Indianapolis board of school commissioners. He has been a retail druggist in that city nine years.

—CHARLES L. REICHEL, pharmacist at the City Dispensary, Kansas City, Mo., has resigned his position to enter business for himself.

—GUY H. WEBBER, proprietor of the Dearborn (Mich.) pharmacy, has been married to Miss Helen Whiting, of Birmingham.

—WILLIAM MINDIN is the proprietor of a new store at 172d street and St. Nicholas avenue. He is a N.P.S. member.

—LEO REICH, a former member of the National Pharmaceutical Society, has opened a store in the Bronx.

## OBITUARIES

### Elmer W. Billings.

Elmer W. Billings, senior member of the firm of Billings & Stover, druggists, who was known to almost every Harvard student for the past 50 years, died suddenly of heart disease at his store, Nov. 28. He had arrived at the store early in the morning and casually mentioned the fact that he was not feeling well. An hour later his dead body was found at the foot of the stairs in the basement, where he had swooned. Mr. Billings was born in Somersworth, N. H., 48 years ago, and as a boy of 18 went to Boston. He secured employment in the drug store of John Hallard in Cambridge. In 1895, with Charles A. Stover, he bought out his employer, and since then had carried on the business under the name of Billings & Stover. Mr. Billings was a member of the Massachusetts State Pharmaceutical Association and the Boston Association of Retail Druggists. At one time he held membership in the Artillery and Honorable Artillery Company of Boston. He was also very active in the St. Vincent de Paul Society and the Holy Name Society. He leaves two brothers and a sister. Four years ago his wife died suddenly, and her death was preceded by just about a year by the death of their only daughter, and these events had borne on him very heavily, but he had continued steadily at business and had thrown himself with greater energy into the activities of his church. He was held in universal esteem.

### George A. Hearn.

A great many druggists, particularly in New York State, were grieved early last month to learn of the death of George A. Hearn, of the New York dry goods firm of James A. Hearn & Sons. This merchant was noted as an art collector and a philanthropist, but his charities were unostentatious. While not prominent in commerce, finance, literature and art were to be observed at the funeral services at St. James Episcopal Church, Madison avenue and 71st street, Dec. 5, to do honor to the dead merchant, notable among the gathering were many men who began business life as cash boys at the Hearn store, and many others—both men and women—who had benefitted through the helpfulness of Mr. Hearn during his life. Mr. Hearn was a successful merchant of the school which builds upon merit and service, a consistent, progressive business man along conservative lines. The Hearn store for years has had for its business slogan, "No drugs, groceries or liquors, but everything in dry goods," and the Hearn store is one of the few big stores in this city which has never run a cut-rate drug department. Mr. Hearn himself was always a consistent friend of the drug trade.

### Louis Woltersdorf.

Louis Woltersdorf, a pioneer retail druggist of Chicago, died Dec. 12 at his home, 717 South Ashland boulevard, that city. He was born in Warnow, Germany, 72 years ago, went to Chicago in 1869, and several years later established a drug store at Blue Island avenue and West Taylor street, which he conducted until 1890, when he retired from active business. Mr. Woltersdorf was a former president of the Chicago Veteran Druggists' Association, and a member of the Germania Maennerchor. He leaves a widow and three children—Arthur Woltersdorf and Mrs. F. W. Blocki, of Chicago, and Mrs. Paul Hager, of Berlin, Germany. The funeral was held on Sunday afternoon, Dec. 14, and the burial was at Forest Home Cemetery. The impressive farewell service of the C.D.V.A. was conducted at the grave.

### Thomas M. Peck.

Thomas M. Peck, pioneer drug merchant of Grand Rapids, Mich., and for more than 30 years engaged in the manufacture and sale of surgical instruments and supplies, died at his home Dec. 16. He was 79 years of age, and death resulted from shock following a fracture of the hip received in a fall. He was a native of Newburgh, N. Y., and conducted his business in Grand Rapids under the name of Peck Bros. After retiring from business he became interested in the purchase of timber lands in Michigan and elsewhere. He was the donor recently of \$150,000 to the Moody Institute at Northfield, Mass., to endow a hall there.

### Denny Carleton.

Denny Carleton, of 180 South Beacon street, Hartford, Conn., and for many years a member of the Williams & Carleton Drug Co., died Dec. 5 at his home after a long illness. He was born in Chester, Vt., in 1846. He became bookkeeper for the old firm of George W. Williams & Co., in Hartford, about 1870, and in 1876 was taken into the firm, when the name was changed to Williams & Carleton. In 1890 the firm was incorporated, becoming the Williams & Carleton Company. Until three years ago he continued his active connection with the firm, but ill-health compelled his retirement from the business. He was 67 years of age.

### George B. Whitelaw.

George B. Whitelaw, who organized before the Civil War a firm which handled heavy drugs and paints, and which after several changes became the firm of Whitelaw Bros., St. Louis, died Dec. 3, at the Westmoreland Hotel, aged 84. He had lived in St. Louis since he was eight years old. He spent three years in the California gold fields, 1850-53. He was the father of the wife of former Judge Daniel G. Taylor, Charles W. Whitelaw, president of the Polar Wave Ice Co., and George G. Whitelaw, vice-president of the Scudder-Gale Grocery Co. At one time he was in the white lead business.

### Baltimore's First Cut-Rate Druggist.

Henry H. Klingel, who held the reputation of being among the first, if not the first, "cut-rate" druggists in Baltimore, died suddenly Nov. 30 in his store at 103 West Lexington street, of heart trouble. He had been ill for several days, but his condition was not regarded as serious, and he had put in the morning working in the store when the fatal attack occurred. Mr. Klingel came to Baltimore in 1892 from Illinois, and had been in business here ever since. He was 54 years old and is survived by his wife and one son.

### Dr. E. W. Gardner.

Dr. Edward Winslow Gardner, 37, son of the late Robert W. Gardner, of New York, pharmaceutical chemist, died recently at Twilight Park, N. Y., after an illness of two years' duration. He was born in Jersey City, but spent most of his life in Plainfield and Bloomfield. After the death of his father, in 1911, Dr. Winslow took charge of the chemical plant in Orange, where his father, who was the originator of Gardner's syrup of hydriodic acid, and of other preparations, carried on the business of pharmaceutical chemist. Dr. Gardner leaves a widow and his mother.

### RECENT DEATHS.

—BERT S. SHAY, 34, a druggist and one of the most highly esteemed men of East Liverpool, Ohio, died Dec. 15. Death was due to Bright's disease. Several years ago Mr. Shay, accompanied by Charles Usler, now of Los Angeles, Cal., rode a bicycle from this city to Lincoln, Neb., to shake hands with the present Secretary of State, William Jennings Bryan. Mr. Shay was affiliated with Riddle Lodge, No. 315, F. & A. M.; East Liverpool Chapter, No. 100, R.A.M., and Keramos council. He was a 32° Mason and a member of the Al Koran Shrine of Cleveland. He was prominently identified in church circles and for 15 years had been a member of the First Presbyterian Church of this city.

—W. B. ARNOLD, the pioneer druggist of 14th avenue, Rockford, Ill., is dead at the age of 73. He was a native of Seneca, N. Y., was a veteran of the Civil War, and was the inventor of a preservative and disinfectant named Zymotoid. He was a graduate of the Eclectic Medical Institute of Cincinnati in 1879, and practiced medicine for some time before entering the drug business.

—HENRY T. CHAMPNEY, founder and for many years president of the Bovinine Co., manufacturers of a prepared food product, at 75 Houston street, is dead at the age of 88. He was a native of New Hampshire and came to New York City about 30 years ago, after being in business in Boston and Chicago.

—WILLIAM JONES MARSH, for 22 years a business man of Corning, N. Y., is dead at the age of 60. He began business life in the drug store of his uncle, S. J. Jones, at Rushville, Yates county, and then opened a drug store at Trumansburg in partnership with his cousin, Wilson J. Jones, in 1881. In 1891 he established his business in Corning.



—AFTER failing to kill himself by severing a vein with a razor blade, Charles Ryder, a druggist of Emporia, Kan., committed suicide by drowning in the Neosho river. He had been worried greatly over financial affairs, but it is stated that these worries were largely imaginative.

—MAURICE O'CONNELL, a resident of East St. Louis, is dead at Santa Fe, N. Mex., where he had gone for his health. He sold his drug business in East St. Louis a year ago, when his disease, tuberculosis, gained such headway that he was forced to seek a milder climate.

—MRS. ELIZABETH SMITH, widow of Valentine H. Smith, a pioneer wholesale druggist of Philadelphia, and founder of the present house of Valentine H. Smith & Co., of that city, died Dec. 1, after a brief illness. She was 79 years of age.

—WILLIAM JAMES KIRBY, for 28 years proprietor of a drug store at Steurbridge, Mass., died Nov. 20 from hardening of the arteries. He was 56 years old, and leaves a widow and five daughters.

—CHARLES H. ROBERTS, 53, for 17 years a traveler for Parke, Davis & Co., and later manager of a drug store at Philippi, W. Va., died suddenly Dec. 17, while at the dining table.

—MORRIS M. CURLEY, a druggist of Newport, R. I., is dead after a three-years' illness. He was 56 years old, a native of Newport, and had been in business there many years.

—W. A. JESTER, a druggist of Delaware City, Del., was killed recently when the automobile in which he was a passenger was struck by a train.

—DR. JOHN KEMPER, a well-known druggist of Galesburg, Ill., a graduate physician, and a veteran of the Civil War, is dead at the age of 80.

—CHARLES MOORE, a druggist of Driggs avenue, is dead at the age of 42. He had been in business in Brooklyn for several years.

—RAYMOND SHAUB, 36, a Quarryville, Pa., druggist, is dead of pellagra, the second recorded death in Pennsylvania from that disease.

—FRED OSWALD, formerly in the drug business at Wheeler and Warner streets, Cincinnati, is dead from a complication of diseases.

—EDWARD E. FARRINGTON, DD, a traveling salesman for the Ward Bros. Drug Co., Indianapolis, is dead from pneumonia.

—HARRY JENKS, of Findlay, Ohio, who went to Texas for his health about a year ago, is dead at Electra, that State.

—JOHN A. ZABRISKIE, proprietor of the Elk drug store, Fountain square, Elgin, Ill., is dead from hemorrhage.

—WILLIAM J. GILL, justice of the peace, and ex-druggist of Beacon, Mich., is dead at the age of 59 years.

—CLINTON K. KELLER, the oldest druggist in Harrisburg, Pa., died recently from apoplexy at the age of 81.

—ARCHIE I. LAFFERTY, 46, a Philadelphia druggist, died at Sharon, Pa., recently at the home of his sister.

—SAM SLOGGY, postmaster, druggist and pioneer citizen of Ontario, Wis., is dead at the age of 83.

—WALTER HARDEN, connected with a New Orleans wholesale drug house, is dead.

## Jottings from Great Britain.

*Latin Dropped as Compulsory Subject by Council of the Pharmaceutical Society—Prof. H. E. Greenish on "Drug Markets in Great Britain and Abroad."*

IT has been decided by the Council of the Pharmaceutical Society of Great Britain to drop Latin out of the syllabus of compulsory subjects for the preliminary examination in pharmacy. This decision is of some considerable importance to the pharmaceutical profession, and although it will probably be regretted by many pharmacists of the old school, it is a step the Council was bound to take, sooner or later.

Latin is not taught in all primary and secondary schools, and the result is that quite a number of boys who are well suited to begin to learn something of the art and mystery of pharmacy are deterred because they cannot pass the entrance examination. The result of the change will probably be that in course of time the supply of chemists' assistants will be sufficient to meet the demand, which can hardly be said to be the case at present. The Council strongly recommends candidates to take Latin as an optional subject, for the simple reason that when the time comes to enter for the qualifying examination the candidate who knows nothing of the rudiments of

Latin will find it difficult to pass the examiner in prescription reading.

### Lectures on the Drug Markets.

At an evening meeting of the Pharmaceutical Society, Professor H. E. Greenish, dean of the School of Pharmacy, exhibited and described a large series of lantern slides, illustrating the drug markets at home and abroad. He mentioned that London was by far the most important drug market of Europe, but that Hamburg was gradually increasing in importance, much of the trade which had been done through London now being done through Hamburg.

Referring to the adulteration of drugs by native collectors, the speaker said that after the drugs had been sold at public auction they were removed from the warehouses by the purchasers, but before they reached the hands of the pharmacists they had to be subjected to a careful process of hand-picking to separate extraneous material which might have been the result of careless collection or intentional admixture.

Thus, every piece of myrrh is examined, and, if necessary, broken to determine whether or not it is genuine before it is passed on to the retailer. The necessity for the picking over is obvious, from the fact that buchu leaves often contain 25 per cent. of stalks which have to be separated. Senna leaves and senna pods are carefully picked over, and the former are usually sifted to remove sand and seeds, with which they are often contaminated. Opium occasionally contains lead and other material.

The pharmacist, Prof. Greenish pointed out, has much to thank the wholesale druggist for in standing between him and the often wily natives who collect the drugs and skilfully sophisticate them.

The most interesting feature of the lantern slides was that they showed the various manners in which the different drugs are packed by the exporters. For instance, they showed that aloes exported from the Dutch West Indian Islands usually arrives in wooden cases in which bottled spirits had been sent out, while Zanzibar aloes is exported in goat skins. Cloves are usually sent from Zanzibar in mats made from interlaced strips of coconut leaves, and so on. This is just the kind of lecture to interest students who are satiated with scientific discourses.

### NATIONAL HOME NOTES.

Although by the calendar it is Winter, one would hardly know it here. No snow yet, weather like October, with bright sunshine. Yesterday the Moving Picture Association sent their men here and took nearly 2000 feet of moving-picture films, showing the Home, grounds and lake. Both sail and row-boats were on the lake and made a very pretty series of pictures. A number of plates were also taken and when finished will be taken to different cities for exhibition under the supervision of Superintendent Heimstreet and M. J. Gosa. The usual number of visitors have been at the Home last month, in fact enjoyed the Fall scenery as much as last Summer.

Letters are being sent out for the dollar donation, and the trustees hope to meet with a generous response from the druggists and drug clerks of the United States.

New York is the first to make a concerted effort to furnish funds for the Home. They commenced a campaign in January and every town and city in the State will be canvassed, in addition to this the New York City and Brooklyn druggists give a fair for the benefit of the Home. This will be under the supervision of the committees, and promises to be a grand affair. Mr. Thomas Lamb, of Brooklyn, N. Y., one of the best workers in the country, has been appointed chairman of the Fair committee, and will push matters at once. The moving pictures of the Home will be displayed each day. It is also proposed to ship three carloads of the mineral spring water to the fair from the Home, as it will be put on the market, and this will be a good chance to introduce it.

There will be a meeting of the Board of Trustees in January, when committees will be appointed and general business transacted.

A systematic canvass will be commenced in January of every druggist and drug clerk in the United States.

The wholesale drug trade and manufacturers are responding with generous donations. If druggists will only send their donations now it will save the expense of writing, and if everyone will send in what they can, the Home will be paid for and a fund to take care of it.

## NEWS FROM ASSOCIATIONS

### What the N. W. D. A. Did.

INDIANAPOLIS will be the next meeting-place of the National Wholesale Druggists' Association, in October, 1914, despite the invitations from New York City, St. Louis, Galveston, Denver, Atlantic City, Toledo and Niagara Falls, while the 1915 convention will be held at Del Monte, Cal., in the latter part of September.

The Jacksonville convention, of which brief mention was made in the December ERA, was one of the most successful in the history of the organization, for while the attendance was not as large as at some previous meetings the reports presented and the business transacted were of great importance. The convention again placed itself on record in favor of the regulation of the sale of narcotics through National legislation, indorsing the Harrison bill as passed by the House in June, 1913.

The association also went on record in favor of the movement for securing legislation to fix prices on trade-marked and branded goods, both wholesale and retail, by the adoption of the following resolutions:

*Resolved*, That the National Wholesale Druggists' Association is unanimously in favor of legislation which will secure the legal right for manufacturers of trade-marked and branded articles to establish and enforce both wholesale and retail prices for their goods. We, therefore, indorse the American Fair Trade League, and believe it should receive our hearty support.

*Resolved*, That the National Wholesale Druggists' Association earnestly request the United States Congress to make an appropriation of at least \$100,000 for the use of the Department of Commerce in conducting an inquiry during the coming year, into the question of legalizing reasonable trade agreements. We believe that this investigation will establish the fact that the legalizing of reasonable trade agreements is a movement toward relief from monopoly, and this important question should be decided only after a thorough inquiry by the Department of Commerce.

Among the other items of business transacted, some by resolution following recommendation by the various committees and then further recommendation by the Board of Control, and others simply by recommendation of committees, were the following:

A vacation period for commercial travelers—to be adopted by local associations—from Saturday, June 27, to Monday, July 6, 1914; and that general representative F. E. Holliday bring the matter to the attention of the local associations at their mid-Winter meetings.

That uniform terms and discounts, applicable alike to drugs and sundries, should become the custom.

An exchange of credit information "along fair and proper lines."

That credit men of competitive houses visit each other more frequently, cultivating closer relations and maintaining attitudes conducive to mutual confidence and frankness. A conscientious exchange of legitimate data in matters relating to credit should be the natural outgrowth of this plan.

That members investigate mutual liability insurance and ascertain the possibilities of these companies.

That members be requested to use their influence where possible to decrease the loss by fire, also to join local associations whose purpose is to prevent loss of life and property.

That the N. W. D. A. join the National Fire Protection Association, and that the secretary be authorized to take the necessary steps.

That members adopt more specific measures for inspection of their property and places of business.

That members endeavor to secure proper legislation to bring reciprocal insurance companies under State supervision.

That it is the opinion of the N. W. D. A. that the postal regulations in regard to the mailing of medicines should allow the dealers to mail the same under proper regulations.

That we urge the necessity of retaining the variation clause in the Pure Food and Drugs Act, as it is clearly in the interest of the wholesale druggists, manufacturing chemists and manufacturers of pharmaceutical drugs that the clause be retained.

That all members who have not already done so be urged to join at once the National One-Cent Letter Postage Association.

That the N. W. D. A. indorse the Harrison bill, passed by the House of Representatives, June 26, 1913, and referred to the finance committee of the United States Senate, and "we will cheerfully accept the provisions of this act."

The formation of local associations where such do not exist; the holding of regular meetings to safeguard the interests of members.

Pledging the assistance of the N. W. D. A. and its "hearty co-operation to every phase of work for the elimination of adulteration."

That the N. W. D. A. again call the attention of proprietors who have not yet granted the request for at least 15 per cent. discount, and urgently request that they consider the matter favorably at an early date.

That the N. W. D. A. favor the repeal of the exemption clause in regard to our coastwise shipping from Panama Canal tolls.

The appointment of a committee of five to investigate and report upon the railroad situation.

The appointment of a committee of three to draw up resolutions to the memory of the late Thomas P. Cook.

That the N. W. D. A. become a member of the Chamber of Commerce of the United States.

The report of Secretary J. E. Toms showed an active membership of 260, and an associate membership of 326. The receipts, including balance from previous year, totaled \$29,356.38, while the disbursements were \$21,828.31, leaving a balance on hand of \$7,528.07.

Four active and 26 associate members were elected on recommendation of the membership committee, Robert H. Bradley, chairman.

The roster of officers elected, and members of the Board of Control, appeared in our report in the December ERA.

### Association of N. W. D. A. Ex-Presidents.

During the recent convention of the N. W. D. A. at Jacksonville the ex-presidents of that body were entertained at the Seminole Club by President Albert Plaut, of New York, and at the conclusion of the dinner Ex-President Thomas F. Main suggested that a permanent organization of the ex-presidents be formed, a suggestion that Mr. Plaut had already entertained, and the plan was heartily indorsed.

### New York Pharmaceutical Conference.

IN order to determine the consensus of opinion on the mercuric bichloride tablet, the Sunday closing, the certification of pharmacies, giving away of souvenirs, propaganda and other questions of more or less pertinency at just this moment, Jacob H. Rehfuess, president of the New York State Pharmaceutical Association, called a general conference early last month at the New York College of Pharmacy. In attendance were members of the State organization's legislative committee, delegates representing up-State and local associations and other interested pharmacists, possibly 50 in all. Among these were Thomas Stoddart, L. J. Schlesinger, J. G. Wischerth, Dr. Joseph Weinstein, Thomas Lamb, Hugh Craig, W. R. Guest, C. N. Lehman, A. S. Wardle, Peter Diamond, Dr. Wm. C. Anderson, S. V. B. Swann, Jacob Diner, A. C. Purdy, Fred S. Rogers, Hugo Kantrowitz, John Roemer, M. R. Mandelbaum, John Wall, T. J. France, Dr. Charles F. Klippert and Felix Hirseman.

No action was taken on the subject of mercuric bichloride tablets, it being deemed advisable that the legislative committee wait for the enactment of National legislation and follow that lead. Incidentally, it was decided that uniform and proper labeling should be required for wood alcohol, but that the legislative committee should in this case follow the lead of the New York City Board of Aldermen. Relative to bichloride tablets, John Roemer, of White Plains, argued that if the pharmacists of the State should advocate a measure before the Legislature on this subject they would practically be admitting that they were responsible for the deaths caused by this poison. Not the druggists, but the newspapers were responsible. Should the sale of rope be restricted because men will hang themselves? Dr. Wm. C. Anderson and Fred S. Rogers, of Middletown, were in accord, both recommending that the conference should not propose any aggressive legislation and that its representatives should not appear in Albany any more than

is necessary. The latter are "undesirable" and are not wanted there. No action was taken.

The greater part of the session was devoted to a discussion of the Sunday closing movement which has gained considerable impetus as a result of the recently enacted one-day-in-seven labor law. A number of incomplete, but none the less interesting, postal-card canvasses of the trade were reported by representatives of various local organizations. The Westchester County Pharmaceutical Association stood 17 in favor of Sunday closing to 13 opposed and three "on the fence." According to Dr. Joseph Weinstein, 20 members of the New York Retail Druggists' Association, at the time of this meeting, favored closing all day Sunday. Twelve were opposed to Sunday closing. One hundred and eight favored partial closing on Sunday.

S. V. B. Swann stated that the German Apothecaries' Society had been late in getting out its cards, 355 of which were mailed. Out of 160 replies received at date of meeting, 30 opposed Sunday closing and 130 favored partial closing. The 37 members of the Erie County Retail Druggists' Association, according to Thomas Stoddart, considered that Sunday closing was a matter devolving solely upon themselves. Sunday closing is at the present time optional with the druggist: he may close all day if he wishes to. Three of the members closed because they gained nothing by staying open. He himself could not close on Sunday as, besides the sale of medicines, he handled a large line of surgical instruments. He found it necessary to keep a man in the store all night. President Rehffuss reported that the members of the Albany Drug Club had unanimously opposed Sunday closing. Mr. Rehffuss explained the four propositions presented to members of the Kings County Pharmaceutical Society for their vote. To 450 cards mailed later than usual, 159 replies had been received at time of this meeting. Twenty favored remaining open all day, 21 would close all day, 54 would close after 1 p.m., 43 between 1 and 6 p.m. would close up shop and 21 named different hours of closing.

Mr. Rehffuss was firm in the opinion that sooner or later pharmacists must accord proper attention to the trend of opinion relative to Sunday closing. "If you don't—sooner or later, the labor unions will make you. As soon as the clerks unionize they will get their desired hours. If the public can stand having the drug stores closed from 10:30 p.m. to 7 a.m., it can stand having them closed from 1 to 6 p.m. on Sundays." Mr. Rehffuss concluded by noting that many druggists were getting around the clerk problem and saving \$25 a week besides by sending their wives to colleges of pharmacy.

Warren Guest, representing the National Pharmaceutical Society, asserted that the membership of his organization would increase five times immediately if it became a labor organization. The members had not cared to be thus characterized. This statement relative to the clerks refraining from labor affiliations received the commendation of several of the proprietors present. Mr. Guest also stated that the clerks were satisfied with their 24 hours per week allowed by law. Peter Diamond wished to have himself placed on record as favoring Sunday closing—not as a Sabbath observer, for he himself might choose another day—but because he was moved by humanitarian considerations. In behalf of the poor unfortunates who toil 17 hours a day he would work for partial Sunday closing.

In part, other delegates presented their opinions as follows:

John Roemer expressed the opinion that in Sunday closing pharmacy was coming down to where it proved its own uselessness. Sunday closing would put the drug store on a par with the saloon. "Don't argue Sunday closing from the commercial standpoint—on the side of profit. It is cheaper to close on Sunday. If you could enact a law preventing people from getting sick on Sunday, if you could prevent by legislation physicians visiting their patients and if you could close all the hospitals on Sundays, then I would favor Sunday closing. If pharmacists are unnecessary on Sunday, they are unnecessary on any day. If physicians can be shown that prescriptions are unnecessary on Sunday they will soon prove that they are unnecessary on the other six. Each new piece of restrictive legislation will only draw the noose tighter to show that we are useless."

C. N. Lehman opposed Sunday closing. Thomas Lamb pointed out that it was impossible to purchase merchandise in English drug stores on Sunday. Dr. Joseph Weinstein probed the effect of Sunday closing by asking: "When drug store night calls were stopped in New York City, did the death rate

increase?" A. S. Wardle considered the matter one which each druggist should decide for himself. He was opposed to obligatory Sunday closing, but would close if his business warranted such action, or would remain open if his prescription business demanded that he do so. A. C. Purdy kept his store closed on Sunday, but opened on call.

S. V. B. Swann asserted that the State association was negligent in letting the labor law get through. "It would be better to amend the labor law than for the State association to attempt the enactment of a Sunday closing law."

Felix Hirsman asserted that partial Sunday closing would help hundreds of poor, toiling druggists in New York City. The subject, however, was too new, it should be probed—canvassed—and if there is a desire for Sunday closing then all should work for it.

Thomas Stoddart stated that clerks and proprietors in his section were not satisfied with the labor law. Anent the unopposed passage of this measure, Mr. Stoddart said: "The legislative committee did not do its duty. I don't care who was on it." Commenting further upon the immense amount of restrictive pharmaceutical legislation, he asserted that "No druggist carries on business nowadays without violating the law. Who frames the laws? I think they are framed in Chicago and distributed throughout the country. We should oppose all legislation, no matter what its character is. We are professional men and above the labor law."

Dr. Anderson characterized the schedule which under the law must be posted in every drug store the most obnoxious feature of the law. The 24-hour feature was all right. The entire question was left open by common consent until next meeting, and those present were requested to "think it over."

The certification of pharmacies was the next subject discussed. Hugh Craig outlined a paper on the subject presented by J. Leon Lascoff at Nashville. Mr. Craig did not think that the association should force the matter, but if the medical society should take it up by itself some poor druggist will some day find himself on the "black list." Local pharmacists were offered equal representation on a grievance committee, an opportunity which, if the proposed certification is evolved, should not be thrown away. The American Medical Association is also taking the matter up. This organization has rated the medical colleges. "It behooves us to keep our eyes open in this matter, but we should not rush in saying that we are going to trust to the Board of Regents or anything else." He advised watching the medical societies. The members should work with them if possible and if necessary. The policy of "keeping in touch" appealed to those present and the subject was closed with its tacit adoption. The giving away of souvenirs was the next subject discussed. A. S. Wardle stated that a Supreme Court decision relative to trading stamps rendered several years ago had, at the instance of members of the association, been cited a year or so ago as a precedent by an Albany judge in ruling that if the decision held for trading stamps it also held for souvenirs. Thomas Stoddart observed that one firm in Buffalo did \$25,000,000 business a year by giving away something for nothing. Dr. Weinstein asserted that any check imposed upon the souvenir evil was a check upon the chain stores. Dr. Anderson reported that the Anti-Coupon League had found that the coupon evil could only be checked by the imposition of a revenue tax which would make them prohibitive. F. S. Rogers had heard in the last six hours that Vice-President Whelan, of the United Cigar Stores Company, had said that he would not think of installing the coupon plan in the Riker-Hegeman stores, and that he "wished to God" he had never put them in the cigar stores.

It was further developed that under the Pennsylvania law retail and wholesale liquor dealers could not give away souvenirs. Some of those present thought that if the coupon evil could be argued from the standpoint of public welfare that a measure benefitting pharmacists could be secured against it.

John Roemer, of the State association propaganda committee, presented an interesting report on propaganda. In Westchester county even the homeopathic physicians were writing prescriptions and the others would not think of doing otherwise. His propaganda plan called for joint "get-together" meetings of pharmacists and physicians throughout the State. At these papers should be read and an exhibit of preparations made. Albany and Elmira druggists had already assured him that such meetings would be held and Buffalo, Syracuse and other druggists were considering the matter. A general conference of physicians and pharmacists would be held at the drug show in this city at Madison Square Garden. Mr. Roemer was also

endeavoring to enlist the interest of all the hospitals in the State and the association's exhibit would be sent from hospital to hospital in greater New York. All the committee's plan requires is the co-operation of every member.

President Kufuss solicited the support asked by Mr. Koenig. He characterized the committee's plan as "beautiful." "The exhibit is almost ready and may be shipped to any city asking for it for one week." Dr. Anderson stated that the association would have 48 feet of exhibiting space on either side of the entrance of Madison Square Garden on the occasion of the drug show in January. "We should impress the public with what the retail druggists are doing. The local associations must come on it, especially with help."

A resolution adopted at the Grand Central Palace conference, to the effect that only registered pharmacists have anything to do with the preparing, selling, disposing and retailing of medicaments and poisons, was characterized as a fine thing, but something which could not be enacted into law. It was referred to "last year's legislative committee."

"The legislative committee was instructed to 'look into' the suit between the New York County Medical Society and the Wood Medical Company. The society holds that putting out any preparation bearing directions is prescribing medicine and a violation of the State law. A delegate present stated that the medical society had picked out an article that *everyone might be opposed to* in order to get general support. F. S. Rogers expressed the opinion that the suit was not a friendly action, since the Woods are preparing to fight the case.

Previous to adjourning, Dr. Anderson brought up the subject of the pharmacist's responsibility for his clerk's mistakes. The clerk is licensed and should know his business. The State association should take this matter up and see that the clerk is made responsible. Peter Diamond observed that the clerk could not be held liable in a civil action but he could in a criminal action. Thomas Stoddart agreed with Dr. Anderson.

#### DR. KLIPPERT RE-ELECTED HEAD OF G.A.S.

Old Slate. With One Exception, Unanimously Elected at the 62d Annual Meeting—349 Members.

**D**R. CHARLES F. KLIPPERT was re-elected president of the German Apothecaries' Society for the ensuing year at the recent 62d annual meeting of that organization. Henry Buch was elected recording secretary. The other officers re-elected are:

First vice-president, Paul F. Gebicke; 2d vice-president, Otto P. Gilbert; corresponding secretary, Carl Baum; treasurer, Robert S. Lehman; recorder, George Leinecker; librarian, George C. P. Stolzenburg; trustees, C. F. Schleussner, Felix Hirsman and George Kleinau and custodian of special fund, Paul Gebicke.

The ticket was elected unanimously, the secretary casting one ballot.

President Klippert appointed the following chairmen of committees:

Scientific, Otto Raubenheimer; legislation, S. V. B. Swann; entertainment, Otto P. Gilbert; press, Hugo Kantrowitz.

Otto Raubenheimer, Dr. Wm. C. Alpers, Robert S. Lehman, George T. Riefflin, Dr. H. V. Arny and Hugo Kantrowitz were elected delegates to represent the society at the A.Ph.A. convention at Detroit, Aug. 24.

Treasurer Robert S. Lehman presented his annual report showing receipts for the year of \$2,131.60; disbursements, \$2,104.77, and balance on hand of \$29.83. He also reported a total membership of 349, consisting of 317 regular, 19 associate and 13 honorary and corresponding members. The funds in the bank amount to about \$2100.

Paul F. Gebicke, custodian of the mortuary fund, submitted an annual report showing that on December 1, 1913, there were 135 members in the fund, that during the year four members had died, and that at present there was the sum of \$672.84 in the fund, \$648.84 of which was in the People's Bank.

First vice-president Gebicke took the chair while President Klippert presented his annual report which reviewed all important occurrences during the past year and included some important recommendations. He advocated an increase in the monthly dues and a rotation in office at least every two years, the latter to give more of the members an opportunity to hold office than under the present system. Dr. Klippert concluded by thanking the pharmaceutical press for the publicity given the activities of the society. He recommended that the organiza-

tion continue to send each member a copy of the *Apotheker Zeitung*.

S. V. B. Swann, chairman of the legislative committee, notified the members of the newly-enacted mercuric bichloride ordinance. He also touched on the subject of pharmaceutical representation upon the Board of Health, reporting an interview he had had with Dr. Lederle, Commissioner of Health. The latter told Mr. Swann that if the pharmaceutical profession wanted representation upon the Board of Health they should endeavor to have the charter of the City of New York amended. There is at present no appropriation for the remuneration of a pharmacist should he be given a position upon the board, and the Board of Apportionment and Estimate would have to be approached upon this subject. Dr. Lederle himself favored the desired representation and would appoint a pharmacist at once if he had the means at his command to pay him.

Mr. Swann discussed the above subject with the presidents of the local pharmaceutical organizations, all of whom favored the proposition. These officers represent 2400 druggists in this city. Mr. Swann expressed the opinion that they should bring the matter of representation before the new commissioner of health during the first week of January. Upon the motion of Mr. Schaefer, the entire subject was referred to the legislative committee with the recommendation that Dr. Wm. C. Alpers be advanced for any opening which might be made upon the board. Mr. Swann observed that an advisory board had been suggested, this body to consist of three physicians and three pharmacists. This proposal did not receive much support from the members.

Mr. Swann also reported the postal vote upon the Sunday-closing question, the same being published in another page of this issue. Fifty per cent. of those receiving cards did not reply. Eighty per cent. of the members who did reply favored partial closing on Sunday. A resolution was adopted—not unanimously—to the effect that the society favored partial Sunday closing.

Otto Raubenheimer, chairman of the scientific committee, reviewed the year's program of lectures and addresses, among the speakers having been Dr. Hermann Engelhardt, Professor H. V. Arny, Dr. Lyman F. Kebler, H. L. Rehse, F. F. Angelo Haase, Dr. Wm. Mansfield, Dr. Wm. C. Alpers, Otto Raubenheimer and Professor C. E. Vanderkleed.

Otto P. Gilbert, chairman of the entertainment committee, solicited instructions relative to the nature of the anniversary celebration to be held Feb. 12, 1914, at Terrace Garden—whether it should be a masquerade, a regular ball or a kommers including ladies. The matter was left to the committee for decision. Mr. Gilbert exhibited to the members a sample of the window sign which would be given to each to call public attention to their membership. The year in which the society was founded was added to the sign.

Messrs. Hirsman, Schleussner and Kleinau reported that they had audited the treasurer's books and found them in first-class condition. Two new members, Wm. Wisendanger and Herman Klein were in attendance at the meeting and were warmly welcomed by the members. Dr. Wm. C. Alpers, having in charge the 1914 European trip, asserted that members not having already signified their intention of signing for the expedition should endeavor to arrive at an early conclusion in this direction.

President Klippert reported that it was his sad duty to announce the death of Mrs. Rosa Imhof, widow of former president Henry Imhof. The members were requested to rise in honor to her memory and the secretary was instructed to write the family a letter of condolence.

The next meeting of the society will be held Jan. 15.

#### N. Y. BRANCH CRITICIZES NEW ORDINANCE.

President-Elect and President A.Ph.A. Attend December Meeting—Castile Soap Question Settled.

**P**RESIDENT CLARENCE O. BIGELOW called to order the December meeting of the New York branch of the American Pharmaceutical Association, held at the New York College of Pharmacy. Dr. Wm. C. Anderson, chairman of the committee on legislation, reported that no great activity was apparent in pharmaceutical circles and that the members could expect nothing from Washington for some time to come. The Health Department of this city had amended the penal code so as to restrict the sale of mercuric chloride in dry form, the ordinance taking effect March 1. This measure, thought Dr. Anderson, ended the local situation. No restric-

tion is placed on the wholesaler, and the retailer is entirely eliminated from handling photographers' bichloride supplies. The Board of Aldermen had approved the reduction of the fire license fee from \$5 to \$2, and all that remained was to secure the approval of the mayor. Dr. Anderson concluded his report by outlining the work of the recent N. Y. S. P. A. legislative conference.

The mercuric bichloride ordinance was severely criticized, and as strenuously approved by various of the members. Some thought that the physicians, as well as pharmacists, should be restricted. Mr. Raubenheimer deemed it ridiculous that pharmacists should be required to use only blue-colored bichloride tablets. C. O. Bigelow did not see how anyone would suffer much loss of business by the new ordinance. Only 33<sup>1</sup>/<sub>3</sub> per cent. of the tablets were sold over drug store counters, and the great bulk were sold by department stores.

President Bigelow requested Caswell A. Mayo, president-elect of the American Pharmaceutical Association, to escort George M. Beringer, president of the parent body, to the rostrum to address the members. Mr. Beringer had not expected to be called upon, but nevertheless made a very interesting address, in the course of which he asserted that his hobby was pharmaceutical meetings. He would go any distance to attend a gathering of pharmacists.

Dr. George C. Diekman, chairman of the committee on progress of pharmacy, presented an interesting report. In it he referred to the warning of Schimmell & Co., to the effect that the upward trend of prices had put a premium on skillful adulterations, some of these being extremely difficult to detect, artificial esters playing an important part in the sophistications. This company had at one time threatened to expose the names of firms seeking to purchase adulterants for well-known products. One firm requesting prices and information as to quantity on hand of "ester L," which might be employed as an adulterant for lavender oil, was named.

Hugh Craig read considerable correspondence between himself, as secretary, and members of the U. S. P. Revision Committee and Mr. Mitchell, of the Board of Food and Drug Inspection, relative to the inclusion of Castile soap in the U. S. P. The latter advised that any name in any place in the U. S. P.—text or index—was recognized under the Food and Drugs Act. The lengthy discussion on this subject, which had taken place at the October meeting, had been wasted.

Jacob Rehffuss, president of the N. Y. S. P. A., moved that a committee of three be appointed to co-operate with the propaganda committee of the State association in connection with the latter committee's efforts to present a suitable exhibition at the Madison Square Garden drug show. President Bigelow had considerable difficulty in appointing this committee, inasmuch as many of the members had already been pre-empted by Chairman Roemer. He finally named Messrs. Diner, Berger and McCartney.

Professor Henry Kraemer, of Philadelphia, presented an illustrated lecture on "The Cultivation of Medicinal Plants." Professor Kraemer had with him the material for an hour or more of interesting discourse and sufficient enthusiasm went his subject to maintain the interest of the members at a high pitch. Due, however, to close adherence to the regular program, he was obliged to begin his address rather late in the evening and to confine himself to passing remarks on the many stereopticon views thrown on the screen.

Previous to adjournment President Bigelow called upon the 1st vice-president of the branch, Wm. Jay Schieffelin, for a short address. Mr. Schieffelin presented a short report on the recent N. W. D. A. convention, referring with satisfaction to the atmosphere of friendliness which clothed the occasion. He expressed further satisfaction over the results of the recent local election and the success of the more recent \$4,000,000 Y. M. C. A. fund campaign, in both of which he had been interested.

#### BROOKLYN DRUGGISTS FOR SUNDAY CLOSING.

**Kings County Pharmaceutical Society Postal Card Vote Not All In—Shows How Majority Stands.**

SECRETARY ANDREW E. HEGEMAN reported the postal-card vote of the members of the Kings County Pharmaceutical Society on the question of Sunday closing at the December meeting of that organization, held at the Brooklyn College of Pharmacy and called to order by President H. B. Smith. Two hundred and five reply cards were returned at the time of this meeting out of 500 sent out. The card

presented four propositions: "Do you favor keeping drug stores open all day Sunday (as at present)?" and three modifications of Sunday closing, "To close all day?" "To close after 1 p. m.?" and "To close between 1 and 6 p. m.?" Twenty-five favored closing all day, 25 remaining open all day, 64 closing 1 to 6 p. m. (about 10 per cent. of these, one member remarked, were not in active practice), 66 close after 1 p. m., and the balance favored closing at the different hours which they named. Some of the replies went further than merely stating "Yes" or "No," some of the members expressing the belief that "there is absolutely no reason why drug stores should keep open all day Sunday."

Jacob H. Rehffuss reported that 90 per cent. of the members of the East New York Pharmaceutical Association favored closing after 1 p. m. Mr. Rehffuss stated that much to the surprise of the members of the Kings county society the Sunday-closing movement had started up-State, but the sentiment favoring it is much stronger in the metropolitan districts. He then reported the attitude of the recent legislative conference held at the N. Y. C. P. to the effect that the matter be deliberated upon and be brought up at the annual State association meeting at Sagamore Hotel, Lake George. Dr. Joseph Kahn advised that the members consider the public welfare in deciding the question. Adrian Paradis agreed with a previous contention made by Dr. Henry J. J. Kassebaum that the detail houses would stock the physicians for Sunday "when the drug stores are closed." Before leaving the argument Mr. Rehffuss pointed out that it would be impossible to get the best material among the young men of today to enter pharmacy because they would not work seven days a week.

T. J. France was opposed to legislation on Sunday closing: "The druggists are simply legislating themselves out of business." Dr. Wm. C. Anderson explained that the Sunday-closing movement had been started as a remedy for the situation created by the new labor law. The posting of a schedule containing a list of employees required to work on Sundays and designating the day of rest for each, the filing of such schedule with the commissioner and the prompt filing with the said commissioner of a copy of every change in such schedule, was the most objectionable feature of the law. Up-State druggists had concluded it best to close their stores on Sundays, and having decided to close, deemed it desirable that everybody else should do likewise. "Partial closing will not solve the original problem. It is foolish to legislate ourselves out of business for part of a day. It shows that we are not necessary one day a week." Dr. Anderson asked what would be done if a doctor needed a tank of oxygen while all the drug stores were closed. "Don't go to Albany and try to get legislation which will tie us down. Keep away from the law if you can't meet the labor law situation."

Dr. Hy. J. J. Kassebaum, detail man, gave an interesting talk on his work to date. He had seen approximately 100 men since his appointment and in his experience the physicians were more interested in the official preparations than were the druggists. The latter were not making the preparations. In a dozen cases druggists had called up the doctors who had prescribed official preparations and had requested the latter to substitute manufactured articles. The druggist should cater more to the physician than he does. The speaker pointed out that a few druggists were sending out samples of official preparations to the physicians in their neighborhood and were building up fine businesses by these tactics.

Charles Heimerzheim, of the trade matters committee, explained that the propaganda policy of the society had been changed since last year. He explained that the detail man now endeavored to educate physicians how to prescribe and was introducing original preparations which druggists should have on hand. He did not push imitations of proprietaries. He visited about 20 physicians and 10 pharmacists a week and was endeavoring to get the co-operation of the two professions. At Mr. Heimerzheim's request his committee was voted the sum of \$100 for expenses.

The resignation of Wm. F. Morgan as trustee of the college was accepted, Dr. Morgan having been appointed an assistant in pharmacognosy to Dr. A. P. Lohness. M. D. Cadman was elected a trustee and O. F. Bancroft a member of the Board of Censors.

Treasurer Adrian Paradis reported a balance on hand of \$223. T. J. France reported that the mid-Winter examinations at the college would begin the first Monday in January. Otto Raubenheimer presented an interesting paper on the "Centenary of Iodine." Mr. Raubenheimer reported that

Thomas Keenan, editor of *Pharm.*, would address the members on "K. coin" at the January meeting.

### DRUG TRADE SECTION ACTS ON LEGISLATION.

**Takes Stand Anent Bichloride, Solicits Action on Harrison Bill and Proposes P. O. Measure.**

THE members of the Drug Trade Section of the New York Board of Trade and Transportation at their regular December meeting, called to order by Chairman Henry C. Lewis, voiced their attitude toward the bichloride tablet question by adopting the following resolution:

"Resolved, That the Drug Trade Section of the New York Board of Trade and Transportation recommends the enactment of a law requiring that bichloride of mercury tablets containing more than one-tenth of a grain shall be colored blue and shall be made in distinctive forms.

"Further, That the section is opposed to any legislation which will require the artificial coloring of bichloride of mercury when sold in any other than tablet form."

Thomas Main asserted that it had been the general opinion at the N.W.D.A. Jacksonville meeting that Treasury Decision 33,456 would be revoked upon the passage of the Harrison bill. Albert Plaut said that Dr. Alsberg had assured him that the decision would be revoked if the Harrison bill were passed. Secretary Wm. McConnell also quoted the Chief of the Bureau of Chemistry to the effect that the latter would for some time enforce the measure only as regards importations. Mr. Main introduced a resolution which was unanimously adopted and which incorporated the following points:

That the section record with regret the failure of Congress at its special session to enact H.R. bill 6282, the Harrison bill, which passed the House of Representatives June 26, 1913, without opposition, having been carefully prepared by the collaboration of Government officials, committees of Congress and representatives of the several trades affected by its administration.

Early enactment of this bill is of utmost importance to the people of the United States. This country took the initiative in convening an international congress to restrict the use of narcotics and, while some of the participants are enforcing their agreements the U.S. is delaying action.

The section earnestly petitions the finance committee of the U.S. Senate to report this bill for passage at once, and we urge the Senators from New York to use every proper effort to promote its passage.

The secretary was instructed to send copies to the President, Senators Root and O'Gorman and the members of the Senate finance committee.

Secretary McConnell brought before the meeting the ambiguous postal regulation relative to the mailing of preparations containing poisons. He stated that according to the local authorities nothing containing poisons would be mailable in this city. Mr. Plaut asserted that Second Assistant Postmaster-General Joseph Stewart had assured him that there would be no hold-up on bonafide medicines, but that the only way to remedy the law was to have it changed. It had been passed to "hit" poisoned candy; legitimate business had not been aimed at. The post-office authorities, however, found it impossible to interpret the law any differently than it does. Since it was not seriously affecting anyone's business the matter was laid over until next meeting, the secretary being instructed to prepare suitable legislation for the consideration of the section.

The recent ruling of the State Superintendent of Weights and Measures that "In relation to commodities put up in tubes, they shall be marked plainly and conspicuously and a reasonable variance shall be allowed," was called to the attention of the members by the secretary. He also admonished them that the Brooks weights and measures law with all its provisions as to labeling with net weight, measure or numerical count would be enforced February 1, 1914.

The new Cuban requirement that a statement be made upon the label of the component to which every preparation owes its value was brought up by Thomas Main, who proposed a resolution, later adopted, that the committee on legislation protest against the regulations to the Secretary of Sanitation and Beneficence in Cuba and that it request Secretary of State Bryan to protest with the Cuban government against the imposition of this law. The measure also requires the registration of every article offered for sale in Cuba and that certificates for each be obtained. It was reported that the wholesale druggists of Cuba are as strenuously opposed to the regu-

lations as are the American manufacturers. The action taken by the section was substantially that taken by the N.W.D.A. at Jacksonville.

### Chicago Branch, A.Ph.A.

The November meeting of the Chicago branch of the American Pharmaceutical Association was held at the University of Illinois School of Pharmacy building. The subject was "General Principles of Pharmacy Legislation." The members of the State Board of Pharmacy and the president and members of the executive committee of the Illinois Pharmaceutical Association were invited to be present.

The following general statement was presented in type-written form to each one present and became the basis of the discussion:

"1. Pharmaceutical legislation, though framed by pharmacists and secured only through their organized efforts, must primarily be intended to provide efficient pharmaceutical service for the public. 2. Such legislation must control the traffic in habit-forming drugs and safeguard so far as possible the handling and employment of poisons and potent remedies. 3. Concessions must be made so as to permit dealers other than pharmacists to supply under proper restrictions such poisonous substances as are used largely in the arts. 4. Standards covering school and drug-store training should be provided for three grades of certificates—Apprentice, Assistant and Pharmacist. 5. Boards of Pharmacy should have full supervision of all matters within the State relating to the handling and sale of drugs and medicines. By co-operation with other State departments facilities for analyses could be provided. 6. By co-operation with the State department of education, trained experts should be provided to conduct the examinations but directly supervised and controlled by the Board of Pharmacy. 7. Appointments of board members should be made upon the recommendation of State pharmaceutical associations."

James H. Wells, president of the branch, presided, and called upon Editor George Engelhard to lead in the discussion. Mr. Engelhard expressed himself as substantially in accord with the statement of principles as presented to the meeting. He referred to the part he took in the drafting of the original Illinois pharmacy law, adopted in 1880, and stated that it was based on a model law proposed by the A.Ph.A. previous to that time. He brought out the point that an endeavor was made in this original draft to provide for the election of the members of the Board of Pharmacy by the pharmacists of the State, but such a provision, it was shown, would be unconstitutional, as the members of the board must be appointed by the Governor. He declared that board members in all the States were, to a more or less extent, political appointees and that if pharmacists had the power to elect the administrators of the law, the condition of pharmacy in the several States would now be ideal.

Mr. Engelhard also discussed the question of college prerequisites before examination and stated that no such requirement should be included in the law itself, but educational requirements, as well as the character and methods of examination should be left to the discretion of the board. If conditions in pharmacy have reached such a state that a course in a college of pharmacy is essential to the proper qualifications of a pharmacist, well and good, let the board so rule.

He criticised severely the provisions of the law permitting physicians to dispense and held that qualified pharmacists alone should dispense medicine and then that pharmacists should be responsible for all medicines so dispensed. In this respect he is completely in accord with the principles laid down by the drug reform committee of the A.Ph.A. and further stated that the doctors were to the very front in fighting for pure food and drug legislation, but now, through the dispensing physician 75 per cent. of the medicines dispensed in this country do not come within the scope of these laws.

Secretary T. H. Potts, of the N.A.R.D., was the next speaker and stated emphatically that the State board of pharmacy have no right nor should they have a right to make regulations concerning the qualifications of candidates for the examination, but these qualifications should be definitely stated in the law. He spoke strongly in favor of the pre-requisite requirement and wanted to know how we are ever going to place pharmacy on the footing where it belongs if we do not require an adequate and advancing education of those entering pharmacy. He referred to the successful U.S.P. and N.F. propaganda work among physicians.

Secretary Isam Light, of the C.R.D.A., also spoke of this propaganda work and stated that one of the great difficulties of the work was the indifference displayed by the retail druggists themselves. He further stated that, as a rule, those who were indifferent were not college graduates and that the main cause of the indifference was their incompetence to properly prepare the U.S.P. and N.F. preparations. Mr. Light said that if the prerequisite clause was inserted in our pharmacy law we would have more capable pharmacists in Illinois within a short time.

Ex-President W. B. Day spoke in favor of the prerequisite clause. He brought out the point that at present druggists did not teach pharmacy to their apprentices as in former years, and while drug-store experience still had much value in the training of a pharmacist, yet candidates for registration should now be required to show some systematic effort to qualify in pharmacy before being admitted to examination.

Wm. Gray, pharmacist at the Presbyterian Hospital, spoke of the difficulties of the apprentice acquiring a competent education from drug-store experience alone and favored the prerequisite requirement.

Mr. Wells, speaking from his own experience, told how he had very successfully passed the board examination (a considerable number of years ago, however) after a very limited experience of running errands in a drug store followed by three months cramming. He then spent 10 years as apprentice and clerk, acquiring a true pharmaceutical education. He referred to apprentices nowadays, who knew nothing of scientific or ethical pharmacy, who after a three-months' course in one of these stuffing schools successfully passed the board. He pointed out that such an "education" evaporated almost as rapidly as it was acquired, and urged that, when the prerequisite requirement was placed in the law, it be so worded as to require a reasonably complete and broad education, general and pharmaceutical.

Professor A. H. Clark presented several examples from his own experience of insufficiently educated pharmacists, particularly one instance in which the physician ordered a prescription calling for 1/60 grain strychnine tablets to be refilled but with tablets only half as strong. The drug clerk dispensed 1/30 grain strychnine tablets.

Mr. Brunstrom, of Moline, chairman of the legislative committee of the Illinois Pharmaceutical Association, urged upon all Illinois pharmacists unity in backing the desired amendments to the pharmacy law; that the law had enemies enough among the "patent medicine" and "wagon" men and that we must have the unanimous support of the pharmacists.

President Ralph E. Dorland, of the Illinois Pharmaceutical Association, closed the discussion. He stated that the I.Ph.A. stood solidly back of the fight for amendments to our present State law in favor of prerequisite college education, the labeling of medicines with name and amount of each potent drug contained in them and the restriction of the sale of all powerful medicines to registered pharmacists. He said further, the salvation of pharmacy in every State lies in right legislation. To obtain legislation, co-operation is essential. The pharmacists of the State must write and present a solid front in their State organization.

A pleasing and instructive incident of the evening was the display and demonstration of oxygen apparatus, especially pieces designed for anesthesia and for life-saving, by representatives of the Roessler & Hasslacher Chemical Company.

The December meeting of the branch was held Dec. 16. E. N. Gathercoal introduced the subject of the evening, "The Pharmacognosy of the Rhamnus Barks." He showed specimens of the bark from *Rhamnus Frangula* and *R. cathartica*, which are European shrubs; *R. Purshiana*, *R. californica*, and *R. crocea*, from Western United States, and *R. chlorophorus*, a Chinese plant; also samples of barks used as adulterants of *Cascara* and *Frangula*, including the one found a year or so ago by Mr. Miller, of Eli Lilly & Co., in a large lot of *Cascara*. Mr. Gathercoal discussed the characters of the plant supplying each of these, mentioned its habitat and pointed out the external markings of each bark, their resemblances, as well as the features by which they may be readily distinguished. He stated that the adulterant found, but not identified, by Mr. Miller, disclosed in its internal structure all the ear-marks of a cherry bark, and, as on maceration in water, a slight odor of hydrocyanic acid was observed, it probably was from a species of cherry. He also presented a review of the literature on the chemistry of the Rhamnus barks and showed the chemical tests proposed for the monographs of

*Rhamnus Purshiana* and *Frangula* in the new U.S.P. His part of the discussion was closed with a projection-microscope exhibit of sections prepared from the various barks and a description of the tissues of each, bringing out points of similarity and dissimilarity in their structure.

Mr. L. E. Warren, of the chemical laboratory of the A.M.A., Professors A. H. Clark, C. M. Snow, G. D. Timmons and W. B. Day and Messrs. J. H. Wells, Wm. Gray, I. A. Becker and C. F. Storer took part in the discussion.

#### Executive Committee. III. Ph.A.

The semi-annual meeting of the executive committee of the Illinois Pharmaceutical Association was held at the University of Illinois School of Pharmacy, Chicago, on Nov. 19. For the first time the committee held an all-day session. The attendance was large, the members were enthusiastic and much was accomplished.

There were present at the meeting the following: President Ralph E. Dorland, Secretary W. B. Day, Executive Committeemen I. M. Light, J. T. Lueder, J. P. Crowley, S. J. Jeruzal, H. N. Bruun, G. J. Guerten, of Chicago; A. E. Clyde, Glenco; W. D. Duncan, Ottawa; H. M. Anderson, Monmouth; T. B. Shaffer, Oneida; Joe Reinhart, Peoria; W. F. Baum, Danville; Byron Armstrong, Jacksonville; W. R. Graham, Carlinville; P. L. Gain, East St. Louis; W. C. Irwin, Salem, and Thos. Gregg, Harrisburg. Also Charles Brunstrom, chairman legislative committee, and Eugene Caron. Of the political committee, Chairman J. H. Wells, C. H. Avery, J. J. Boehm, L. M. Pedigo and L. P. Larsen, and J. A. Mahaffy, of the membership committee.

By invitation, the following members of the Illinois Pharmaceutical Travelers' Association were in attendance: President M. L. Burhans, Vice-President R. H. Smith, Secretary H. E. Cornish, A. W. Hobart and R. D. Keim, also Secretary Potts and Field Representative Singer, of the N.A.R.D.

The morning session was devoted to fixing of a date for the next annual meeting and the selection of a meeting-place. The representatives of the I.P.T.A. were practically a unit upon recommending Fox Lake. They urged the desirability of meeting at a Summer resort, which would be a decided innovation and would undoubtedly draw a large attendance. By meeting early in June very favorable arrangements could be made at Fox Lake, so that the convention would be cared for in one large hotel at reasonable rates and with excellent facilities for the business sessions. Several novel entertainment features will also be provided. Invitations were also presented from Peoria and other cities and Dr. Hobart discussed a proposition to hold the meeting on one of the fine lake boats and make a four-day trip on Lake Michigan. After a very general discussion it was unanimously decided to meet at Fox Lake, June 11, 12 and 13, and the sentiment of the members was that the meeting, as planned, will be the most successful the association has ever held.

At the afternoon session nominations for the Board of Pharmacy and Advisory Board were made. Appropriations were allotted to the various standing committees and a membership campaign was discussed. Mr. Lee M. Pedigo, chairman of the propaganda committee, brought forward a definite plan for interesting the physicians and pharmacists in the propaganda for U.S.P. and N.F. and recommended that this work include also a campaign for new members. This plan was heartily approved and an appropriation of \$400 was granted to Mr. Pedigo for expenses in conducting the campaign with the understanding that the local pharmacists in the districts which are visited would bear their share of the expense.

Resolutions were passed protesting against the proposed removal of the N.A.R.D. headquarters from Chicago: endorsing the candidacy of ex-President J. H. Wells for the Postmastership in his home city, Evanston; authorizing the president and secretary to employ a solicitor on a commission basis for securing new members; authorizing the president and secretary to fill vacancies on the voting card where no nominations had been made.

The treasurer's report showed the expenses since the annual meeting as \$914.81, the receipts \$424.00, the balance on hand \$918.54.

#### City of Washington Branch. A.Ph.A.

At the November meeting of the Washington branch, A.Ph.A. Dr. L. F. Kebler, the president, introduced Dr. H. A. Seil, of New York City, who discussed observations on *asafetida* and *balsam* of Peru. Dr. Seil clearly showed that the

present tests for purity were wholly inadequate to cope with the cunning of dishonest shippers, and that the official definition, which requires that each of these substances be derived from definite sources was the only satisfactory basis upon which spurious and adulterated products could be denied entry into the United States.

Illicit opium traffic was the next subject considered. A. B. Adams, chemist for the Internal Revenue Department, spoke of the work of the service in this connection. He described minutely the cunning of some of the dealers, which is almost beyond human conception. Numerous examples were cited where the department had almost positive knowledge that this traffic was being carried on, yet because of the extreme cunning employed, no evidence sufficient to procure a prosecution could be obtained. Examples were also cited where the smallest slip had cost the dealer a conviction. One instance, where the opium was cast into a sewer was described, conviction being obtained therein by removing a brick from the sewer wall and showing that when the opium was thrown into the sewer the water in the sewer was splashed against this brick. Upon chemical examination of the surface of the brick the presence of opium was shown.

Much gratification was expressed that a number of reputable manufacturers of drugs and chemical products had discontinued the manufacture of extract of opium. It was claimed that this form of opium was the most frequently employed by the smoker, and was merely a variety of smoking opium apparently manufactured for legitimate use.

"The Present Status of the Federal Control of Habit-Forming Drugs," was the title of a paper read by S. L. Hilton. Attention therein was invited to the decided opposition to the so-called "Harrison Bill" now pending before Congress, and belief was expressed that the opposition was growing to the extent that it would defeat the bill, unless there was a renewal in a decided manner of the activities which have supported it.

The recent decision of the Treasury Department, having as its object the regulation of cocaine, coca, their derivatives and preparations, from the time it entered the United States until such reached the ultimate consumer, was also considered. Mr. Hilton, in discussing this decision, called upon Mr. Stewart, a local attorney, for some remarks concerning his belief in its validity, and in response thereto Mr. Stewart stated that he did not believe that the order could be enforced under existing statute. A slight modification of the pure food and drug act would, however, bring such a regulation clearly within the province of the Treasury Department.

Dr. Lyman F. Kebler briefly reviewed the various steps taken previous to the issuing of this order, generally called Treasury Decision No. 33,456. This order, it seems, was directly the result of efforts of the Department of Agriculture to regulate the importation of the habit-forming drugs. So much opposition was developed that the efforts of the Department were held in abeyance until certain investigations were had. The result of these investigations was the opium act in 1909. Again, in 1911, the Department of Agriculture attempted to regulate the importation of habit-forming drugs, and much opposition was developed to all the drugs named in the regulation except cocaine and coca. During the year 1912 some coca leaves were detained because their alkaloidal content was not noted. The importers voiced their willingness to label the drugs as desired, and after a number of other shipments were detained, and then allowed entry, it was decided to make the enforcement uniform, hence the decision above noted.

All the questions brought up were freely discussed by the members present, the attendance being much better than usual. This meeting is considered one of the most profitable in the history of the local branch.

The December meeting of the branch was held Dec. 17, in the Institute of Industrial Research, 19th and B streets, Northwest. The following programme was provided:

- (1) Conservation of Pharmaceutical Chemistry—Mr. H. C. Fuller, Institute of Industrial Research.
- (2) Commercial Alcohol in Germany—Dr. Rodney H. True, U.S. Department of Agriculture.
- (3) The Peru Balsam Industry—Mr. Albert Hale, Pan-American Union.

#### Nashville Branch, A.Ph.A.

At the November meeting of the Nashville branch of the American Pharmaceutical Association, the subject of the location of the A.Ph.A. headquarters was freely discussed, and the opinion unanimously expressed that it should be located

in Nashville. A committee consisting of W. R. White, Ira B. Clark and S. C. Davis was appointed to co-operate with the Nashville Industrial Bureau in properly presenting Nashville's claims to the Council.

"Articles for Quick Dispensing" was the regular subject for discussion. Ira B. Clark began the discussion by saying that more stock solutions were used by the large uptown stores than the suburban stores since they had a much larger prescription business. He kept the solutions for making Sol. Ammon. Acetate, Sat. Sol. Boric acid, Sat. Sol. Iodide of Potash and a few others, but said the Sol. Pot. Iodide became colored after a while.

Dr. E. A. Ruddiman stated that a solution of pure Iod. Pot. would color in three or four weeks, but that the commercial article would keep several months on account of the Pot. Carbonate usually present in it. Dr. J. M. Rogoff thought light and temperature had much to do with the change. He strongly discouraged the use of stock alkaloidal solutions, and gave the results of some recent experiments he had made on frogs with solutions of cocaine, morphine, strychnine, atropine, codeine, nicotine and thebaine which had been made five or six weeks, all of which showed signs of deterioration. He and Dr. Ruddiman agreed to do some experimental work along these lines, and will report their results to the branch. Messrs. Hutton, Clark and Davis discussed the keeping qualities of ointments and were of the opinion that retailers neglected this class of preparations too much. Most of them should be made fresh when needed. How to keep iron solutions from turning dark was discussed by Messrs. Burge, Davis, Ruddiman and White. Dr. Burge stated that he had found that ammonia turned iron solution dark and in making Elix. Phos., Iron, Quinine and Strych., he does not neutralize with ammonia, leaving the solution cold, and in this way gets a nice green elixir that keeps a long time unchanged. Lead in the bottles and sunlight were given as causes of the change.

The branch then adjourned.

#### Next Illinois Pharmaceutical Convention.

The executive committee of the Illinois Pharmaceutical Association met in Chicago recently and unanimously voted to accept the recommendation of the Travelers' Association to hold the next annual joint convention at Mincola Hotel, Fox Lake, Ill., and fixed the dates at June 11, 12 and 13, 1914. Fox Lake is situated but 50 miles from Chicago and is easily accessible both by rail and by auto.

The committee from the Travelers contended that the innovation of holding the convention at a Summer resort instead of at one of the larger cities of the State has been tried successfully in all parts of the country and has resulted in genuine vacations for members of both associations as well as a greatly increased attendance at the much-needed business meetings.

The details of arrangement, publicity and entertainment, are as usual in the hands of the Illinois Pharmaceutical Travelers' Association, and the latter are enthusiastic over the prospect of one of the biggest meetings ever held by the associations. They report that the Summer resort idea particularly appeals to the small town druggists who relish the idea of combining a genuine pleasure trip with the business of the convention.

#### Nevada State Ph.A.

At the adjourned meeting of the new Nevada State Pharmaceutical Association at Reno, in November, the temporary organization was perfected by the election of A. S. Olds, of Goldfield, as president; to serve till next November. C. E. Weck, of Reno, was elected vice-president, and H. J. Duncan, of Reno, secretary and treasurer. Committees were appointed to look after legislation, commercial interests, progress of pharmacy in the State papers, and meeting and entertainment. Lewis H. Zeh, secretary of the California State Board of Pharmacy, was a guest and gave a talk on organization and the purposes of such a body.

#### N.A.R.D. to Meet at Philadelphia.

The 1914 convention of the National Association of Retail Druggists will be held at Philadelphia, beginning August 24. It is expected that the attendance of delegates will exceed 1000, and the Philadelphia Association of Retail Druggists is already at work in perfecting plans for the entertainment of the body and its guests. The choice of Philadelphia was made by the executive committee of the National Association held recently at Chicago.



## N. P. S. Discusses Bichloride Problem.

*Coroner Feinberg Favors Triple Check on Poisonous Mercury Tablets.*

REGULATION of the sale of bichloride tablets, and the value of organization were the principal topics considered at a slimly attended but interesting meeting of the National Pharmaceutical Association, at the New York College of Pharmacy, on Dec. 15.

Coroner Feinberg, of the Borough of Manhattan, traced the growth of the use of bichloride of mercury as a disinfectant, and expressed himself in favor of a distinctive container, of a special color, holding tablets made of a peculiar and unmistakable shape and surface. The bottle should be of colored glass, so as to be readily distinguishable in the daytime, and should have a roughened surface, to insure protection in the dark. The word "poison" should not be put on the tablets with a rubber stamp, but should be heavily embossed. The tablets must be of such a shape that they will immediately suggest a difference from all other kinds of tablets. Wrapping the tablets in paper is of minor importance, and details as to shape and surface are of little moment, provided the above general principles are embodied. There is no advantage in having a distinctive container and wrapping, if the tablets themselves are not such as to call the attention of anyone who picks one up, to the fact that something unusual is in his hand. The form of container should be agreed upon by the manufacturers all over the country, and no patented containers or tablets should be used. Local propaganda is of no avail; the movement must be national in its scope, and should apply to all poisonous tablets containing mercury, such as the iodide and cyanide. A resolution was passed indorsing Dr. Feinberg's views.

Mr. A. L. Strouse, of the committee on labor laws, reported that the work of the organization in securing the enforcement of the State laws had the hearty indorsement of the State Labor Department. It was announced that a future meeting would be devoted to the consideration of the advisability of affiliating with the American Federation of Labor. Mr. Wm. J. McNulty, attorney for several labor organizations, thought that no professional standing would be lost by such a step. Sunday closing was also indorsed.

### BALTIMORE R.D.A.

**Sale of Bichloride, a Permanent Secretary, and Parcel Post Subjects Before This Body.**

BALTIMORE, Dec. 20.—Among the matters which occupied the attention of the Baltimore Retail Druggists' Association at its last meeting, an ordinance before the City Council, which aims to restrict the sale of bichloride of mercury, took, perhaps, the leading place. The ordinance was introduced some time ago by Councilman Heller and reflects the views of the marshal of police and other officials, who urge that the frequency of bichloride of mercury being mistaken for headache or other remedies and the recurrence of suicides by this means makes it desirable to surround the sale of the bichloride tablets with additional safeguards. Not only is the purchase to be made more difficult, but some special form of container is prescribed. The druggists, for their part, point out that many of the so-called mistakes are not mistakes at all, but attempts at suicide, encouraged and stimulated by the ill-advised publicity given to the subject in the daily papers, and that no special form of package or additional restrictions will avail, while the value of bichloride of mercury as an antiseptic makes it desirable that it shall be readily accessible to the public, the acts of misguided or morbid individuals being no argument for denying the people the benefits to be derived from the use of the tablets. It was announced that Councilman Heller would be present at the next meeting to explain his ordinance, and a special committee was also appointed to attend a hearing before the City Council some time in January, when the arguments of the pharmacists are to be presented. This committee includes John Kelly, J. W. Owings, of the Hynson, Westcott & Co.; John B. Thomas, of the Thomas & Thompson Company; M. S. Kahn, and Samuel Y. Harris.

The benefits of close affiliation of the Baltimore Association with the N.A.R.D. were pointed out by Mr. Kahn, who was a delegate at the last annual meeting of the N.A.R.D., and who explained what had been done by the organization to

advance the interests of the retailers. No formal action was taken.

The extra labor, especially before the holidays, incidental to the practical operation of the parcel post was dilated upon by druggists who have branch offices in their stores. This work, it was stated, had become very onerous, while the druggists were not getting any additional compensation. The suggestion was made and strongly urged that the postal authorities be appealed to for extra help, in order that the business of the druggists might not suffer.

The advisability of employing a paid secretary, who shall be at all times in a position to keep the members informed as to the state of legislation in Congress and elsewhere affecting their business, and who shall keep in close touch with other developments of interest to the profession, carrying on also the work of the association, will be discussed at the next meeting by Dr. Pritchard, secretary of the Pittsburgh association, and by Mr. Davis, of the Philadelphia organization. The suggestion has been made that the work of the Baltimore association has become so complicated and heavy that it can be looked after effectively only by a man who can give all of his time to it.

The following officers were re-elected: President, R. E. Lee Williamson, of Lee Williamson & Co.; 1st vice-president, John B. Thomas, of the Thomas & Thompson Company; 2d vice-president, J. A. Gerlach; 3d vice-president, Charles Morgan, of Morgan & Millard; corresponding secretary, Ephraim Bacon; recording secretary, Charles L. Meyer; treasurer, William M. Fouch.

### Chicago Drug Club's "Biggest Night."

"Everybody had a good time." Brother Kellett's slogan most aptly expresses the actual happenings at the Good Fellowship Night held by the Chicago Drug Club at the Hotel Bismarck, Dec. 15. More than 300 loyal members gathered around the festive board and joined in the spirit of the occasion which warms the innermost soul of men at the season of the year when brotherly "love" and "charity" bring cheer to the heart and fireside. Business was forgotten, and after a few appropriate remarks President Umenhofer wished the boys a Merry Xmas and a Happy New Year and turned the meeting over to Brother McCracken, who acted as toastmaster. Most nobly did Brother McCracken acquit himself, and in words that expressed good fellowship to all present he bid them welcome to the Chicago Drug Club. Brother "Tom" Potts, the thunderbolt of the N.A.R.D., responded to the request of the toastmaster and gave the boys one of his usual heart-to-heart talks on the manner in which he felt we should foster the feeling of comradeship in our organization. "Doc" Pritchard, after being complimented on being the handsomest man in the room, arose to his feet with a great deal of trepidation and added a few good stories and stunts in mimicry to the enjoyment of the evening. Among the many other members who made short but telling addresses, were Messrs. Kellett, Schwalbe, "Jim" Stevenson, "Matt" McAnneny and R. D. Keim, who led the boys in singing "O Tannenbaum!" After a lively cabaret show during which a splendid luncheon and liquid refreshments were served, Gus Hergert, our amiable chairman of the entertainment committee, who is making a record far ahead of his predecessors, played Santa Claus to the boys and everybody took home a souvenir for the "baby." Ten new members were added to the roster, and it is hoped that every one of the visitors present will shortly sign an application blank to become one of us. The year has been a prosperous one for the club, and as we ring out the old and ring in the new we look forward to brighter times, more good fellows in our ranks, and wish you all the compliments of the season.

### Perfumers, Soap and Extract Makers.

The annual meeting of the Perfumers, Soap and Extract Makers' Association was held at Chicago, Dec. 17, the second annual banquet and election being held at Volgensang's banquet hall. The following officers were elected: President, George F. Merrell, president of the Allen B. Wrisley Company; vice-president, Wood S. Rayburn, treasurer of the Raydith Perfume Co.; secretary and treasurer, Charles W. Brown; executive committee, the officers and John Blocki and Harry Bartole. A feature of the meeting was the presentation of a very handsome loving cup to John Blocki, the retiring president.

### N.P.S. Annual Ball and Bazaar Feb. 24.

The National Pharmaceutical Society will hold its annual ball and bazaar on Feb. 24 at the New Amsterdam Opera House.

### AMONG THE ASSOCIATIONS.

The Ohio Valley Druggists' Association held its annual election of officers at the Sinton Hotel, and the entire regular ticket was elected. About 200 votes were cast. The following officers were elected: Charles Harding, president; William C. Lakamp, 1st vice-president; George E. Smith, 2d vice-president; John M. Fallon, 3d vice-president; Fred S. Kotte, secretary; Otto E. Kistner, treasurer; Henry J. Dusterberg, John Weik and Otto Katz, members of the Board of Control of Hamilton county, for three-year term; E. L. Peick, member of the Board of Control of Kenton county, one year; Ferd Ott, member of the Board of Control of Campbell county, one-year term, and William Howe, member of the Board of Control for Butler county, one year. There were some very interesting talks given on the new Duffy law, which regulates the sale of opium and narcotics. Dr. Theodore Wetterstrom, secretary of the O.S.P.A., brought out the different features of the new law, explaining every detail. Edward Voss, Cincinnati member of the Ohio State Board of Pharmacy, also made an interesting talk. There were members present from Dayton, Hamilton, Middletown, Covington, Newport and Bellevue.

At a meeting of the executive committee of the Iowa State Ph.A. at Des Moines recently, the action of the State Board of Pharmacy against illegal sellers of cocaine and similar drugs was warmly indorsed. "The druggists of Iowa are against that sort of traffic as illegitimate," said President Miller and Secretary Falkenhainer. "The State board is right and the druggists are with it. Another thing in which we heartily indorse the board is insistence upon the observance of the law requiring a registered pharmacist in every drug store. A drug store without a registered man, capable of dispensing drugs with intelligence, is absurd. The board is right there, too." The executive committee made plans for the next annual meeting of the association at Burlington in June or July, 1914. Keokuk and Burlington druggists will co-operate for the entertainment of delegates and agents, and one feature of the meeting will be an excursion from Burlington to Keokuk to see the big dam. The executive committee has also arranged to keep an organizer in the field again this year. The State body now has 1500 members.

The November meeting of the Alumni Association of the Department of Pharmacy, Temple University, was devoted to advertising, a number of advertising managers addressing the gathering. Walter Lee Rosenberger, of Smith, Kline & French, spoke on "Advertising with the Co-operation of the Manufacturer"; Bruce Drysdale, of John Lucas & Co., Inc., explained the methods of advertising which have proven successful, and showed how retailers had taken advantage of National advertising campaigns. Prof. Herbert W. Hess, of the Wharton School of Finance, treated of the general principles of advertising as applied to the retail drug business. The general discussion which followed was opened by Prof. H. B. Morse, of the Pharmacy Department of Temple University.

The November meeting of Boston Chapter, No. 1, W.O.N. A.R.D., was held at the Hotel Vendome, and about 40 members heard Havrah W. C. Hubbard, of the Boston Opera House, describe in a most fascinating manner "The Tales of Hoffman." His interpretations were very enjoyable, and he was accompanied at times on the piano by Floyd M. Baxter. Mrs. James W. Cooper presided. At the social hour following, tea was poured by Mrs. William R. Acheson, Mrs. Frank Connelly, Mrs. William Connor and Mrs. Theodore J. Bradley. The servers were Mrs. E. H. LaPierre, Mrs. Leopold Bartell, Mrs. Truman Hayes and Miss Sallie LaPierre.

The St. Paul R.D.A. and the St. Paul Drug Club have been merged into one society to be known as the St. Paul Retail Druggists' Association. The active membership will be confined to master druggists, while associate members will be drawn from the clerks and traveling men. The following officers were elected: R. J. Messing, president; Ernest Otto, 1st vice-president; Frank W. Smetena, 2d vice-president; H. Martin Johnson, secretary, and W. St. Clair, treasurer. The executive committee is composed of W. Schoel, chairman; Herman Ritzke, C. A. Campbell, C. J. Heller and J. P. Jel'nek. News has been received by the Cincinnati Chapter of the

American Chemical Society, that the directors of the society in New York City have decided to hold the annual convention of the organization in the city of Cincinnati some time next April. The exact dates have not been selected, as yet. The local chapter, in conjunction with the Cincinnati Chamber of Commerce, made the effort to bring the convention to the Queen City. Preparations will be started at once to make the coming convention the most successful ever held.

Posture and balancing movements for the development of dormant brain cells were advocated by Mrs. Theodore Parsons in an address made to the Woman's Organization of the Chicago R.D.A. at their December meeting. The subject of the address was: "The Artistic and Scientific Training of the Body." Mrs. Miles Geringer sang, and Miss T. Filip read. The meeting was in charge of Mrs. B. A. C. Hoelzer, Mrs. A. E. Fechter and Mrs. C. D. Collins.

The Retail Drug Clerks of Boston held their first assembly and dance in St. James Hall in November, and the occasion drew an attendance of several hundred persons. The committee in charge consisted of William Stenzel, Albert Krause, Lester Clow, Albert J. Thompson, James F. Collins and Frank Sweeney. Thomas T. Foley was floor marshal, James F. Collins, floor director, and William H. Quirk and George Hegarty, assistants.

A pure drug exhibit will be a feature of the meeting of the Minnesota Pharmaceutical Association in February, at the Armory, Minneapolis. At the annual meeting of the Minneapolis Drug Club this plan was outlined, and considerable discussion of features of the meeting followed. These officers of the Drug Club were elected: President, Dr. Justin Brewer; vice-presidents, L. E. Schmidley, C. L. Kerr, H. J. Barnett; treasurer, C. S. Barrows; secretary, E. V. Clark.

At a recent meeting of the Bristol (Conn.) Druggists' Association Edward W. Merriman was elected secretary, to take the place of Frederick Calvin Norton, who had been secretary of the association since its organization in 1904. As he left the drug business in August he also left the association. Burton L. Bennett, of the Bennett-Bull Drug Co., is the president, and the association will hold a number of social meetings this Winter under his direction.

The Women's Club of the Allied Drug Trade of Chicago held its November meeting at the Hotel Sherman, with an address by John D. Shoop, superintendent of schools. Miss Florence Mattern, soprano, and Miss Lillian King, pianist, rendered a musical programme. Mrs. Gustav Frank was in charge of the arrangements.

Sidney R. Wrightington of the Boston Chamber of Commerce, was the speaker at the Fall meeting and dinner of the Boston Druggists' Association, at Young's Hotel. He took for his topic: "What the Chamber of Commerce Means to Boston." President F. L. Carter, Jr., presided, and there were 75 members present.

About 125 delegates attended the Fall meeting of the American Pharmaceutical Association at Minneapolis in November, with President Stewart Gamble in the chair. Among the speakers were P. L. Newcomb, Dean F. J. Wulling, C. H. Rogers and C. H. Huhn. Plans for the revision of drug standards were discussed.

The Southern Drug Club, made up of several hundred manufacturers, jobbers and representatives of drug and chemical houses, gave a banquet in Jacksonville prior to the opening of the session of the N.W.D.A. J. T. Doster, of Birmingham, Ala., is president, and John W. Dourr, of Montgomery, secretary.

The Montgomery County (Ohio) Pharmaceutical Association is defunct, following the resignation of the president and chairman of the executive committee, who were dominant factors in the organization. It was impossible, they said, to get the druggists to attend meetings.

Prof. F. N. Strickland addressed the December meeting of the Providence Alumni Chapter, Kappa Psi fraternity, of the Rhode Island College of Pharmacy and Allied Sciences. His subject was bacteriology and he explained the characteristics of the various types, etc.

The Springfield (Ill.) R.D.A. entertained the physicians of that city at a banquet—a "fellowship dinner"—at the St. Nicholas Hotel, Dec. 17. The speakers included Dr. Bernard Fantus, of Chicago, and Lee M. Pedigo.

At the November meeting of the Northwestern branch of the A.Ph.A. the Minneapolis R.D.A. members were guests of honor. The new anti-narcotic ordinance was the principal topic of discussion.

A special meeting of the Lucas County (Ohio) Branch of the Ohio Ph.A. was held in November at Toledo to discuss the new laws governing the sale of habit-forming drugs.

The St. Louis Branch, A.Ph.A., held its November meeting at the St. Louis College of Pharmacy, with a paper on "Pharmaceutical Advertising," by J. A. Wilkerson.

The November meeting of the Rock Island (Ill.) Druggists' Auxiliary was held at the home of Mrs. Harry Rowe, 41st street and 18th avenue, Rock Island.

At the recent election of the Ohio Valley Druggists' Association William H. Howe was elected a member of the Board of Control for Butler county.

The Elmira retail druggists have elected the following officers: President, J. P. Kelly; secretary, Tom Gerity; J. R. Spillane, treasurer.

Walter Bacon, of St. Clair, Mich., has been appointed a member of the executive board of the Ferris Pharmacy Alumni Association.

The Akron (Ohio) Drug Clerks' Association held a smoker in November with a sociable, cards and refreshments.

The Peoria Retail Druggists' Association held a banquet and social meeting in November.

## SCHOOLS AND COLLEGES

### University of Michigan School of Pharmacy.

The University dispensary service has already proved of great value to the students. Little aches and pains are no longer left until they become something serious, but are attended to at once, for the student figures that he has paid for the medical attention and so, why not receive it? The prescriptions are all filled by the School of Pharmacy free of charge. Two hundred were filled during the month of November. The beginning of the second semester the senior students will derive the benefit of this practical experience such as cannot usually be obtained outside the best prescription stores in the large cities.

Charles Dillon, who entered this Fall with advance credit from Albion, died Nov. 9, of tubercular spinal meningitis. During his short residence here he made many warm friends among students and faculty.

H. C. Eisenman, B.S. (Pharm.), '13, is in the chemical laboratory of the W. S. Merrell Co., of Cincinnati.

The Prescott Club was very fortunate in obtaining F. L. Shannon, B.S. (Pharm.), '10, Michigan State analyst, for their November meeting. The subject was "Fakes and Frauds." It was an illustrated talk, and of such general interest that more than 200 people attended.

Prof. A. F. Schlichting, B.S. (Pharm.), '12, was recently elected president of the Chemistry Club at the North Dakota Agricultural College.

Premananda Das, B.S. (Pharm.), '11, M.S. (Pharm.), '12, was married to Miss Subarna Prablia Dutta, Oct. 6, in Calcutta, India.

### Philadelphia College of Pharmacy.

The special lectures given this Fall and Winter at the Philadelphia College of Pharmacy have proved of special interest, the following having been presented recently:

On Nov. 24 W. A. Nightingale, of the United States Navy, spoke on "The Pharmacist in the Navy," dwelling upon the life of the sailor so that his hearers might be familiar with the conditions that meet a pharmacist when he enlists. He described fully the sailor's first aid to the injured, the medical treatment of the sick and the sanitary conditions of a battleship. His description of the Hospital Ship *Solace* and the work of the Hospital Corps was especially interesting. All of his descriptions were illustrated with a large number of colored lantern slides. For pharmacists desiring travel and adventure, the Navy offers unusual opportunities. First enlistment must be made as a hospital apprentice at \$27.50 per month, but from year to year and by re-enlistment, he may advance himself to the position of Hospital Steward, which pays from \$66 to \$120 per month. These salaries also include maintenance. Mr. Nightingale presented his subject very clearly, and his humorous expressions, acquired through nine years of naval service, made the lecture doubly interesting.

"The Cultivation of Medicinal Plants" was the subject of an interesting special lecture delivered by Fred A. Miller, of

Eli Lilly & Company, at the college, Dec. 1. Mr. Miller said the reason given for the cultivation of medicinal plants was the scarcity of crude material and the desire to improve the quality of the drugs. The chief difficulties encountered in this work are the successful propagation and the procuring of authentic seeds. Seeds are obtained from various sources, such as local collectors, Agricultural Experiment Stations, the waste and offal in large shipments of the crude drug, and also the large seed merchants. Weeds are the great evil in raising medicinal plants as well as in other agricultural fields. Between three and four years of experimental work have been done on digitalis, belladonna, hyoscyamus and cannabis indica. The experimental work consists in chiefly trying different fertilizers and soils and also hybridization. The results on the first three of these drugs have been very encouraging and real harvests are now in sight. Cannabis indica has also shown the possibility of successful cultivation. Mr. Miller showed a few slides of fields on which actual crops of these drugs were being successfully cultivated.

The fifth special lecture was given at the college Dec. 8 by Prof. W. A. Pearson, of the Smith, Kline & French Co.'s physiological laboratories. Professor Pearson introduced his subject, "The Physiological Testing of Drugs," by stating that in the future the cultivation of drugs would be the basis of manufacturing pharmaceuticals. He explained the mechanism of kymographs and string galvanometers, illustrating by means of lantern slides their mode of operation and the results obtained. After a brief review of the research work on digitalis, Professor Pearson pointed out the fallacy of attempting to chemically assay a drug with such a varied and complex composition. In speaking of the frog method for testing digitalis preparations, he commented on all the objections offered against this method but expressed his opinion that the recent adoption of a standard solution of strophanthin or ouabain for comparison of results eliminated these objections, especially because of the practicability of the method. The guinea-pig and cat methods were thoroughly explained, and in concluding his lecture, Professor Pearson showed the heart action of digitalis and strophanthus upon an anesthetized dog by means of the kymograph.

### University of Illinois School of Pharmacy.

The senior class has organized and elected officers as follows: President, Ralph Thompson; vice-president, T. Ewing; secretary, Harry Goldstine; treasurer, Miss Vavra; sergeant-at-arms, Philip Hildebrand.

Forrest O. Snyder, Ph.C., '13, has taken a position with Armour & Co. The demand for young men who have a knowledge of pharmaceutical chemistry is indicated by the fact that four of the pharmaceutical chemists and four of the graduates in pharmacy of this school are now employed with Armour & Co. Five of these alumni are employed in one department, of which Clemence Zimmerman, Ph.C., is assistant superintendent.

The 1913 convention of Kappa Psi Fraternity was held in Chicago, Nov. 26, 27, 28 and 29, with headquarters at LaSalle Hotel. The convention was given under the auspices of Chi Chapter (University of Illinois School of Pharmacy), Phi Chapter (Northwestern University School of Pharmacy) and the Chicago Alumni Chapter. A large attendance of delegates and visitors was present from the 40 chapters located throughout the country.

### Dept. of Pharmacy, University State of New Jersey.

The exterior as well as the interior of the University of the State of New Jersey, in Jersey City, have been reconstructed and remodeled within the last few months. The lecture room has been enlarged and four laboratories have been fully equipped with modern apparatus and appliances.

To celebrate this event, and to show the pharmacists and the friends of the institution the changes which have taken place, a reception was held at the college buildings, Oct. 31. The president of the university, James E. Pope, presided and spoke favorably of the transformation. The Hon. Henry Snyder, superintendent of the public schools of Jersey City, who has made a national reputation in the improvement of the school system, complimented the university on the improvements of the buildings as well as the laboratories and also the enlarged faculty.

David Strauss, president of the New Jersey State Board of Pharmacy, spoke on the value of a college education for pharmacists and impressed those present with the fact, that a

collegiate education would soon become a necessity in New Jersey.

Dr. I. S. Polak, former professor of hygiene in the Department of Pharmacy, complimented the institution on the great improvements in the buildings as well as in the faculty since the early days of the university.

Dr. Samson, a graduate of the college, presented a silver cup which is to be given to the graduate who makes the best examination in inorganic chemistry.

Prof. J. Leon Liscow donated a silk flag to the college.

Prof. J. J. G. Ross, of Eli Lilly & Co., delivered an educational and scientific lecture, showing the manufacture of pharmaceutical preparations in their laboratory. This lecture was illustrated with stereopticon slides and also moving pictures taken directly from the Lilly laboratories.

Reservations were solved after the reception and the buildings and laboratories, which were in full working order, were inspected by the visitors.

#### New Orleans College of Pharmacy Notes.

A change has been made this session in the method of conducting the examinations, and in the future monthly examinations will take the place of the preliminary exams.

The books of the session closed on Nov. 1, with an enrollment of 89. There are nine Cubans and one Costa Rican enrolled as pupils.

On Dec. 2 a lantern and moving-picture exhibition was given by Prof. Wright, showing the manufacture of pharmaceuticals in the laboratories of Eli Lilly & Co. The druggists of the city were invited to attend.

The students of the College of Pharmacy and the University proper are getting up a boat ride to take place the night of Jan. 9. They are looking forward with a great deal of interest to this affair and competition is very keen among them in the sale of tickets.

Both classes have held elections for respective officers.

#### College of Pharmacy, State University of Iowa.

I. H. Pierce, '12, has accepted a position on the instructional staff at the Washington Agricultural College at Pullman, Wash.

At the last meeting of the Mortar and Pestle Club Prof. Zada M. Cooper read a paper on "Personal Name Synonyms."

Christmas vacation began on the evening of Dec. 19, continuing until Jan. 5, when all classes will be resumed at noon.

At a meeting of the faculty of the College of Pharmacy on Dec. 4, a motion prevailed that they recommend to the president and Board of Education that beginning with September, 1915, entrance requirements be raised to high-school graduation.

#### University of Oklahoma School of Pharmacy.

The Christmas holidays were quite long this year, beginning Dec. 19, and ending Jan. 5. Nearly all of the out-of-town students took advantage of the opportunity to visit the folks at home.

A new typewriter is a recent acquisition in Dean Stocking's office. The dean has spent many anxious moments in trying to find the right key, and has just about decided to let the stenographer write his letters.

About 25 students, accompanied by Dean Stocking, visited the large wholesale establishment of Alexander Drug Co., at Oklahoma City recently. The boys were very cordially received and spent both a pleasant and profitable morning studying the wholesale side of drug life.

The faculty and the students of the School of Pharmacy were entertained through the courtesy of Messrs. Eli Lilly & Co., with a very interesting set of moving-picture views of the Lilly plant at the Empress Theater in Oklahoma City Dec. 20.

#### NEWS FROM SCHOOL AND COLLEGE.

The University of Saskatchewan has added a course in pharmacy, with lectures to begin Jan. 6 and close in April. This step is in accord with an agreement between the university and the pharmaceutical association. The university course is to prepare candidates for the final examinations required for the license to practice pharmacy. The association has agreed to exempt from their preliminary and final examinations all students who take the course in pharmacy at the university and who pass the final examinations there, provided that the course is approved by the pharmaceutical council and that the

examinations are equivalent to theirs. For the current session instruction in pharmacy and dispensing will be given by A. Campbell; in materia medica and prescriptions, by T. A. Rague; in chemistry, by Professor MacLaurin; in botany, by Professor Willing. The staff will consist of W. C. Murray, LL.D.; president, Geo. H. Ling, P.D.D.; R. D. MacLaurin, P.D.; professor of chemistry, Thos. N. Willing; professor of botany, A. Campbell; lecturer in pharmacy and dispensing, T. A. Rague; lecturer in materia medica and prescriptions, A. R. Weir, B.A., registrar. The subjects of the final examinations are pharmacy, dispensing, materia medica, prescriptions, chemistry and botany.

The Atlanta College of Pharmacy started the present session on Oct. 6 in its new home, especially modeled for its purposes, at 253-255 Courtland street. The institution not only has a building of its own, splendidly arranged for its purposes, but a large half-acre lot, practically in the business part of the city and very convenient to everything.

#### The Druggists' National Home.

AT a recent meeting of the trustees of the Druggists' National Home at Palmyra, Wis., it was decided that a fee of \$5 to join and \$1 a year be asked from every druggist, and that a general effort be made to induce druggists to become members of the Home association. A committee of three—of which J. J. Kearney, of Chicago, is the chairman—was appointed to bring about the financing of the Home, and to bring the matter before the National Wholesale Druggists' Association at the annual meeting of that body at Jacksonville, Fla., last month. Thanksgiving Day was appointed for a Thanksgiving donation from all the druggists of the country.

A number of changes were suggested in the regulations of the Home, notably that admission to its privileges be regulated by the age of the applicant and the time he had been in the drug business, so as to give the most deserving the first opportunity.

BUT—the Home needs money! Such an institution as this is planned to be, a real home for the aged and infirm druggist, requires constant support, a dependable source of income. Were there a sufficient number of wealthy druggists who could see the advisability of joining together to provide an endowment fund, the interest of which would serve to pay the bills for maintenance, etc., the plans of the trustees could be carried out in detail to the inestimable benefit of worn-out druggists in all sections of the country.

Apparently such an endowment from such a source is not possible, although there have been a number of very handsome donations from prominent firms. Hence the next and most natural step is to secure the support of the druggists of the country as a body.

If every druggist in the country would pay at one time the small sum of \$5 and every drug clerk the sum of \$1, the Home would be placed on a self-supporting, self-respecting basis. There should be no necessity for this constant appeal for funds to meet already contracted liabilities.

The Home is your institution—you are at liberty to visit it and utilize its decided advantages. It is not a money-making institution, but a haven for the men of our craft who have labored long and earnestly for the common weal. By supporting the Home you are doing your part not only to provide for those who have fallen by the wayside through age or illness or infirmity. To paraphrase a famous saying, "There but for the mercy of God lie I"—and no one of us knows when he may be glad to have such a veritable rest haven to which to turn.

The ERA from the first has appealed for the united support of the craft toward the complete fulfillment of the plans of the founders of this institution, and we are deeply in earnest when we repeat—in spirit if not in the same words—"No better use can be made of a \$5 bill by any druggist than its contribution to the trustees of the Druggists' National Home." It may not be bread upon the waters, for all will not be forced to turn for aid to this really philanthropic institution, but its return will be a hundredfold in happiness, comfort and renewed faith, in such beneficiaries as the bounty of the druggists of this country enables to enjoy freedom from worry, the best of care and real home comforts in one of the beauty spots of the Middle West.

Send that \$5 today, Superintendent Heimstreet will be delighted to acknowledge its receipt.

# BOARD EXAMINATIONS

## Arkansas.

LITTLE ROCK, Dec. 20.—At the recent meeting of the State Board of Pharmacy the following were successful in passing their examinations, 29 in all including one woman:

John Bruner, Nashville; John T. Puckett, Franklin; Wyatt Crawford, Benton; J. E. Turner, Hot Springs; A. B. Coger, St. Paul; W. C. Beldingfield, Pettigrew; A. O. P. Nickerson, Benton; W. C. Cruce, Monticello; A. J. Seeman, Little Rock; Henry Frick, Jr., Little Rock; Henry Stamper, Little Rock; John Parback, Little Rock; C. J. Walker, Little Rock; Jesse Herrod, Little Rock; F. C. Puch, Little Rock; G. C. Gilliam, Des Arc; H. W. Johnson, Hot Springs; W. B. Allen, Hot Springs; R. H. Verser, Scary; W. B. Walsh, Crossett; H. C. Overstreet, Argenta; Clarence Marsh, Prescott; W. F. Alexander, Dierks; W. A. Thomas, Eldorado; E. D. Gaughey, Hartford; R. E. Foster, Kansas City, Mo.; Miss Annabell Wilson, Wichita, Kan.; S. Y. Palmer, Shreveport, La.; W. O. Riggins, Vinson, La.

## Florida.

PALATKA, Dec. 20.—The Board of Pharmacy for the State of Florida will meet for the examination of applicants for registration as pharmacists in the Board of Health Building, Jacksonville, commencing at 9 a.m., Jan. 20, and continuing for two days. It is required that applicants be at least 18 years of age and that they present proof of four years' experience in the practice of pharmacy, time spent in a college of pharmacy to be credited as such. Applications must be filed in this office five days prior to the examination. Fee for examination, \$15.00.

## Illinois.

SPRINGFIELD, Dec. 5.—At the meeting of the Illinois State Board of Pharmacy, held in Chicago Nov. 18-20, 33 of the 93 candidates for registered pharmacist, 23 of the applicants for assistant pharmacist and one of the three candidates for local registration passed successful examinations. Their names follow:

Registered Pharmacists—David Baxter, Harold P. Dereby, Edwin B. Douglas, Joseph E. Dubsy, D. E. Finkelstein, Wm. Garside, V. M. Gaskins, Peter J. Gowens, John M. Hart, C. A. Halden, S. M. Kolar, Louis C. Kivitek, Wm. A. Lee, S. M. Mesiroff, Chester A. Milewski, Henry S. Mesirov, Clinton B. Painter, Leon R. Radomski, H. T. Schantz-Hansen, Albin J. Stritesky, Walter Swiecinski, Harry A. Taylor, Dvora Veselaja, Alexander Webster, E. R. Williams, Bernard Zak and Viktor Zucker, all of Chicago, and H. V. Cleveland, Grayslake; Leon H. Dewey, Madison, Wis.; J. J. Garrity, Spring Valley; Sophie C. Michels, El Paso; Guy L. Pulley, Marion; Reuben W. Walther, Peru.

Assistant Pharmacists—Frank J. Chmatal, Arthur A. Dahms, A. H. Erickson, Nicholas Engels, Chas. H. Grund, Jr., Earl P. Haney, L. E. Irvine, J. G. Jordan, J. J. Kaczkowski, Frank V. Kara, John Krizan, G. D. Lavieri, Henry C. Maynard, Anton Nessidall, Peter Patlogan, S. S. Petrulis, Michael Schwetz, Robt. B. Sherry, Adrian Ton, Lillian Voursanger, all of Chicago, and Warren B. McCabe, Rushville; Joe K. Oetzel, Danville; Albert Schreiner, Jr., Batavia.

Local Registered Pharmacist—Bertram J. Hooper, Lake Villa. The following passed the mid-month examination held at Springfield:

Registered Pharmacists—H. V. Cleveland, Gray's Lake; Leon H. Dewey, Madison; J. J. Garrity, Spring Valley; Sophie C. Michels, El Paso; Guy L. Pulley, Marion; Reuben W. Walther, Peru.

Assistant Pharmacists—Warren B. McCabe, Rushville; Joe K. Oetzel, Danville; Albert Schreiner, Jr., Batavia.

Local Registered Pharmacist—Bertram J. Hooper, Lake Villa. The next meeting of the board for the examination of applicants for registered pharmacist and assistant pharmacist will be held in Springfield on Jan. 20.

The next meeting of the board in Chicago for the examination of applicants for registered pharmacist will be held on March 10 and on March 12, 1914, for applicants for assistant pharmacist.

The next apprentice examinations throughout the State will be held on January 2.

## Iowa.

DES MOINES, Dec. 20.—Only 30 out of 92 who took the State pharmacy examination before the board succeeded. Those who got certificates as registered pharmacists were:

H. L. Platt, Anamosa; C. R. Machogan, Dyersville; Wilbur Cook, Sigourney; Charles Copeland, Lenox; J. W. Auld, Cedar Falls; J. M. Sturdivant, Cincinnati; Edward T. Sichel, Cedar Rapids; Karl Werner, Milton; Will Dreyer, Aplington; Herman King, Coin; S. S. Foster, Malvern; Adelbert Holt, Oskaloosa; James V. P. Moran, Le Mars; E. J. Bohninger, Des Moines; A. E. Engler, Dyersville; D. L. Arkwright, Seranton; Ernest Rosenthal, Decorah; M. C. McMurray, Janesville; Edward G. Herring, Waterloo; Homer P. Smelz, Glenwood; A. E. Schroeder, Dubuque; Roland A. Miller, Hancock; Earl Mady, Shelby; Jay M. Griffith, Des Moines; Roy Laughlin, Des Moines; Fred Darville, Des Moines; H. D. Irish, Des Moines; Emory Miller, Des Moines; Ernest W. Westphal, Olin; Lawrence McNamee, Sioux City.

## Kansas.

KANSAS CITY, Dec. 20.—The third quarterly meeting of the Kansas Board was held in Kansas City Nov. 12 and 13, at which time there were 51 applicants in attendance for the examinations. Of this number 19 were successful and received certificates as follows:

Marl M. Robbins, Fredonia; Montie Nelson, Lenora; Lida Horr, Frankfort; B. E. Taylor, McCune; Otto H. Munger, Athol; Lois Ellen Evans, Republic; Glenn S. Maddux, Onaga; Edward Govette, Elmore; Frank W. Ainsworth, Eureka; Roy S. Gillespie, Reserve;

Ray G. Samuel, Baldwin; Chas. W. Yoder, Haddam; Joe J. Gorman, Cawker City; Frederick A. Beyer, Kansas City; Geo. R. Belshaw, Jr., Seneca; Henry W. Dillard, Kansas City; Phillip C. Pfalzgröf, Kansas City; Joe L. Cherry, Liberal; George E. Coulter, Potter.

The next quarterly meeting of the board will be held in Wichita, Feb. 11 and 12, 1914, beginning at 9 a.m. Those desiring to take the examination should notify the secretary at least five days before the date of meeting.

## Louisiana.

NEW ORLEANS, Dec. 20.—Edward H. Walsdorf, secretary of the Louisiana State Board of Pharmacy, has compiled the results of the examination recently held at the Tulane University for certificates as registered pharmacists and qualified assistants.

There were 18 applicants. Dalph Donaway, of New Orleans, was awarded a certificate as registered pharmacist. Those awarded certificates as qualified assistants were George McDuff, of New Orleans, and B. B. Kennedy, of Pinola, Miss.

The various branches are under the direction of the following: Gus Seeman, chairman, pharmacy; Paul Eckels, materia medica; Peter Rupp, practical work; Frank J. Simon, chemistry.

## Massachusetts.

BOSTON, Dec. 20.—The following have successfully passed the examinations of the State Board of Registration in Pharmacy, and have been granted certificates as registered pharmacists:

Thomas H. Fox, Holyoke; Joseph C. Viera, New Bedford; Rudolph Bellefeuille, Fall River; Stuart B. Hawley, Boston; Maurice Penn, Lawrence; Charles Anastasia, Boston; Harry W. Baker, Albany, N. Y.; Frederic T. Browne, Jr., New Bedford; David J. Byrne, Mattapan; John J. Creeden, Malden; Frances P. Coddahu, Springfield; Cyrus D. Hakes, New York City; George Mazel, Lynn; Paul Mongeau, Indian Orchard; William J. McCannon, Wellesley; Abraham Troupin, Boston; George H. Hooper, Brookline; Walter J. Gilbride, Lowell; Zachary Zarsky, Boston; Louis H. Dubois, Lowell; Gilbert J. Healy, Wellington; Hermann T. Hemmen, South Boston; Harry Jaffe, Fitchburg; Harry I. Korobkin, Newtonville; Matthew Lang, Somerville; Clement M. Lussier, New Bedford.

Assistant's certificates have been granted to the following: Sylvia Gorshel, Chelsea; Edward M. Bartley, Whittinsville; Carlo Smiraglia, New York; Clarence A. Ahlquist, Lynn; Joseph H. Cooney, Boston; Ovide A. Dumas, Worcester; Albert E. Hunt, Holyoke; Miss Helen M. Rose, Quincy; Fred E. Therrien, New Bedford; Francesco Villari, Bridgeport, Conn.; Paul J. Worcester, West Somerville; Moses Berlant, Boston; Frank M. Gaffney, Leominster; Joseph A. Lamothe, Holyoke; William H. McDevitt, Salem; Temple A. Corson, New Bedford; James G. Elkind, Worcester; Simon Michaelson, East Boston; Walter L. O'Brien, Worcester; Humbert G. A. M. Rossi, Boston; Felix R. Scanlon, East Boston; Miss Minna Seimiger, Boston; Jacob Titiev, Brooklyn, N. Y.

## New York State Penalties.

The number of penalties paid the New York State Board during the month of November, also the character of violations, follows:

Adulterated and deficient prescriptions.....	2
Adulterated and deficient Pharmacopoeial products 2	2
Junior violation .....	1
Unlicensed dealers selling prohibited drugs.....	2
Label violation .....	1
Total .....	8 cases

## North Carolina.

RALEIGH, Dec. 20.—At a meeting of the North Carolina Board of Pharmacy at Raleigh, Nov. 18-19, for the examination of candidates to practice pharmacy, out of a class of 46, 38 whites and 8 colored, the following 15 were successful:

Brem Bonner, Hickory; Joe B. Haymore, Mt. Airy; Thos. E. Holding, Jr., Wake Forest; Edgar B. Mayberry, Charlotte; John A. Zeigler, Marshville; Lonnie W. Murphey, Raleigh; Guyton Hall, Asheville; Edgar T. Beddingfield, Raleigh; John F. Simpson, Raleigh; Carl W. Davis, Greensboro; Hector B. McPhaul, Lumberton; Clifton C. Munday, Statesville, N. C.; William M. Folkes, Rockingham; William B. Ramsey (colored), Greensboro; Detroit D. Johnson (colored), Raleigh.

The board agreed to add to their present examinations a branch in Practical Pharmacy to be inaugurated at their next meeting, which will be held on Tuesday, June 9. The board also decided to hold all of their meetings in the future at Raleigh, instead of holding the Summer meeting at the same place as the association.

## Pennsylvania.

PHILADELPHIA, Dec. 20.—At the examinations given by the State Pharmaceutical Examining Board in Pittsburgh and Philadelphia, on Nov. 7 and 8, 63 persons applied for registration as pharmacist. Thirty-three passed the examinations and 30 failed. Of the 153 applicants for qualified assistant pharmacist certificates, 110 were successful and 43 failed. The names of those successful were as follows:

Pharmacists—James C. Alexander, George L. McMillin and William H. Lysscomb, of Pittsburgh; Albert L. Kossler, Crafton; Harry J. Garvey, Charleroi; Walter W. Siegel, Erie; Charles R. George, Juniata; Michael Strozzi, Buffalo, N. Y.; George W. Carey, Harry E. Casey, M. Beatrice Comber, Arthur J. Durand, Alfred M. Evans, Leonora G. Fetters, Meyer S. Glaiser, Ralph A. Hurley, Aaron Lipschutz, Michael J. Mandarino, Pilibos Movsesian, Charles A. McBride, all of Philadelphia; Earle O. Bong and Alvin H. Kern, of Allentown; Howard J. Koch, Coopersburg; Agnes Duvoisin, Clifton Heights; Fanny Ferry, Freeland; Wilford G. Stauffer, New Holland; Lloyd P. Griesemer and C. Raymond Moyer, of Reading; Harold A. McKean, Ridley Park; John J. Bridgeman, Jr., West Chester; Marvin A. Shales, Wilkes-Barre; John F. Keppler, Williamsport; Jan S. Jorczak, Thorndike, Mass. Qualified Assistants—Arthur L. Baer, Ernest Davies, Lee A.

DeMason, George M. Gillen, Leo F. Jerome, James J. Klavon, William J. Kirsch, Theodore W. McDermott, John W. Kouzer, Howard A. Ward, all of Pittsburgh; William H. Seeds, Altoona; Elmer Bierwirth, Bellevue; Clyde T. Reed, Butler; Charles H. Lee, Charleroi; Leslie K. Davies, Cration; Martin Kovacs, S. Potter Brown, Jr., J. V. Stephenson, Jr., Greensburg; Harold Marsh, Irwin; Gus A. Bitner, Jeannette; Carl J. Dumeyer, Johnstown; Henry D. Primas, Lock No. 4; George A. Herd, Connellsville; John B. Torry, Cambridge Springs; Stanley A. Guskea, Monongahela; Edward H. Hoak, Elmer Thomas, McKeesport; Daniel Kovacs, McKees Rocks; Cecil Anthony, Natrona; Harry L. Miller, Washington; Glenn B. Hamilton, Fairmount, W. Va.; James A. Archibald, Wheeling, W. Va.; Leon H. Anthony, M. Lewis Agendick, Louis N. Braunstein, J. William Bright, Samuel M. Cuenkin, Benjamin Cohen, Parker B. Creep, William Eidelson, Isaac S. Gadoi, John H. Gralnick, Paul L. Hartnett, William Hendie, John W. Holloway, Abraham Hurwitz, Morris Kabacoff, Louis Kron, Matthew I. Lasley, Owen B. Law, Michael Meisel, George N. Netssy, Everett J. Roberts, John A. Rnphs, Harry M. Sagsay, Morris Senn, Robert J. Stewart, Charles F. Siegfried, Harvey A. Smeay, Edith Schofield, David L. Sabin, Walter Weidner and Joseph L. Wilder, all of Philadelphia; Vincent P. O'Neill, Ashland; Samuel A. Fretheway, Boyertown; Harold Schoonover, Carbondale; Fred L. Carn, Claysburg; Paul F. Houser and Harry W. Nudd, Chambersburg; Lester Y. Brendle and Raymond G. Groncy, Gettysville; John E. Collins, Conshohocken; Walter K. Escher, Dushore; Chalmers J. Durand, Easton; Alphus W. Kesser, East Berlin; Earl S. Gottschall, Eddystone; Laroy L. Penny-packer, Fort Washington; John A. Fissel, Gettysburg; Calvin E. Beil, Huntingdon; Joshua Israel, Lawndale; J. Walter Shaffer, William H. Snyder, Lebanon; Clark M. Miller, Lewistown; C. Paul Mallard, Lanerch; George W. Gerhard, Macungie; William A. Wallace, Charles Whitman, Middletown; Harry L. Guers, Pottsville; Daniel B. Nagel, Henry Mathias, Paul E. Rhoads and C. LeRoy Wall, Reading; Walter W. Rex, Slaton; Clayton H. Aloner, Shippensburg; George W. Samsel, Stroudsburg; Frank J. Reddon, Susquehanna; William M. Kemner, Tamaqua; Robert A. Levy, Trumbauersville; Gerald J. Ruddy and Martin Y. Smulyan, Wilkes-Barre; Isaac D. Kinley, Williamsport; Asher M. Hawk, Harold E. Werkheiser, Wind Gap; A. Hastings Fitzkee, Wrightsville; Louis J. Kleinfield, Alliance, N. J.; Lawrence G. Beisler, Hilton, N. J.; William J. E. Clymer, Phillipsburg, N. J.; Thomas A. Cramer, Point Pleasant, N. J.; Martin F. Carmody, Syracuse, N. Y.

The next examinations will be held in Harrisburg on March 14, 1914.

### South Carolina.

ORANGEBURG, Dec. 29.—At the November examinations of the State Board of Pharmacy, the following were successful:

J. Rhett Simmons, Chas. D. Miller, F. C. Duffie, H. E. Miller, John Hart Hardwicke, J. A. Gilberson, Charleston; B. F. Smith, Bowman; W. Clay Harper, Anderson; Jno. Gordon Howell, Sumter; W. C. F. Harris, Sumter; J. D. Irby Cross Anchor; John M. Hutchinson, Rock Hill; J. E. Watkins, Laurens; J. P. Sherard, Anderson; William LeRoy Rogers, Hemmingway; Edward W. Carroll, Columbia; William Wallace Wetsell, Spartanburg, white; and the following colored: George Washington Singleton, Spartanburg; Lemuel M. Dantzier, Orangeburg, and Fred Douglas Jones, Raleigh, N. C.

The next meeting of the board will be at Rock Hill on the third Wednesday in March, 1914, the board being required to meet every four months.

### NEWS OF THE BOARDS.

In its annual report to Governor Taylor, the New Jersey State Board of Pharmacy calls attention to the unusual spirit of unrest, rivalry and jealousy that is manifest among the druggists of New Jersey, pointing out that during the past year there have been an unusual number of complaints of alleged violations of law reported. All of these were investigated, but most of the cases seemed to be of temporary absences of the registered pharmacists in charge of the stores, or of owners who were registered being without registered clerks for a time. Of the eight prosecutions seven were successful. The report then continues: "There seemed to be a spirit of unrest among many pharmacists, where it was a loss of business, or a spirit of rivalry, or jealousy among competitors which has caused a wonderful amount of work for the board to get at the facts concerning complaints of procuring papers to attend the examinations by fraud or of furnishing false affidavits from employers as to time of apprenticeship. All of these charges were given a thorough and searching investigation, and in every instance the person making the complaint failed to furnish proof against any of the accused. The candidates this year have been, as a rule, of a high standing as to deportment while attending the examinations, but at the same time the board has been compelled to dismiss a number for conduct unbecoming gentlemen by violating the rules of the board." There are 3017 registered pharmacists and 139 registered assistants in New Jersey, making a total of 3176 in good standing. The receipts for the year were \$498.56 and the disbursements \$478.59. The balance turned over to the State Treasurer was \$219.97.

The closing meeting of the Washington State Board of Pharmacy was held at Spokane, Dec. 29-31. The board wishes to call attention to the provision of the pharmacy law which holds all proprietors of drug stores who are employing unregistered men equally guilty with the unregistered clerk, and that as rapidly as possible all such cases will be brought to court by the board. Former Secretary Lee, of the State Board, and now a member of that board, has retained counsel to fight the action of the State auditor, C. W. Clausen, in withholding his salary warrants. It is charged that the warrants are being withheld until a tangle is unravelled relative to alleged overpayments to the former secretary.

A banquet was given at the Lindell Hotel, Lincoln, Neb., recently by the members and ex-members of the Nebraska State

Board of Pharmacy in honor of the retiring president, Robert Lock, and Mrs. Lock, of Central City. After the banquet a theater party was given.

The Nebraska State Board of Pharmacy has organized as follows: President, D. J. Killen, Beatrice; vice-president, L. W. McConnell, McCook; 2d vice-president, S. E. Ewing, Creston; secretary, J. Earl Harper, Clearwater; treasurer, Orel Jones, Oconto.

Agents of the State Examining Board of Pennsylvania have been making a series of arrests in Lackawanna and Luzerne counties of drug clerks and proprietors charged with violating the Act of March 18, 1909, in selling poisons without a prescription.

At the recent meeting of the North Carolina State Board of Pharmacy, President H. S. Arrington, of Norfolk, and John E. Jackson, of Taswell, members of the Virginia State Board of Pharmacy, were guests of the Old North State Board.

Gov. Hall, of Louisiana, has appointed W. E. Allen, of Monroe; E. L. McClung, of Natchitoches; L. E. Carruth, of Kentwood, and E. H. Walsdorf, of New Orleans, to succeed themselves as members of the State Board of Pharmacy.

J. E. Justice, a prominent druggist of Clarksville, Tenn., has been appointed a member of the Tennessee State Board of Pharmacy. He will fill out the unexpired term of J. W. Head, which ends April 24, 1918.

Gov. Major, of Missouri, has made the following appointments to the State Board of Pharmacy: R. A. Doyle, of East Prairie, to succeed William Mittelbach, of Boonville. The term expires Aug. 16, 1918.

A special meeting of the Arizona Board of Pharmacy has been called for the second Monday in January at Douglas as which very important matters will be brought before the board.

## BOOKS REVIEWED

DICTIONARY OF PHARMACY. For students, teachers and examiners, etc. By George F. Payne, Ph.G., M.D., F.C.S. State chemist of Georgia for eight years, president and professor of pharmacy of the Atlanta College of Pharmacy, etc. 2d ed., 6x3/4 inches, 167 pages. Mor., \$2.50. Published by the author, Atlanta, Ga.

This is not a dictionary in the usually accepted sense, for no attention is given to the derivation or pronunciation of the pharmaceutical terms listed. More properly, the book is a "catechism of pharmacy," and this view is practically conceded by the author himself, who tells us on the title page that the text is "arranged in question and answer form for brevity and directness, and to impress students." Many educators concede that instruction imparted in catechetical form has a place in the training of the student, and more especially if he be required to look up the necessary data and formulate his own answers. In this book the topics are arranged alphabetically with matters relating to the same subjects grouped together, but not all of the answers to the questions, which number about 3000, seem to be well expressed, for what scientist would define "benzene" without other qualification as "C<sub>6</sub>H<sub>6</sub>. It forms a closed chain and is called the benzene ring. (It is the starting-point of many organic chemical compounds.)"? Or "protein" as "dead protoplasm"? Yet these answers, as quoted, appear on pages 26 and 34 of the book. Errors in proofreading are very numerous, most of them being inexcusable. According to the author, "the work is based on the American idea of short, clear explanations and definitions," but in our opinion not all of the definitions he has given conform to the basic idea thus expressed.

### SOLVENTS, OILS, GUMS, WAXES AND ALLIED SUBSTANCES.

By Frederic S. Hyde, Ph.B., formerly assistant chemist, Brooklyn Health Department, late assistant in analytical chemistry, Columbia University, etc. 5/4x8 1/4 inches, 176 pages. Cloth, \$2. New York, Van Nostrand Co.

According to the author, the notes incorporated in this monograph are intended for the use of factory chemists and others who may desire a short reference book on commercial organic products. The methods and tests outlined have been taken from many authoritative sources and are sufficiently complete to answer the purposes of the average industrial chemist. The pharmacist also will find much valuable information in the book, which is well worth a place in his library.

### Reprints, Proceedings and Reports Received.

From the Research Laboratory of Parke, Davis & Co., Detroit, Mich.: On Crystalline Kombé-Strophanthin, by D. H. Brauns, Ph.D., and O. E. Closson, Ph.B.

The Pompeian Co., Washington, D. C.: Seven Eventful Olive Oil Years.

The American Underwriter Magazine, New York: Sprinkler Protection for Factory Workmen.

Citizens Central National Bank of New York: Complete Schedules of the Tariff Act of 1913.



## Riker-Hegeman Reorganization Plans.

*Old Stock at \$100 Par Value Replaced by New Issue at \$5 Per Share in the "Corporation of Riker and Hegeman Stock," a Delaware Corporation.—Many Shares Traded in on the New York Curb.*

**G**EORGE J. WHELAN and his associates have at last put through the deal which has been pending for months past, and the Riker-Hegeman stores are now controlled by the United Cigar Stores interests. A new corporation has been formed under a Delaware charter, with an authorized capital of \$5,000,000 in common stock, of which \$3,700,000 will be issued, while the remainder, \$1,300,000, will remain in the treasury as treasury stock. It is expected that the rate of dividend will be increased to 10 per cent. per annum. The stock of the old Riker-Hegeman company will be reduced from \$100 a share to \$5 a share—that is, 20 shares of the new stock in the Corporation of Riker and Hegeman Stock (the new corporation) will be exchanged for one share of the old. The purpose of this reduction in share value is to promote public investment, and a more general distribution.

The capitalization of the Riker-Hegeman Co. is \$9,000,000, of which \$7,000,000 is in common stock, and \$2,000,000 preferred. In acquiring control of the Riker-Hegeman Co. common shares, Mr. Whelan bought from the company itself at par \$1,500,000 common stock, and of the \$7,000,000 outstanding the Whelan associates secured approximately \$3,700,000, thus giving him control of the corporation.

In his official statement in which Mr. Whelan announced the completion of the deal and the completion of his plans, he said:

"My associates and myself arranged to buy a majority of the common stock of the Riker & Hegeman Co., with no other purpose than to develop to the fullest extent of its possibilities what we believe to be an enterprise already profitable. The present annual gross sales of the drug company in its 93 stores is, according to our best information, about \$15,000,000.

"In embarking in the drug business, I am carrying out a plan long in contemplation by myself and by those who in association with me have brought the United Cigar Stores Co. up to its present position as a mercantile enterprise. The systematization of that business, especially from the auditing standpoint, was the feature that cost us most anxiety, and most money, in the early days of its career.

"Investigations several years ago satisfied us that the retail drug business as heretofore conducted, while yielding a handsome return on the investment, was without an organized auditing system that could be called upon at any hour of any day for reliable figures. We had developed by long experience and costly experiment a system ready-made, and this consideration, more than any other, directed our attention to the drug business.

"The Riker & Hegeman Co., we were convinced by investigation, had progressed along the right lines. So far as we have been able to discover, it is an economically, progressively managed business, well abreast of modern methods, and in the ablest hands.

"In those hands the drug business will undoubtedly be left, so far as its practical operation is concerned. The drug company will, as a first step in the contemplated change, come under an auditing system similar to that which has been developed and proved to be efficient by the United Cigar Stores Company.

"Under the plan of reorganization this new company will

issue shares of a par value of \$5 each, or at the rate of 20 shares of the stock of the new company, having a par value of \$5, for each share of the Riker & Hegeman Co., having a par value of \$100 each acquired by the new company.

"It is proposed that in the Riker & Hegeman directorate there shall be no one who is not actively engaged in the promotion of its business, as there is now no director of the United Cigar Stores Co. who is not actively engaged in its business. No element in the building up of the Cigar Stores Co. has contributed so much to its success as a firm adherence to this rule.

"At the top will be men who know the drug business and will be responsible to the stockholders and to the public for its management down to the smallest detail.

"In the drug stores the only monopoly we will strive to establish is a monopoly of good service such as for years the United Cigar Stores have sought to establish.

"In this relationship of business policies between the drug stores and the cigar stores, as well as in the advantages to follow the adoption by the drug company of a similar auditing system and a similar real estate system, we feel that the drug company will derive a benefit that will prove that what has been done is based on fundamental principles of good business, judged from the standpoint of the stockholder, the patron of the stores who buys over the counter and of the employee who, through loyalty and good work, helps to build up the success of the business."

## Featuring Confectionery in Drug Stores\*

By WILLIAM T. BELL.

**T**O my mind this department, which has become one of vital importance to the retail druggist, has been sadly neglected; and having had the privilege of representing one of the leading manufacturers of confectionery of New England, in the State of New York, I could not help but realize the golden opportunities which the retailer is letting slip through his fingers by not featuring confectionery.

Of course, most all retail stores carry confectionery, but carrying confectionery and featuring it are two distinctly different propositions.

Purchasing a bill of confectionery and packing it solidly into a case and waiting for customers to call for it, is one thing, while intelligently featuring the same is another.

### Large Expenditure Unnecessary.

It is not necessary to expend a lot of money in buying an expensive case of display confectionery, but let the retailer use the means to be found at hand; for instance, there is no better place, to my mind, for featuring confectionery, than by using the backbar of our soda fountains.

Have a stand of glass shelves and make a neat display of packages ranging in price from 10 cents to \$1. or even higher in price, depending upon the demands of your trade.

Then run sales every week of bulk goods, *i. e.*, purchase a barrel of kisses at 11 cents or 12 cents a pound, mark them 10 cents and put the barrel right in the window on its side, and scatter enough kisses to thoroughly cover the base of your window. This encourages the customer to believe that you are selling some candy and that if you are selling candy it must be fresh. The Fall is a good time to feature kisses, they keep well at that season.

A wrapped caramel is another piece of goods that I have

\*Paper read at the 1913 meeting of the Massachusetts Pharmaceutical Association.

found to be a good seller. You can buy assorted caramels at 29 cents a pound, mark them 29 cents, put 5 or 6 pans containing 6 pounds each in your window with a large sign, "40-cent caramels today 29 cents." Isn't it better to clean up a lot of 60 or 100 pounds of caramels and make 9 cents a pound than to put them in a tray and wait for customers to purchase them at 40 cents a pound?

Some stores run a 1-pound box of assorted chocolates on Saturdays for 29 cents, but I have not been successful with this particular proposition.

I carry a 29-cent chocolate mixture and supply it on demand, but my game has been to carry six or seven good numbers of one make, in 1-pound and  $\frac{1}{2}$ -pound boxes, ranging in price from 50 cents to \$1 for 1 pound and 20 cents to 40 cents for  $\frac{1}{2}$  pound.

By confining myself to six or seven numbers I can watch my stock better and the danger of furnishing a customer with stale goods is practically eliminated.

This suggests one feature of the confectionery game that I have had brought to my attention most forcibly, i.e., many druggists try to handle too many lines of goods, consequently some particular packages get passé and there is danger of losing a customer by furnishing him candy the vintage of which is uncertain.

During the Summer it is well to watch nut goods, such as montevideos and pecans, and eliminate them from packages and mixtures so far as is possible.

The location of one's store, also the class of trade one enjoys, is the key to the grades of confectionery one should carry. Every dealer has to experiment for himself and try out various propositions.

Some stores can handle fancy colored packages, while others can sell nothing but plain wrapped boxes; some can handle a large assortment of holiday packages, while others find they have most of their shipment of fancy boxes left over; and right here let me suggest, don't try to sell a box of candy with a Christmas card in it on the Fourth of July.

Immediately after a holiday dump your holiday packages into your trays and sell them for what you can get.

It is unwise to place filled boxes in a show window where sunlight or heat will reach them, as the coatings of chocolates contain a large percentage of cacao butter which the sun will melt and this will ruin your chocolates.

It is better to have your dealer furnish dummies to be used in window decoration, and even these should be protected from strong sunlight, because they will fade and become unfit for display.

By using the backbar of your soda fountain for a representative display of confectionery you can reach it easily—the customer can't help but see it, and as soon as a sale is made replace the sold package from cartons kept elsewhere.

This method keeps your stock moving.

There is nothing new in this paper—it is simply a few suggestions gathered while calling upon the trade, but since returning to the retail drug business I have put them into actual operation to my advantage. So if there is anything of value to any of you gentlemen in these few suggestions, I will feel that I have not wasted your time and mine by writing and reading this paper.

## Annual Report of U. S. Chemist.

From the annual report of Chief Chemist Carl L. Alsberg, which is a part of the Annual Reports of the Department of Agriculture, the following paragraphs of interest to the drug trade have been taken:

*Sherley Act.*—The work of the Bureau of Chemistry under the food and drugs act during the year was greatly stimulated by two important acts of Congress amending this law. The first, known as the Sherley amendment, enacted August 23, 1912, deals with medicines branded with false and fraudulent statements concerning their effect on disease. To make this act rapidly effective, as many chemists as could be spared were transferred during the Winter from food to drug work. These chemists, transferred to the laboratories in Washington, New York and Chicago, in a few months analyzed hundreds of these preparations. As a result of this work seizure of several of these preparations was recommended and the resulting cases were won by default. Even at this early date a vast improvement in the labeling of medicinal preparations has resulted. Such positive therapeutic claims as "a sure cure,"

"a reliable remedy," and the like are being replaced on the labels by less misleading expressions, such as "will be found beneficial in" or "will relieve many of the symptoms of." Claims that preparations are cures for such serious diseases as tuberculosis or cancer do not appear on the labels as often as formerly.

Through the Secretary of the Treasury it has been possible to apply the Sherley Act to nearly all importations of drugs, so that false and fraudulent labels should soon disappear from imported medicinal products.

*Physicians' Supplies.*—Special attention has been given to products of physicians' supply houses which do not pass through the usual trade channels of wholesale and retail drug houses and therefore escape the notice of inspectors. Many of these products were found to be adulterated or misbranded.

*Crude Drugs.*—Analyses have been made of a large number of samples of anise and fennel seeds and cubeb berries to set standards for the composition of the pure articles and to detect the admixture of inferior or exhausted seeds. A method was developed to distinguish the genuine Peru balsam from imitation and from mixtures. The analytical part of the investigation of the adulteration of pyrethrum, or insect powder, has been completed. Results of the investigation of oil of chenopodium show that ascaridole, the medicinally active constituent of wormseed oil on which the vermifuge properties of the oil depend, is a very unstable compound of the peroxid type. Its relations to other compounds have been elucidated, and a number of new and interesting substances prepared from it.

*Insecticides.*—An investigation has been made of the toxic effect on fruit trees of certain constituents used in insecticides, notably copper and arsenic. Apprehension has been entertained by some, especially the orchardists of the semiarid or irrigated districts of the West, that the continued use of the large amount of spray containing these substances might ultimately result in a serious accumulation in the soil and consequent injury of the tree through absorption of poison by the roots.

*Analytical Methods.*—Investigations of analytical methods of various kinds are always needed in conducting various lines of work. Among those recently studied are: Methods for the examination of asafetida; the detection of small quantities of strychnine in the presence of large quantities of quinine; the determination of moisture, arsenic, and lead; and the determination of tin in canned goods. Some of this work is done in co-operation with the Association of Official Agricultural Chemists. The method on which the leather and paper laboratory has worked in co-operation with the American Leather Chemists' Association for determining glucose in leather has been fully established in this laboratory and made the official method of the association. The contract laboratory has co-operated in a similar way with the American Society for Testing Materials and with the Bureau of Standards.

*Pharmacological Investigations.*—Information was obtained concerning the action of caffeine under a variety of conditions. Acute and chronic intoxications with salts of tin were studied and observations upon the action of tartrates were made.

### Ohio Insecticide License Fee Prohibitive.

According to a law passed by the Ohio Legislature last year any wholesale druggist who makes a pretense of supplying his customers with most of the insecticides and fungicides on the market will be forced to pay something like \$14,000 annually for the privilege. The law provides a license fee of \$20 for each variety of such bug and worm-killers carried, and as there are more than 700 such preparations on the market, the amount of the annual fee for a wholesaler would be prohibitive. The result has been a protest to the Governor by wholesale drug houses and a personal visit to the State Executive by a committee from the Ohio State Ph.A., headed by G. B. Kauffman, of the Kauffman-Lattimer Co., and J. D. Price, of the Orr, Brown & Price Co. The State Agricultural Commission, to whom the enforcement of the law is intrusted, have not as yet made any attempt to do so.

### National Drug Trade Conference.

A meeting of the executive committee of this conference will be held at the New Willard Hotel in Washington, Jan. 12, at 10 o'clock, a.m. The conference itself will convene at the same place Jan. 13, at 10 o'clock a.m. Each constituent association is entitled to three delegates.



## FROM THE BUSINESS FIELD.

More than 200 representatives of business houses from which the United Drug Co. buys its raw materials toured the company's plants in Boston last month, inspecting the manufacture of the Rexall remedies, candies, perfumes, etc. Luncheon was served at the Copley Square Hotel and there was a banquet at the same hostelry in the evening. One of the features of the banquet was the detailed history of the company as outlined by President Louis K. Liggett, who said in part: "You gentlemen may wonder why we ask you to be with us today and see what we are doing and tonight to hear how we have done it. With us tonight we have the officer of the firm from whom we buy corks for our bottles; the bottle manufacturer; the paper man from whom we buy paper for labels and wrappers, down to the firm from whom we buy wooden cases in which our goods are shipped. We have as guests the crude drug concerns, and every big business represented who sell us any class of material merchandise we use in our business. We even have the bankers from whom we buy money to help us finance the business. We term you our business friends. We have studied the needs of an up-to-date drug store and supplied them. We have analyzed the business of the retailer so that we could help him in his service to his customers, the buying public. We have tried to make him more money by making him a merchant and evolutionizing his store. We have been able to give him the fullest benefit because we have kept close to him, because we know him well and his possibilities. We are handling \$15,000,000 in turnover this year, and in a few years it will be nearer \$50,000,000."

J. A. Dew, until recently assistant State entomologist of Alabama, has resigned to take the position of demonstrator in citrus fruit insecticides, with the Van Antwerp Drug Corporation. A demonstration department is to be established in connection with the Van Antwerp Corporation, this firm having secured exclusive rights in a number of the Southern States for the manufacture and sale of Schnarr's insecticide. Mr. Dew will have charge of a bureau of information to be established by the corporation for the benefit of citrus fruit growers in Mobile and Baldwin counties, and his demonstration work will be confined largely to Southern Alabama.

The new Owl drug store, No. 5, at Kansas City, Mo., which is to be opened for business this month, is on the busiest corner of Kansas City. The drug company occupies the first floor and the basement, the ground floor space is 38 by 112 feet in the clear. The ceiling is 18 feet high, thus giving room for a large and airy mezzanine floor. The basement space is 55 by 124 feet, with a ceiling 12 feet high. It is all finished and decorated, and will be used as a salesroom, easy access being gained by a broad stairway. It is understood that the Owl Drug Co. rental in this new location—12th and Walnut streets—is \$30,000 a year.

The Buck & Rayner chain of drug stores, Chicago, controlled by Louis Eckstein, president; Stephen Hexter, vice-president; Charles T. Boynton and others, has leased the entire ground floor and basement of the new Bezak building, 1307-1309 Milwaukee avenue, just a few doors north of the Wieboldt department store. The same syndicate owns the leasehold at the southwest corner of State and Adams streets on which site Buck & Rayner expect to erect a 16-story building next year. The plans for this new structure are well under way.

The firm of John Wyeth & Brother, Inc., of Philadelphia, has been incorporated under the laws of the State of Illinois. The capital stock is \$4,000,000, of which \$50,000 is in the State of Illinois. This step was necessary, according to Harry C. Trumbower, secretary and treasurer of the company, to make it possible for the company to open a distributing station in that State. Preparations are being made by the concern to open similar stations in other States.

The Riker-Jaynes Co. opened its new store in Lewiston, Me., Dec. 19, with a beautiful sanitary soda fountain, humidors for the display and storage of cigars and tobacco, a modern brine ice-cream freezing apparatus, gas kettles, fruit-paring and crushing machines, etc. The store includes a sick-room supply department. The new store occupies all the street floor of the Lewiston *Journal* building except the corridor, and a similar space in the basement.

Joseph R. Methudy and associates have leased a store room in the corridor of the Pierce building, St. Louis, for a drug store. Methudy has a drug store at Russell and California avenues. The Pierce building is a 17-story building covering half of a block and connected with the Merchants' Exchange, which occupies the other half of the same block, and is opposite the Planters Hotel. This would seem to insure the corridor store success.

The wholesale chemical and drug business of C. H. Talcott & Co., of Hartford, Conn., has been incorporated under the name of the Talcott Company. Several old employees of the house have become stockholders and officers of the new company, and Frederick F. Small, who has bought an interest, is president and treasurer. The business is one of the oldest mercantile concerns in Hartford, having been established in 1851.

The officials of the Churchill Drug Co., of Cedar Rapids, Iowa, gave a complimentary banquet to its employees at the Commercial Club in that city recently. This company began business 11 years ago with a force of less than six men. There were 50 present at the banquet. The banquet was the culmination of a series of educational talks and tests Prof. Daniel Sloan has been carrying on in the interests of efficiency.

The Ganby-Walters Co. have gone to Jacksonville, Fla., to engage in the manufacture of proprietary medicines, extracts and pharmaceutical preparations. They will manufacture for the jobbing trade and will do business strictly with the jobbers. H. C. Schrader, one of the largest fruit shippers in that section of Florida, is president of the concern, and the management is in the hands of E. H. Anderson.

Eli Lilly & Co., Indianapolis, were hosts recently to 30 students of the pharmacy department of the University of Wisconsin, Madison. The students were entertained at luncheon at the company's plant, at a theater party, and finally at a banquet in the evening at the Claypool Hotel, where Charles J. Lynn, vice-president and general manager of the company, presided.

Growing and marketing of ginseng is to be undertaken by the Ladoga Ginseng Gardens, Ladoga, Ind., just organized and incorporated with a capital stock of \$6000. The growing of ginseng has been accomplished very successfully in some parts of Indiana. Those interested in the new project are George W. Anderson, R. A. Allison and Frank Quinley.

Woodall & Sheppard, druggists, of Charlotte, N. C., have announced their retirement from the drug business. They operate one of the finest stores in the State, but their lease expires Feb. 1, and so far they have been unable to secure a satisfactory location and have deemed it best to retire from business altogether.

The Cincinnati Economy Drug Co., wholesale drug house at Canal and Walnut streets, Cincinnati, have leased the building at 917-921 Main street to obtain larger quarters. The building consists of a basement, four floors containing 21,000 square feet, and it was ready for occupancy the middle of December.

The Sheffield Dentifrice Co. and the New England Collapsible Tube Co. have plans for a large addition to their factory which will replace their storehouse recently burned. It is understood that the work will be begun at New London in the Spring.

E. H. Rau, a well-known druggist at Wheeling, W. Va., will make extensive improvements to his large store early this year. The "new" pharmacy is to be fitted up with a 25-foot soda fountain of latest type and a 17-foot cigar case. Partitions are to be razed between two storerooms to provide increased space.

A wholesale drug business will be conducted at Evansville, Ind., by the Evansville Wholesale Drug Co., which has been organized and incorporated with \$25,000 capital. Those interested in the company are W. P. Woods, E. J. Laval and V. Alexander.

Ross, the druggist, at 9th and Vine streets, Cincinnati, for a quarter of a century, has closed a deal for the store at the southwest corner of 9th and Walnut streets, and occupied the new location last month.

Grant Hemphill, of Cincinnati, Ohio, and Frank Loring, of Rising Sun, Ind., have purchased the drug store of J. P. Hemphill, of Rising Sun. The new firm will be known as Loring & Hemphill.

The Mentholatum Co., headquarters of which are at Wichita, Kan., have occupied a new \$22,000 plant at Bridgeburg, Ontario, where this preparation will be manufactured.

## DRUG LAWS AND RULINGS

**Tennessee's New Anti-Narcotic Law.**—What is said to be the most stringent anti-narcotic law in the Union goes into effect in Tennessee on Jan. 1. It has been drafted to stop the indiscriminate sale of habit-forming and narcotic drugs and provides that no such drugs or their derivatives shall be sold except on the prescription of a reputable physician, and that the order must be filled on the day of its issuance. Druggists are also required to keep a record of all sales. A section of the law, which forbids druggists to keep on hand more than five ounces of morphine is attacked as unconstitutional. A section of the bill forbids the sale of medicines—except for external use—when they contain more than a specified amount of any narcotic; in the case of morphine one-fourth of a grain to the ounce (av.). In order to check the sale of morphine by itinerant peddlers the possession of any of the narcotics named or their derivatives is held *prima facie* evidence of the violation of the law.

**Sold Oil in a Fruit Jar.**—A Champaign (Ill.) druggist has paid a fine of \$10 for selling gasoline in an unlawful receptacle. He had filled a fruit jar for a boy. The law requires that all gasoline receptacles shall be labeled in red with letters not less than one-half inch in height.

**To Test Validity of the Sunday Law.**—The retail druggists of Selma, Ala. have employed counsel and will fight the State law which prohibits the sale of anything else than drugs on Sunday. The druggists are to keep open on Sunday, as usual, and will sell cigars, soda water, etc. They declare that they will refuse to sell medicine if forced to close.

**Druggists Allowed Minimum Amount of Alcohol.**—Gov. Cruce, of Oklahoma, has given instructions to a State bonded warehouse for the distribution of alcohol that no druggist shall be sold more than 10 gallons during a month, and not to exceed 100 gallons during any one year. The Governor is convinced that alcohol being sold by the State under the prohibition law for pharmaceutical and scientific uses is being employed in the manufacture of tinctures and other products that are intoxicating. Up till this ruling there has been no limit to the amount of alcohol a druggist could purchase.

**Sulphate of Iron Ruling Questioned.**—Representatives of the American Steel and Wire Co. have protested to the Iowa State Board of Pharmacy against a recent ruling of the board concerning sulphate of iron. The board notified lumber yards and hardware stores throughout the State that they must not sell this product, which is a by-product of the Steel company's business. As the board interprets the law no one but a pharmacist can sell sulphate of iron; while the steel corporation men declare that it is used extensively as a remedy, especially for hog cholera, and it is unjust to confine its sale to druggists.

**No More Liquor Sales on Sunday.**—Druggists of Kalamazoo have decided to sell no more liquor on Sunday. The action was taken voluntarily because of the large number of offenders appearing in court, and confessing that they obtained their liquor in drug stores.

**Illicit Stores Under Ban in Bay State.**—Under the new pharmacy law in Massachusetts any place at which drugs of any sort can be purchased comes under the jurisdiction of the State Board of Pharmacy, and a wholesale clean-out of "shady" places is anticipated this month.

**War on Drug Store Bars at Kansas City.**—Police Commissioner Reynolds, of Kansas City, Mo., has inaugurated a campaign for the enforcement of the law against drug stores selling intoxicants for other than medicinal purposes.

**New Drug Store Rules in Massachusetts.**—Under the new drug law in Massachusetts no store can be kept open for the transaction of a retail drug business unless it is registered with and has a permit issued by the State Board of Pharmacy; a fee of \$1 is required. In applying for store registration, the storekeeper is required to answer several questions. Among them are the location of the store, the name or title under which business is to be conducted, and the owner of the store. If the store is opened by an individual the name must be stated. In case of a partnership, the firm name must be given, the names of partners who are registered phar-

macists, and partners who are not registered, names of partners actively engaged in the business, the date when the partnership was formed and if there are unregistered partners, the date when each became partner. A statute enacted in 1908 provides that no unregistered partner shall be actively engaged in the drug business. The name of the registered owner or partner which appears on signs and labels must be included in the answers and the names of the clerks who are registered pharmacists, as well as the names of clerks who hold certificates as assistant registered pharmacists. The applications may be signed by an individual owner, or if partnership, by any registered partner, and must be sworn to before a justice of the peace.

**Life-long Registration for Pharmacists.**—The Ohio State Pharmaceutical Association has begun a State-wide campaign for a law providing that pharmacists be registered for life instead of for three years, as at present. Such a law would place them on the same plane as physicians in regard to registration, they assert. Hundreds of blank petitions have been mailed to every pharmacist in the State. These will be signed and returned to officers of the association, who will ask the general assembly to pass such a law. Members of the State pharmaceutical association who are active in the campaign are E. W. Harrington, Columbus, drug inspector; C. D. Keel and H. W. Cotner.

**Codeine Held Alkaloid of Opium.**—The Board of U. S. General Appraisers has handed down a decision that codeine is properly classified as an alkaloid of opium, thereby sustaining the action of the collector of the port of New York and overruling the protests of Merck & Company and Gustav Martin. Codeine pays duty under paragraph 43, tariff act of 1897, and paragraph 41, tariff act of 1909, as an alkaloid of opium whether manufactured from opium or synthetically from morphia. The same classification holds under the tariff act of 1913.

### N. Y. POLICE MAY SOLVE SUNDAY CLOSING.

**Business Men Complain to Commissioner Waldo Against Sale of General Merchandise on Sabbath.**

THAT the local authorities may solve the problem of Sunday closing now confronting the druggists of New York City was evinced by the recent reports that Police Commissioner Waldo had assured various business men that orders would be issued to drug companies confining them to the drug business on Sunday. The Commissioner has received a number of complaints against the sale on Sunday of general merchandise by drug stores. The complaining dealers argued that the competition was unfair and could not be met because they were obliged to keep their stores closed.

Alfred H. Cosden, vice-president of the Riker-Hegeman Company, and Joseph B. Greenhut, of the Greenhut-Siegel Company, are quoted on the situation, the former having asserted that "our Sunday business is now conducted at a loss and we would be glad to be permitted to close down entirely on Sunday. The stores are kept open on Sunday solely for the convenience of the public. We have received no intimation from Mr. Waldo that an attempt is to be made to restrict the character of the business we do on Sunday, although I have heard that complaints have been made to him on the subject."

Mr. Greenhut is quoted as saying:

"There is no question that drug stores ought to open on Sundays for the filling of prescriptions, selling of medicine or any other emergency necessity; but when it comes to selling everything else except wearing apparel it is unfair competition. We have no criticism to make of the drug stores selling everything they can through the week. But when it comes to continuing daily trade seven days and nights a week it is a far different matter.

"We also find no fault with the small drug store keepers of outlying sections who sell a few outside things like candies, because that is sometimes a convenience to their usual patrons. But when the large places become practically department stores seven days a week we feel that we are not getting a square deal.

"We have a large drug store with a prescription department and we might with just as much propriety as the regular drug stores keep the entire store open on Sundays so persons might enter the drug department. We do not feel that this would be right."

**LABEL LACKS ACETANILIDE STATEMENT.****Headache Tablets Contained Less Than Stated Quantity—Cottonseed Oil in Olive Oils.**

WASHINGTON, Dec. 20.—The Department of Agriculture has given public notice of judgments 2567 to 2626, imposed by the courts in cases brought by the United States involving violation of the Food and Drugs Act, most of them relating to misbranding or adulteration.

A fine of \$10 and costs was imposed upon Allaire, Woodward & Co. (Inc.), Peoria, Ill., for the shipment in interstate traffic of a quantity of headache tablets which were misbranded. The label read: "Headache Tablets Contains Acetanilide 3 grains. Never fail to help all kinds of headache. Relief prompt and pleasant. Produce no nausea . . . Directions for use: Dose one tablet, Repeat the dose once an hour until relieved. . . . Peoria Pharmacal Co., Peoria, Ill." Each tablet contained only 2.594 grains of acetanilide. Further, the quantity or proportion of acetanilide per ounce as required by Regulation No. 30 of the Rules and Regulations for the Enforcement of the Food and Drugs Act was not stated. The acetanilide declaration was in type smaller than 8 point (brevier) capitals, contrary to Regulation 17, paragraph c, of said rules and regulations.

Judgment of condemnation and forfeiture was entered against three barrels of so-called olive oil remaining unsold at Boston, Mass., and alleged to have been shipped by Natale Licata, New York, and transported in interstate traffic. Product was adulterated. It was labeled: "N. L.—78—New York—V. Cuilla, Boston, Mass." Cottonseed oil had been mixed and packed with product. It was ordered sold after label had been made to read: "Olive oil and cottonseed oil." The same adulterant was used to the extent of 60 per cent. in an olive oil shipment made by Louis Scianamea, New York. Court in this case suspended sentence.

A fine of \$100 was imposed against the above defendant for shipping so-called olive oil which was adulterated and misbranded, the adulterant being 62 per cent. of cottonseed oil. Product was labeled: "Olio Puro E Garantito di Fontanarosa Italy. Olio D'Olive Sopraffino Di Fontanarosa Avellino Italy. Mike De Feo Sole Agent for the U. S. of America. Schenectady, N. Y." It was an American product.

A fine of \$15 was imposed upon Stefano Crisafulli, Joseph Crisafulli, and Carmolo Arria, co-partners, doing business under the firm name of Crisafulli, Arria & Co., New York, for shipping "Prodotti-Italiana Pure Lucca Olive Oil Olio d'Olive Sublime Extra B. B. & Co. B. Bartolini & Co. Lucca, Toscana, Product of Italy. Pure Olive Oil for medicinal and table uses. Non plus ultra. We guarantee this Olive Oil to be absolutely pure under chemical analysis and of the finest quality. B. Bartolini & Co. Registered." It consisted of approximately 60 per cent. cottonseed oil, and was not an imported product.

**FAULTY INSECTICIDE LABELS INCUR FINES.****Some Products Lack in Essential Ingredients, Weigh Less Than as Stated, Contain Water, Etc.**

WASHINGTON, Dec. 20.—Public notice has been made of the judgments which are briefly abstracted in the following text, and which involve violation of the Insecticide Act of 1910:

A fine of \$200 was imposed on the James A. Blanchard Co., St. Joseph, Mich., for shipment into Nebraska of misbranded lead arsenate; for shipment into Iowa of misbranded Paris green; and for shipment into Iowa of lead arsenate which was adulterated and misbranded. The lead arsenate shipped into Nebraska bore a label which falsely stated that it contained 15 per cent. arsenic oxide. Despite label statement each package of Paris green contained less than one pound net. Label statement on third shipment falsely claimed soluble arsenic oxide less than 75/100 of 1 per cent.

The Blumaker-Frank Drug Co., of Portland, Ore., was fined \$100 for shipping misbranded "Whale Oil Soap," label on which product falsely stated "This soap is highly and universally esteemed as a destroyer of moths, worms, lice and all insects that infest plants, shrubs and trees, it also operates as a fertilizer to the plant or tree." The name and percentage of water, an inert substance which was present, was not stated, nor in lieu thereof were the names and percentage amounts of the active ingredients and the total percentage of the inert ingredient stated. Product was further misbranded because the label bore the statement, "Put up by Blumaker-Frank

Drug Company, Wholesale Importing and Manufacturing Druggists, Portland, Oregon," whereas the product was in fact put up by Fisher-Thorsen & Co., Portland.

A fine of \$50 was imposed on the Formacone Co., Newark, N. J., for shipment to Washington, D. C., of an article called "Sanoc," which was misbranded. Circular statement, which follows, was misleading:

"Sanoc is a powerful disinfectant, being superior to carbolic acid on account of being non-caustic, non-poisonous, and more economical. . . . One ounce of Sanoc to a gallon of water makes a powerful disinfectant and antiseptic and will destroy all germs and odors at once. . . ."

Water, and the percentage of this inert ingredient, were not stated, nor were the names and percentages of each ingredient having insecticidal or fungicidal properties and the total percentage of the inert ingredient stated on the label.

The Western Chemical Co., New York, was fined \$50 for shipping "The Great Western Bug Exterminator," which was misbranded in that label claimed product would kill or destroy roaches and that it was not poisonous and not inflammable. The two samples analyzed differed in composition, one being a carbolic preparation and poisonous. It would not kill or destroy roaches and consisted partially of water, this ingredient and these having active insecticidal properties not being mentioned. The other specimen contained nitrobenzene and a mineral oil and was poisonous and inflammable.

The C. G. Betts Co., Spokane, Wash., was fined \$25 and costs for the shipment of "Inlaid Lime-Sulphur Spray," which consisted partially of water, the name and percentage amount of which was not stated. The names of the ingredients having insecticidal or fungicidal properties were not given.

A fine of \$25 was imposed on the Hood River Spray Manufacturing Co., Oregon, for shipment into Washington of "Nigara Spray," which consisted partially of water and relative to which inert ingredient the required statement was not made.

J. C. Pierson, New York, was fined \$25 for shipment into Colorado of "Stott's Fir Tree Oil Soap." Misbranding was alleged because the product was manufactured by the Thompson Carbolic Soap Co. Further, because, contrary to label statement, it was not effective for killing San Jose scale or for killing aphids and all insects that infest plants. The statement on the label that it contained 85 per cent. of soap was also discovered to be untrue. Product also contained water.

William Branson, Bloomington, Ill., was fined \$25 for shipping to California an insecticide known as "Insectonos," which product, contrary to label claim, was not effective to exterminate red spiders. It was further misbranded in that the article consisted partially of charcoal, name and percentage of which inert ingredient was not stated, nor in lieu thereof were the names and percentage amounts of each ingredient having insecticidal and fungicidal properties and the total percentage of the inert ingredient stated on the label.

Peter, Thomas and Andrew Kerr, co-partners, doing business as Kerr, Gifford & Co., Portland, Ore., were fined \$25 for the shipment of "Hemingway's Pure Lead Arsenate," which was adulterated and misbranded. Contrary to label statement, the substance consisted of more than 50 per cent. water, less than 15 per cent. arsenic oxide, less than 32 per cent. lead oxide and each package contained less than "2 pounds net."

A fine of \$10 and costs was imposed on the Sherwin-Williams Co., of Kansas City, Mo., for shipment into Kansas of a quantity of Paris green, each package of which, contrary to label statement, contained less than one pound.

The Grasselli Chemical Co., of New Orleans, was fined \$10 and costs for shipping adulterated and misbranded arsenate of lead paste, adulterated because it contained more than the 50 per cent. water allowed by law and the excess water was not declared. Product was misbranded because the label misleadingly claimed a water content of not over 50 per cent., claimed 15 per cent. arsenic oxide, and claimed the contents of the package as one pound.

The Sanitas Co., New York City, was fined \$10 for shipping "Sanitas," which was misbranded. Contrary to label statement, product possessed only weak germicidal and disinfectant properties and did not generate oxygen. It was misbranded also because it consisted partially of water, and the proper label statements required were not made.

The Dr. David Roberts Veterinary Co., of Waukesha, Wis., was fined \$10 for shipping "Dr. David Roberts Disinfectant for Dipping Livestock. To Prevent Disease and Kill Para-

sites, the packages of which contained less than one gallon, as stated on the label. The claims that the product was invaluable for destroying mange and all parasites of live stock were not true.

William McCann, of Minneapolis, Minn., was fined \$10 for shipment of "Security Carbolyzed Disinfectant," which consisted partially of water, relative to which inert ingredient proper label statements were not made.

George E. Littlefield, Cambridge, Mass., trading as the Sterling Chemical Co., entered a plea of *non contedere* to an information alleging the shipment of a product called "Creolusol," which was misbranded in that the label misleadingly stated that it was non-poisonous and perfectly harmless to animals and the contents of the cans amounted to one quart. Product also consisted partially of water and the proper label statements were not made.

The defendant having entered a plea of *non vult*, the court suspended sentence in a case against William H. Rust, New Brunswick, N. J., charged with the shipment of a quantity of "Rusoline," which was misbranded. Each can, contrary to label statement, contained less than one quart.

A decree of condemnation, by default, was entered against five cases of lead arsenate labeled at Jacksonville, Fla. Packages were labeled: Hemingway's 1 lb. Net 1 lb. Net Pure Lead Arsenate; Hemingway's London Purple Co. Ltd., New York and London. Analysis: Arsenic Oxide, 15%, Lead Oxide, about 82%, Water, 50%. Soluble Arsenic under 1/2%. Hemingway's Lead Arsenate conforms to the requirements of official entomologists and agriculturists, and to the provisions of the Federal laws. Product was adulterated and misbranded because it contained more than 50 per cent. of water, and in that the content of the packages was less than one pound on a 50 per cent. water basis.

## Legal Tolerances for Commercial Druggists' Weights.

In the November Bulletin of the State Superintendent of Weights and Measures, F. Reichmann, Ph.D., appears this official table of tolerances for commercial druggists' weights, as follows:

Troy Ounces:	Tolerances	Weight	Tolerances	
12.....	4.00	Kilograms:	10.....	2000 mg.
10.....	4.00		5.....	1500
8.....	3.00		2.....	800
5.....	3.00		1.....	500
4.....	2.00	Grams:		
3.....	2.00	500.....	350	
2.....	2.00	200.....	200	
1.....	1.00	100.....	150	
Drachms:		50.....	100	
8.....	1.00	20.....	50	
6.....	1.00	10.....	40	
4.....	0.70	5.....	20	
3.....	0.60	2.....	15	
2.....	0.50	1.....	10	
1.....	0.30	Milligram:		
Scruples:		500.....	6	
3.....	0.30	200.....	6	
2.....	0.30	100.....	2.5	
1.....	0.15	50.....	2.0	
Grain:				
20.....	0.15			
15.....	0.15			
10.....	0.10			
5.....	0.08			
2.....	0.05			
1.....	0.03			

## PURE FOOD LAW 50 PER CENT. EFFICIENT.

### Education of Manufacturers Advocated Before National Civic Federation—Few Deliberate Frauds.

The National Civic Federation held its annual meeting at the Hotel Astor, Dec. 11 to 13. President James L. Wallis, of the National Association of Food and Dairy Officials, presented a paper in which he confessed the inefficient execution of the National Pure Food and Drugs Act and the State laws. He regarded them as only 50 per cent. efficient. This state of

affairs was due to ignorance. Educational methods should be employed. It did not suffice to inform the people of the frauds consummated by the manufacturer, the best work of education should be devoted to the manufacturer and dealer. Only 10 per cent. of the violations of the law were violations due to deliberate fraud. Ninety per cent. arose from ignorance and carelessness.

The speaker did not consider the penalties heavy enough to deter the manufacturers who deliberately defrauded the consumer. The object of all pure food and drug laws is to obtain, quickly, a perfection of supply. This end might be obtained soonest by educating manufacturers and dealers, most of whom are honest. Mr. Wallis also contended that there should be but one organization for all the health activities of the Federal government. The States should have similar organizations. Further, "the States should endow the Federal inspectors with State power and the State inspectors should be endowed with Federal powers, so that each might have the authority of the other, and there should be no sanctuary of safety for the adulterator. When a city or a State laboratory has work to do in a city where the Federal government has a laboratory, that work should be done in the Federal laboratory."

Other speakers were Dr. A. D. Melvin, of the Bureau of Animal Industry; Dr. Harvey W. Wiley, and Charles Wesley Dunn, author of Dunn's Pure Food Manual. Seth Low was re-elected president, and Samuel Gompers, vice-president, of the Federation.

## ESSENTIAL OIL FIRMS SEEK TARIFF RULING.

### From Temporary Organization With Christian Beilstein as Chairman—Oppose Sandalwood Duty.

In order to take concerted action toward securing a ruling from the Treasury Department officials on the interpretation of paragraph 49 of the Underwood-Simmons tariff act relating to perfumery and raw materials, the leading crude drug importers and manufacturers of essential oils recently met at the Drug and Chemical Club. Those present had learned that the custom officials at the port of New York proposed to assess a 20 per cent. duty on sandalwood. This product they considered not dutiable under the new tariff, sandalwood and orris root, crude drugs, not being dutiable under the provisions of the free list. They should therefore not be dutiable under paragraph 49 of the tariff act embracing perfumery raw materials.

Christian Beilstein, secretary of Dodge & Olcott, wholesale drug dealers, 87 Fulton street, was elected chairman of a temporary organization to take the matter in charge. An early ruling will be called for from the Treasury Department officials. It was shown at the initial meeting that sandalwood and orris root are put through a special process before they may be classified as perfumery raw materials. Fully 90 per cent. of the two products, it was stated, are used in the drug manufacturing business.

## BOARD OF HEALTH ADOPTS MERCURY LAW.

### New York Pharmacists Must Sell Only "Colored Tablets Individually Wrapped"—Glass Container.

By resolution, the local Department of Health, of which Dr. Ernst J. Lederle is the head, adopted the following amendment to the Sanitary Code, which is to be known as 67a, and will take effect March 1, 1914:

WHEREAS, Bichloride of mercury, otherwise corrosive sublimate, a poison, has frequently been taken by mistake and loss of life has resulted therefrom, therefore be it

*Resolved*, That the sanitary code be and the same is hereby amended by the adoption of an additional section to be known as section 67a, to take effect March 1, 1914, and to read as follows:

"67a. Bichloride of mercury, otherwise known as corrosive sublimate, shall not be held, kept, sold or offered for sale at retail in the dry form except in colored tablets individually wrapped, the wrapper to have the word 'POISON' in plain letters conspicuously placed, and dispensed in sealed containers of glass, conspicuously labeled with the word 'POISON' in red letters.

"This section does not apply to tablets containing 1/10 of a grain or less of bichloride of mercury."

**How Septorin Tablets Are Introduced.**

The Septorin Drug Co., Baltimore, a \$100,000 concern, is putting on the market a new internal antiseptic and laxative. The preparation is put up in 10-, 25- and 50-cent packages, and the equipment includes packages, cartons, counter display stand, etc. The newspaper advertising is done sectionally, and prior to its appearance every druggist in the territory in which

foreign commerce. The company had been putting out a high quality line of molded water bottles, syringes, ice caps, etc., under the name of "Crest." About a year after the line was issued it was learned that an Eastern concern, by right of prior usage, had pre-empted the name, although the name itself had not been registered. The Goodrich company at once issued the line under the name "Maximerit," but this conflicted with some other trade designation, and the word "Endure" was fixed upon. Again it was found that another firm had prior rights, although the name was not registered. The initials "B.F.G." of the company have now been taken as a final choice. The "B.F.G." will appear in monogram form on medallion and label on all the goods of this line, which is claimed to be unusually excellent in quality, of attractive appearance, leakproof construction, and "wears like leather" in service.

**A New Package and An Old Friend.**

The old-time charcoal wagon, which appears on the label of the handsome metal box in which Murray's Charcoal Tablets are now sold, is the only thing old-fashioned about the tablets unless it is their high quality. The new-style package protects the tablet from moisture and impurities, and economical methods of manufacture enable the proprietor to give a much larger package than previously sold at retail for 25 cents.

To meet the demand for a 10-cent article a smaller package is now put up in the same style, containing about one-third the quantity of the larger size.

Every druggist knows the value of charcoal in various digestive troubles—for many years nothing but powdered charcoal, which is not soluble in water, untidy and difficult to swallow, could be had, but the introduction of Murray's Charcoal Tablets by A. J. Ditman, druggist, New York, solved the problem and the public appreciated their convenience.



the advertisements appeared was sent by parcel post a metal display stand containing half a dozen small-size packages of the tablets. These were sent with the compliments of the makers, and insured distribution in every drug store in the territory mentioned. When the advertising began in this Eastern territory every retail druggist had the stand—a cut of which appears herewith—on his counter, and the amount of the sales was very gratifying to both the druggists and the manufacturers.

**Endorsement of the Mulford Products.**

An emphatic endorsement of the competence and skill shown by the H. K. Mulford Co., and the products of their manufacture, is furnished by the report of Dr. W. A. Puckner, director of the chemical laboratory of the American Medical Association, published in the *Journal of the A.M.A.* of Sept. 13, 1913. This report covers an investigation of a number of products furnished by 20 different manufacturers, an attempt being made to summarize and classify the results in various ways. The preparations examined consisted of such pharmaceuticals as hypodermic tablets of morphine sulphate, tablets of potassium iodide, solution of potassium arsenite, fluid-extracts of hydrastis, digitalis, etc., the standard of those named, with the exception of fluidextract of digitalis, being definitely fixed either by the Pharmacopoeia or the manufacturer's claim. The digitalis samples were examined for Dr. Puckner by Dr. R. A. Hatcher with the result, that of the 19 fluidextracts under investigation, the fluidextract of digitalis of the H. K. Mulford Co. fully represented a digitalis of good quality, and that the next in value only possessed 65.8 per cent. of the strength of the Mulford preparation. The other 18 fluidextracts of digitalis ranged from 65.8 per cent. down to a minimum of 29.25 per cent. The fact that the Mulford preparation attained first place in this examination is evidence that this company is doing its best to furnish standard pharmaceuticals.

**The B. F. Goodrich Co. and Trade-marks.**

The B. F. Goodrich Co., makers of rubber goods of every description, are advocating—as a result of recent experiences—compulsory registration of all trade-marks used in interstate or

**Lilly Gets the New Lloyd Reagent.**

Eli Lilly & Co. have acquired the sole privilege of making and marketing the alkaloidal reagent known as "Lloyd's Reagent," a form of hydrous aluminum silicate perfected by John Uri Lloyd, of Cincinnati. They have also acquired the right to manufacture all commercial products, medicinal or otherwise, in which the trade-mark term "Alcresta" is used. As the reagent has become commonly known as "Lloyd's Reagent," that term in connection with the scientific name "Hydrous Aluminum Silicate" will be hereafter accepted as the name of the reagent itself, which will be so labeled, "Alcresta" being the trade-mark term. At the October meeting of the Chicago Branch, A.Ph.A., the principal topic of discussion was "alcresta." Prof. A. H. Clark demonstrating its properties. An extended report of the demonstration and ensuing discussion appeared on page 611 of the December ERA.

**New Preparations from Wilford Hall Laboratories.**

According to Adolph Bakst, general representative of Wilford Hall Laboratories, who has just returned from a trip to the Pacific Coast, and New York manager A. H. Highie, business is good in both sections, while the Coast expects a boom within the next two years. The Wilford Hall Laboratories have recently placed on the market two new preparations, the Tak-a-way Headache Bandage which by mere outward application is claimed to do the work of depressing remedies; and the "Little First Aid Packet," a miniature surgical dressing for cuts which takes the place of the old-fashioned court plaster.

**Prevention of Bichloride Poisoning.**

The Wm. S. Merrell Chemical Company has introduced an antiseptic to take the place of bichloride of mercury tablets. This Antiseptic Leaf consists of a thick, bibulous paper, in

which has been used for some time of the lende mixture as is contained in these leaves added to a pint of water. This form of product is so safe that there is no danger of its being mistaken for a poisonous substance and the body being in use of a medicinal material should be eaten, even if the attempt were made. Antisepsis leaves are put up in convenient packages of 25—wrapped in self-sealing water-proof paper and packed in a carton with complete label and directions for making a solution of various strengths. They are sold at the usual Merrell discount.

#### Nifty-Nibbs, a Real Candy Cathartic.

The advertisement of the Therapeutic Specialty Co., makers of Nifty-Nibbs, in this issue is a striking example of trade journal publicity and in keeping with the sales campaign now being carried on by this concern. A chocolate-covered confection, each cream containing a teaspoonful of pure castor oil, the best-known laxative, Nifty-Nibbs neither taste nor smell of the oil, thus making them particularly effective with children. This preparation is sold so that the druggist makes 75 cents profit on an investment of \$120, and a handsome 12-package counter display case minimizes the salesmanship required to make Nifty-Nibbs a "quick-seller." See advertisement and coupon for further details.

#### "1914 Model" Guarantee Iceless Fountains.

Beauty and durability have been successfully combined in the 1914 model of the Guarantee Iceless soda fountain, which is announced through their distributors. These makers were among the first to appreciate the desirability of stainless, non-absorbent opal glass in such construction, and have utilized this material to striking advantage in their new "Crystal King" outfit, in which the pure white stainless opal is combined with heavy German silver, silver oak, and just enough color in the electric light fixtures, art glass, verde marble and pillars to give the apparatus "life." Prospective soda-fountain purchasers are invited to send their names to the Fountain Specialty Co. for use on the new mailing lists.

#### "Clearance Sales" Without Cutting Prices.

The Brenard Mfg. Co. are advertising elsewhere in this issue a business-getting method which is strongly endorsed by a number of users, two drug companies being quoted in their advertisement. By the use of their plan they claim it is possible for a druggist to hold the largest clearance sale in his history without reducing his regular prices one cent. This system goes to but one druggist in a community, and all interested are requested to either write or telegraph at once, as the Brenard Co. will close the deal with the first merchant who wishes it in any city or town. See their advertisement for further details.

#### Big Offer in Cold Tablets.

At this season of the year particularly druggists are making money by pushing cold tablets, either under their own name or some special preparation. There is always satisfaction in being able to push a good cold tablet with your own name on the label, and there is usually more money return than from handling a proprietary preparation. Druggists interested in this specialty are requested to write to D. C. Leo & Co., whose advertisement appears elsewhere, for samples and for their "big offer" on Formula D. cold tablets, mentioning the ERA.

#### Ten-Cent Tablets of Good Bond Paper.

The Western Tablet Co. are offering elsewhere in this issue a line of 10-cent tablets of Hammermill bond, a widely advertised writing paper, with envelopes to match, and are making a special introductory offer to dealers of a neat carton containing a special assortment of tablets and envelopes, together with window cards, counter signs, 500 advertising circulars and a book of 500 selling ideas. This is called the "Show Me 50% Profit Assortment" because it gives the dealer \$6.80 return on an \$8 investment. See their advertisement for further details.

#### Distinction in Store Fixtures.

The Wilmarth line of store fixtures, made by the Wilmarth Show Case Co. of Grand Rapids, Mich., is well known to druggists the country over as uniting utility with taste and the most useful and individuality which make a store dis-

tinctive. Druggists needing store equipment (or who may be thinking of such improvements) are requested to write this company for literature on drug-store fixtures. They are built for druggists wishing the "best possible" and not the "least investment."

#### Now the Smith-Faus Drug Co.

The name of the Smith-Bailey Drug Co., wholesale druggists of Salt Lake City, Utah, has been changed to the Smith-Faus Drug Co., the officers of the new company, as well as the stockholders, remaining unchanged, as follows: President, E. C. Smith; vice-president and manager, C. A. Faus; Paul Franke, secretary; L. M. Smith, director, and H. S. Highett, treasurer. Mr. Faus succeeded Mr. Bailey in the firm about three years ago, but for business reasons no change was made in the style of the firm at that time.

#### Customers' Personal Letter Plan.

The Bauer Chemical Co., handlers of Sanatogen, the "food-tonic," are utilizing in connection with their sales campaign a series of sales helps for the benefit of the druggists handling this preparation. These are planned to connect the retail store with this company's general advertising. Druggists handling Sanatogen, or intending to do so, are requested to write for a complete display, prepaid, and also for the "Customers' Personal Letter Plan."

#### Guilbert Winchell New Liquid Manager at Boston.

One of the best liked young men in the local soda-fountain field, Guilbert Winchell, was recently made manager of the Liquid Carbonic Company's Boston branch, 136 Broadway, Cambridge, Mass. Mr. Winchell has had considerable experience as salesman, office manager and sales manager in the company's New York branch and is well equipped for his new position.

#### New Quarters for Canadian H. W. Johns-Manville Company, Ltd.

The Toronto branch of the Canadian H. W. Johns-Manville Co., Ltd., announces its removal to more spacious quarters at No. 19 Front street, East. This new store and warehouse has a floor area of approximately 35,000 sq. ft. and is situated in the heart of the wholesale district.

#### Calendars and Educational Charts.

The druggist who wishes a maximum of advertising return from calendars is invited by the Grand Rapids Stationery Co. to get in touch with them in regard to their calendar and educational chart which they term "one of the most important factors in advertising today." In writing for sample and prices please mention the ERA.

#### Price List for Phenalgin.

A new advertisement appearing in this issue is that of the Etna Chemical Co., featuring Phenalgin, a "dependable analgesic." This advertisement gives the price in powder, 2½ and 5-grain tablets and 5-grain pink-top capsules. For trade discounts, etc., write the manufacturers.

#### BUSINESS TROUBLES.

Albert C. Richards, Bowling Green, Ohio; voluntary petition; debts, \$5229.96; assets, \$4014.02. (Modern Drug Store.) A. F. Miller, druggist, Coalmont, Ind.; receiver appointed. James & Nelson, Jackson, Tenn.; liabilities, about \$6000; assets between \$2000 and \$3000.

Charles B. George, Lawrence, Ind.; voluntary petition; liabilities, \$3537.45; assets, \$3123.50.

W. E. Green, Northampton, Mass.; creditors' petition.

William M. DeLay, Dugger, Ind.; liabilities, \$3583.43; assets, \$2391.86.

Halden & Floyd, Waterloo, Iowa; receiver appointed. (Two stores.)

J. D. Magee Drug Co., Abilene, Texas; liabilities \$78,151.78; assets, \$79,274.04.

Higginson Drug Co., Wichita, Kan.; store and stock sold by receiver.

Mickelson-Shapiro Co., vermin poison manufacturers; receiver appointed. Firm in business in Minneapolis.

Bartlett J. Smith, druggist, 1960 Seventh avenue, New York; receiver appointed.

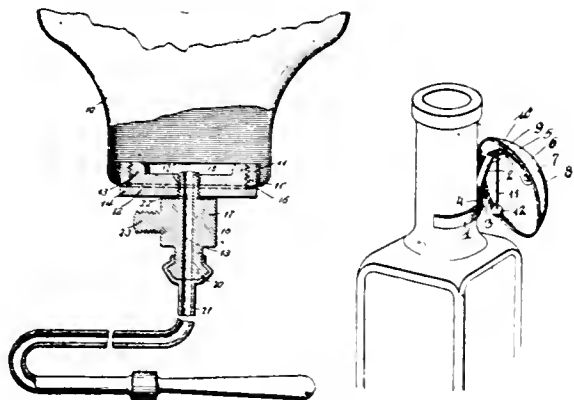
C. L. Nixon, Tchula, Miss.; voluntary petition.

# PATENTS AND TRADE MARKS

## POISON BOTTLE.

### New Attachment Planned to Prevent Accidental Poisoning Through Careless Selection of Container.

THE recent agitation, following a number of deaths due to accidental poisoning, has suggested to various inventors the desirability of containers for poisons that would serve to call the attention of dispensers and consumers to the character of the toxic substances they were handling. A new device of this character, the invention of Axel L. Larsen, St.



1.079.203      1.080.464

Paul, Minn. (Patent No. 1,080,464), is an alarm for poison bottles comprising an elastic attaching member, an arm secured to and extending from the attaching member, a bell secured to one terminal of the arm, a rubber element depending from the arm and located within the bell, and a metallic sounding object carried by said element. When the bottle is opened, an alarm is sounded on the bell.

## Soluble Capsule for Medicine.

A novel feature is presented in a capsule for medicine, the invention of Montague Pollock, New York, N. Y. (Patent No. 1,079,438).



1.079.438

The capsule, which is soluble, consists of two parts, one part telescoping over a portion of the other, and having interengaging notches in the parts whereby the parts are not permitted to separate when once the capsule has been assembled. A reproduction of the capsule is shown in the accompanying illustration.

## Combination Ice Bag, Water Bottle and Fountain Syringe.

Charles J. Barrenpohl, of New York, has devised a combination apparatus which can be utilized for any of the purposes named in the above title (Patent No. 1,079,203). It consists of the combination of a container having a mouth fitted with a screw-threaded collar and closure means therefor, the closure including a cap screw threaded into the collar and having an opening therethrough and a plug having a plurality of shanks adapted to co-operate in said cap, opening with the plug on either the inside or outside of said cap. One of the shanks is solid, while the other is provided with a central bore, the latter also including a nipple on the side opposite the shank having the bore and through which the bore extends.

## PATENTS.

### Granted November 18, 1913.

- 1,078,667—Amos Calleson, assignor to Benjamin Adriaance, Brooklyn, N. Y. Bottle sealing machine.
- 1,078,691—Frank G. Perkins, deceased, Lansdale, Pa. et al, assignor to Perkins Glue Co. Vegetable glue.
- 1,078,723—Frank Dodge, assignor to Frederic R. Sawyer, Malden, Mass., and Arthur E. Coffin, Newton, Mass. Labeling machine.
- 1,078,737—John Letera, Tuolumne, Cal. Non-refillable bottle.
- 1,078,893—Charles Francis Allen, New Brighton, N. Y. Process of producing tannin and the product.
- 1,079,074—William B. Thompson, Chicago, Ill. Bottle closure or seal.
- 1,079,158—Richard C. Beatty, Buffalo, N. Y. Display device for bottles and analogous articles.
- 1,079,192—Charles N. Sowden, Guantanamo, Cuba. Bottle holder.
- 1,079,203—Charles J. Barrenpohl, New York. Combined ice bag, water bottle and fountain syringe.
- 1,079,238—Charles Hammer, assignor to American Metal Cap Co., Brooklyn, N. Y. Bottle cap or seal.
- 1,079,246—Josef Houben, assignor to The Firm of J. D. Riedel Aktiengesellschaft, Berlin-Britz, Germany. Process for the manufacture of nitroso derivatives of phenyl-glycin-ortho-carboxylic acid.
- 1,079,295—Joseph V. Irenius and Clayton B. Weaver, Newark, N. J. Bottle handling mechanism.

### Granted November 25, 1913.

- 1,079,387—William J. Beisel, Brooklyn, N. Y. Non-refillable bottle.
- 1,079,403—Louis J. Crecelius, assignor to Charles A. Thompson, St. Louis, Mo. Refillable bottle.
- 1,079,438—Montague Pollock, New York. Capsule for medicine.
- 1,079,527—Edward Moore Wallace, New Orleans, La. Bag closure and carrier.
- 1,079,541—Emil Collet, assignor to Norsk Hydro-Elektrisk Kvaelfabriksselskab, Christiania, Norway.
- 1,079,618—John H. Trayner, assignor to Elma Mfg. Co., Groton, Mass. Toothbrush holder.
- 1,079,693—Alex. B. Davis, assignor to Eli Lilly & Co., Indianapolis, Ind. Mercury compounds and processes of producing same.
- 1,079,705—Faustin Hlavati, Vienna, Austria-Hungary. Process for synthetically preparing ammonia and other compounds containing nitrogen and hydrogen.
- 1,079,916—August Jonas and Eduard Tschunker, assignors to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Process of producing pinacones.

### Granted December 2, 1913.

- 1,079,974—John E. Bucher, Coventry, R. I. Method of producing alkali metals.
- 1,080,015—Clarence J. Lawson, Yonkers, N. Y. Machine for making bottle-caps.
- 1,080,046—Herbert L. Johnston, assignor to The Hebart Electric Mfg. Co., Troy, Ohio. Refining machine for coffee and the like.
- 1,080,070—Leopold Mambourg, assignor to the Sanitary Nursing Bottle Co., Columbus, Ohio. Nursing bottle.
- 1,080,107—Arthur Cohn, Neukolin, near Berlin, Germany. Process for the manufacture of lacquers and varnishes.
- 1,080,141—Charles W. De Laney, Hammond, Ind. Label moistener.
- 1,080,293—Burriss M. Morton, Koshkonong, Mo. Bottle.
- 1,080,311—Augustus C. Watts, assignor of one-half to Andrew Winter and Frank Oestreicher and one-half to Williard B. Forsythe, Columbus, Ohio. Non-refillable bottle.
- 1,080,318—John Behrimer, Chicago, Ill. Non-refillable bottle.
- 1,080,331—Elena Mayolini de Valdes, New York. Bottle stopper.
- 1,080,464—Axel L. Larsen, St. Paul, Minn. Poison bottle.

### Granted December 9, 1913.

- 1,080,632—Sylvester B. Husch and George S. Husch, New York, N. Y. Tooth brush.
- 1,080,634—Same as preceding.
- 1,080,659—Charles F. Schuh, assignor to Robert J. Wilkie, Saugus, Mass. Stopper for hot-water bottles.
- 1,080,747—Thomas J. Buckley, New Brunswick, N. J. Metal container.
- 1,080,835—George I. Kelly, Attleboro, Mass. Atomizer.
- 1,080,891—Joseph P. Carson, Chesterfield, Va. Stopper for closing and sealing bottles.
- 1,080,985—George F. Barlow, East Long Meadow, Mass. Bottle stopper.
- 1,081,107—Francis A. Freeth, Great Crosby, and Herbert E. Cockledge, London, England. Process of making ammonium nitrate by the ammonia-soda process.
- 1,081,156—John Sharp, assignor of one-half to Clifford A. Greenleaf, San Bernardino, Cal. Lock seal bottle.
- 1,081,178—Robert Werner, Ludwigshafen-on-the-Rhine, Germany. Strontium salt of cholic acid.
- 1,081,276—Benjamin P. A. Saylor, assignor by mesne assignments to Standard Turpentine and Wood Pulp Co., Atlanta, Ga. Process for extracting turpentine and rosin from wood.

## Carbolic Salve.

Petrolatum .....	16 ounces
Yellow wax .....	1 1/2 ounces
Camphor .....	1 ounce
Oil of sassafras .....	30 drops

## THE ERA COURSE IN PHARMACY

Information for Era Course Students

The Era Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, and intended especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures; it can be completed in a year or less, depending on the experience of the Student; its cost is merely nominal. A complete Prospectus can be had by addressing

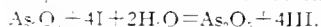
PUBLISHER, ERA COURSE IN PHARMACY,  
c/o D. O. Hayes & Co.,  
NO. 3 PARK PLACE, NEW YORK.

### EQUATION WRITING (Continued).

WHEN chlorine gas is passed into a hot and concentrated solution of potassium hydroxide, we know that both potassium chloride and chlorate are formed. In the former the valence of the chlorine atom is supposed to be  $-1$ , as we saw last month. In the latter the valence of the chlorine is  $5$ ; it is joined to three negative oxygen atoms, so that one of their negative bonds is left over, to unite with the positive potassium atom. The chlorine in the free state has a valence of zero. Hence part of it has its valence lowered by  $1$ , while another part has its valence raised from  $0$  to  $5$ . Consequently, we must take five atoms of chlorine for the oxidation, and another atom for the reduction, or six in all. As each molecule of the salts that are formed contains one atom of potassium to each chlorine atom, six atoms of potassium are needed, which means that six molecules of potassium hydroxide are required. As five of the Cl atoms are reduced, in order to oxidize the other Cl atom, these five atoms must form the chloride, and hence we get five molecules of that salt. Also, one molecule of potassium chlorate will be formed. The remaining atoms are H and O, which form exactly three molecules of water. The completed equation is therefore



Another instructive example is that of the oxidation of arsenous acid or arsenites, to arsenic acid or its salts, by means of iodine. This reaction takes place during the assay of Fowler's Solution, when the solution of arsenous acid in a weak alkali is titrated with the volumetric solution of iodine. In  $As_2O_3$ , the As has a valence of  $3$ , obviously. In  $As_2O_5$ , the valence is plainly  $5$ . Hence, two bonds are gained by the arsenic atom, or four bonds are gained by the two atoms in the molecule. The iodine changes to hydriodic acid, and therefore has its valence changed from  $0$  to  $-1$ . The arsenic therefore gains four bonds, or charges, while the iodine loses one. Hence we must take four atoms of iodine to each molecule of arsenous acid ( $As_2O_3$ ). Water enters into the reaction also. We can, for simplicity's sake, consider the reaction as producing merely the anhydride of arsenic acid, instead of the acid itself. The equation then is written as once:



Another reaction of great practical importance is that between potassium permanganate and hydrogen peroxide. Here we have a peculiar charge, in that the oxygen itself is oxidized. In hydrogen peroxide the two oxygen atoms are regarded as joined by a single valence, just as the two carbon atoms are joined in ethane. Two bonds are thus left, which are united to the two hydrogen atoms. During the reaction the oxygen is set free, and bubbles off in gaseous form. In this state it has a valence of  $0$ ; hence each pair of oxygen atoms gains a total of two bonds. In potassium permanganate the manganese has a valence of  $7$ , and during the reaction is reduced to manganese sulphate,  $MnSO_4$ , the manganese thus losing  $5$  bonds. According to our rule, we must take five molecules of peroxide, with two molecules of permanganate, in order to balance the equation. Now if these two substances are allowed to react alone, the reaction does not go to completion. Oxides of manganese are formed, which are insoluble in water, and the reaction stops. In order to utilize all the oxidizing power of the permanganate, it is necessary to remove these oxides as fast as they are formed, which can be done by adding sulphuric acid. When this is present the reaction proceeds smoothly, and a colorless solution results. Let us see how

much sulphuric acid is needed. Two molecules of potassium permanganate contain two potassium atoms, which require one molecule of sulphuric acid. In addition, the two manganese atoms require one molecule each, as they are bivalent in the sulphate. This makes three molecules of sulphuric acid in all. The oxygen of the permanganate forms water with the hydrogen atoms present, of which there will be  $16$ ,  $10$  from the peroxide and  $6$  from the acid. Hence the complete equation is

$$2KMnO_4 + 5H_2O_2 + 3H_2SO_4 = K_2SO_4 + 2MnSO_4 + 8H_2O + 5O_2.$$

The equation balances perfectly, all the atoms being accounted for.

These examples suffice to show the application of the simple rule we have given in these pages. It is only necessary to ascertain what valence changes take place in the oxidized and reduced atoms, and then use a number of atoms of the oxidized substance, equal to the charges lost by the reduced substance, and *vice versa*, use a number of atoms of the reduced substance, equal to the number of charges gained by the oxidized substance. By holding fast to this rule, the student will always be able to think his way through equations which seem very complicated at first.

Matriculation Number.	Graduates to Dec. 19, 1913.	Graduating Average.
7785—Henry Topp, Norfolk Navy Yard, Va. ....		96
7786—Bridges Blalock, Coleman, Fla. ....		87

#### Used Era Course Only, Passed State Board.

"Am pleased to advise that I passed the Iowa State Board of Pharmacy on November 19. While I have only sent in my answers to the first three Parts, I had gone through the entire set, which took me just five weeks, studying evenings only, which was the only available time which I had.

"Your Course is the only books which were used, outside of a quiz compend, and was also the only studying I had ever done to prepare myself for a pharmacy examination.

"Will certainly recommend the Course to anyone wishing to prepare himself for a State Board Examination, and for myself cannot give it enough praise."—E. T. SICKEL, Cedar Rapids, Iowa.

"I find that the ERA Course in Pharmacy is the best and cheapest study for a student who would like to learn pharmacy at home."—W. F. HASEK, Cleveland, Ohio.

#### For Men in the Navy.

"The ERA Course has certainly proved beneficial to me in my examination for Hospital Steward, U.S.N., and I cheerfully recommend it to all who have an upward grade to climb."—HENRY TOPP, Norfolk, Va.

#### The Era Course Takes Men Through Examinations.

"Since I took up the ERA Course in Pharmacy with you I have taken the examination for Hospital Steward, U.S.N., successfully passed and received my appointment for same, and have been ordered to this station. I know I have not given the Course the proper study in this space of time, but I wish to say that in all the text-books and periodicals that I have studied and read, I have not found one to be so complete in every detail for the average man who has a desire to take an examination in a short space of time, either for military or civil employment as the ERA Course in Pharmacy."—ROBT. T. HALLEY, Hospital Steward, U.S.N., Bremerton, Wash.

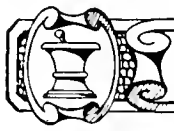
"I wish to advise you that I was successful in passing the Alabama State Board of Pharmacy at their last meeting, which was held Oct. 13-14, 1913. I took your Course last year. I thank you again for your assistance."—MURRAY F. HOOVER, Gainesville, Fla.

#### Violin Varnish.

Coarsely powdered glass.....	1 ounce
Coarsely powdered copal.....	1 ounce
Camphor .....	60 grains
Mastiche .....	60 grains
Canada balsam .....	60 grains
Strong methylated spirit.....	5 fl. ounces

Warm gently, and agitate well until dissolved; then let stand for several days, until the supernatant liquid is quite clear, then decant. The glass is added to carry down mechanically any impurities in the resins.





# THE DRUG MARKETS



## ADVANCE IN QUININE THE FEATURE.

Marked Decline in Prices for Menthol—Following Season's Lessening Demands, Citric Acid Quotably Lower.

See pages 26 to 40 for Prices Current.

### CHANGES SINCE LAST REPORT.

A—Acetone, Pure C.P. medicinal.....lb.	.35	—	.40
A—Acid, Acetic, U.S.P., 36%.....lb.	.10	—	.13
C.P., Glacial, 99½%.....lb.	.27	—	.30
D—Acid, Carbolic, Crystal, bulk.....lb.	.10	—	.12
10 & 5-lb. cans.....lb.	.12	—	.14
Crude, 10-95% .....gal.	.20	—	.90
D—Acid, Citric, Crystals (Kegs).....lb.	—	—	.48
(Less) .....lb.	.54	—	.58
Granulated .....lb.	.55	—	.59
Powdered .....lb.	.57	—	.61
D—Acid, Gallic .....oz.	.10	—	.12
D—Angelica Seed .....lb.	.45	—	.50
A—Arnica Flowers .....lb.	.25	—	.28
Powdered .....lb.	.32	—	.35
D—Balsam Fir, Canada.....lb.	1.25	—	1.35
Oregon .....lb.	.25	—	.30
D—Balsam Tolu .....lb.	.60	—	.75
D—Benzoin, Sumatra .....lb.	.50	—	.55
Powdered .....lb.	.60	—	.65
D—Cacao Butter, Bulk.....lb.	.45	—	.52
D—Calendula Flowers .....lb.	.50	—	.55
A—Cardamom Seed, Powdered.....lb.	1.60	—	1.70
A—Chrysarobin .....oz.	.24	—	.28
A—Codeine .....oz.	6.10	—	6.65
Phosphate .....oz.	5.70	—	6.10
Sulphate .....oz.	5.85	—	6.45
D—Colchicum Root .....lb.	.20	—	.23
Powdered .....lb.	.25	—	.28
A—Colchicum Seed .....lb.	.26	—	.28
Powdered .....lb.	.34	—	.36
A—Creosote, Beechwood .....lb.	.75	—	1.55
A—Cubebs, Powdered .....lb.	.60	—	.65
A—Ergot .....lb.	.85	—	1.20
Powdered .....lb.	.95	—	1.45
D—Hexamethylamine .....lb.	—	—	.95
D—Homatropine, Alkaloid .....gr.	.22	—	.26
Hydrobromide .....gr.	.17	—	.28
Hydrochloride .....gr.	.22	—	.28
Salicylate and Sulphate.....gr.	.22	—	.28
D—Hydrogen Peroxide Solution, Technical.....lb.	.12	—	.18
D—Ipecac Root, Carthagena.....lb.	2.00	—	2.20
Powdered.....lb.	2.20	—	2.35
A—Iron Citrate and Ammonia, Soluble.....lb.	.73	—	.86
D—Menthol, Crystals .....lb.	3.90	—	4.05
oz.	.30	—	.35
A—Morphine Acetate, ¼-oz. vials.....oz.	5.20	—	5.50
Alkaloid, Pure, ¼-oz. vials.....oz.	6.30	—	6.50
Hydrobromide, ¼-oz. vials.....oz.	6.00	—	6.25
Hydrochloride, ¼-oz. vials.....oz.	5.20	—	5.50
Sulphate, 1-oz. vials.....oz.	5.00	—	5.10
¼-oz. vials.....oz.	5.20	—	5.50
Valerate, ¼-oz. vials.....oz.	6.80	—	7.00
D—Oil Lemon .....lb.	3.80	—	4.00
D—Oil Orange, Sweet.....lb.	4.00	—	4.20
A—Orris Root, Florentine.....lb.	.27	—	.30
Select Finger .....lb.	.90	—	2.00
A—Quinine Sulphate, 100-oz. tins.....oz.	.26	—	.26½
10 and 5-oz. tins.....oz.	.28	—	.31
1-oz. vials .....oz.	.33	—	.35
D—Resorcin, Pure White.....lb.	1.05	—	1.15
D—Rhubarb, Canton .....lb.	.40	—	.45
Powdered .....lb.	.45	—	.55
Powdered Extra, Tins.....lb.	.85	—	.90
A—Rose Leaves, Pale.....lb.	.85	—	.90
Red .....lb.	1.30	—	1.40
A—Sarsaparilla, Root, Mexican, Cut.....lb.	.40	—	.45
Powdered.....lb.	.45	—	.50
A—Tamarinds .....kegs	3.25	—	3.50

A—Thymol .....lb.	2.35	—	2.40
A—Wormseed, Levant (Santonica).....lb.	.50	—	.55
Powdered.....lb.	.55	—	.60

NOTE—A, advanced; D, declined; C, correction; N, new.

NEW YORK, Dec. 23.—Quiet conditions have prevailed in the drug market since our last report, dealers curtailing their purchases as much as possible in anticipation of the usual yearly inventory, the demand being limited to moderate quantities to meet current requirements. Business has also felt the uncertainties of national legislation, and more especially the outcome of the currency measure following so closely the passage of the tariff law. The list of changes in prices shows slower quotations for many commodities, with not a few advances for some staples. Opium is without change, but prices are well maintained. Morphine and codeine have been advanced 25 cents per ounce, owing to the upturn recently in basic material. Carbolic acid, all grades, is slightly lower. Quinine is firm, and has been advanced 3 cents an ounce by American and German manufacturers. Citric acid is lower. Ergot is slightly advanced in price, following cable reports of a bare market in producing regions. Mexican sarsaparilla, owing to the great difficulty of obtaining supplies, is higher. Balsam of fir, Canada and Oregon, are considerably lower, while menthol has taken a decided slump, quotations being quite in contrast with prices obtaining several weeks ago. Rose leaves, both pale and red, have moved upward, and Florentine orris root is very firm, reflecting bull's market advices from abroad and diminished stocks here. Levant wormseed is materially higher and stocks greatly depleted. Arnica flowers are in fair demand and higher.

OPPIUM—Has been extremely quiet, but prices in all instances have been well maintained. Natural is quoted at \$6.25@ \$6.50 per pound and granulated and U.S.P. powdered at \$8@ \$8.20 per pound. Latest cables from Smyrna report arrivals there to date as 3912 cases as compared with 1973 cases for the corresponding period last year.

QUININE—Is considerably higher. American and German manufacturers announcing an advance of 3 cents per ounce to the basis of 26 cents per ounce in 100-ounce tins. Higher values on this article are largely due to the fact that the yield of quinine sulphate in the 11,011 packages of cinchona bark sold at auction in London on Dec. 10 was only 5.76 per cent. against 6.13 per cent. in the amount sold in November. Shipments of the bark for 11 months ended with November were 17,578,000 Dutch pounds, against 15,004,000 in 1912, 15,427,000 in 1911 and 16,684,000 in 1910.

CITRIC ACID—Has been reduced in reflection of the restricted demand now coming forward. Jobbers quote 48 cents per pound for kegs, and 54@58 cents for less; granulated, 55@59 cents, and powdered, 57@61 cents.

MORPHINE—Has been advanced by manufacturers and is held very firmly at the following quotations; acetate, ¼-oz. vials, per ounce, \$5.20@ \$5.50; alkaloids, ¼-oz. vials, \$6.30@ \$6.50; hydrobromide, ¼-oz. vials, \$6@ \$6.25; hydrochloride, ¼-oz. vials, \$5.20@ \$5.50; sulphate, per ounce, \$5@ \$5.10 and in ¼-oz. vials, \$5.20@ \$5.50; valerate, ¼-oz. vials, \$6.80@ \$7.00 per ounce.

CODEINE—Similar conditions prevail with this article, quotations showing an advance in price to \$6.10@ \$6.65; phosphate, \$5.70@ \$6.10, and sulphate, \$5.85@ \$6.45 per ounce.

MENTHOL—Considerable competition is in evidence not only in the local market, but at primary centers, and quotations have declined to \$3.90@ \$4.05 per pound for crystals, and 30@ 35 cents per ounce. Offerings are reported to be very heavy.

SARSAPARILLA ROOT—The market for Mexican retains a very firm tone, owing to the great difficulty in obtaining supplies from the country of production which is in the throes of revolution. Cut root is held at 40@45 cents per pound, and powdered at 45@50 cents.

BALSAM FIR—A decline is noted for both Canada and Oregon, the former being quoted at \$1.25@ \$1.35 per pound, and the latter at 25@35 cents per pound.

CUBEBS—Are meeting with a fair demand, but stocks

are apparently light and the market firm. Powdered berries have been advanced to 60@65 cents per pound.

**BACCH LEAVES**—Short are meeting with a somewhat better inquiry, the demand having been stimulated to some extent by the increase of tariff on the collection of leaves in South Africa which is reported to go into effect on January 1. Jobbers' quotations in this market are unchanged.

**ERGOT**—Russian for shipment is cabled higher abroad. Collectors in the producing regions report a bare market for the time being. Revised quotations for all grades show a range of 85c.@\$1.20 per pound for whole, and 95c.@\$1.45 for powdered.

**ROSE LEAVES**—Both pale and red varieties have continued to move upward, owing to an unusual demand due to the fact that the Government has imposed a duty of 20 per cent., and dealers now quote 85@90 cents per pound for pale, and \$1.30@\$1.40 for red.

**BALSAM TOU**—Is lower under increased supplies and keener competition, and jobbers have reduced prices to 60@75 cents per pound.

**ARNICA FLOWERS**—Are reported higher abroad and the market here is much firmer in tone, whole leaves being quoted at 25@28 cents per pound, and powdered, 32@35 cents.

**LAVENDER FLOWERS**—Are firmer owing to an intimation that the custom authorities will impose a duty of 20 per cent. in the future. It is said that several lots are now being held up in the appraisers' stores and that importers can only remove the goods by paying duty which, however, is done only under protest.

**OIL LEMON**—Following a falling off in demand for this oil and a further weakening of the primary markets in Sicily, jobbers have reduced prices to \$3.80@\$4 per pound.

**OIL ORANGE**—Sweet is slightly easier, reflecting keener competition among holders who are anxious to realize. Jobbers have marked down prices to \$4@\$4.20 per pound.

**ORRIS ROOT**—Florentine is strong and higher, reflecting bullish market advices from abroad and administered stocks here, and the further report that the Government intimates that an import duty of 20 per cent. is likely to be placed on this article. This variety is quoted at 27@30 cents per pound, while select fingers range from 90c.@\$2 per pound.

**WORMSEED**—Levant (Santonica) is materially higher, stocks being greatly depleted and the market here almost bare, with quotations at 50@55 cents per pound for whole, and 55@60 cents per pound for powdered.

**COLCHICUM SEED**—Is firmer; stocks in some quarters have become diminished, and whole seed is quoted at 26@28 cents per pound; powdered, 34@36 cents.

**COLCHICUM ROOT**—In contradistinction to the seed, colchicum root has been marked down, present quotations being 20@23 cents per pound for whole, and 25@28 cents for powdered.

**ACETONE**—Pure C.P. "medicinal" is higher, 35@40 cents per pound being asked.

**CARBOLIC ACID**—Has been reduced to 10@12 cents per pound for crystal in bulk, and 12@14 cents per pound for 10- and 5-lb. cans. Crude acid, 10 to 95 per cent., is quoted at 20@90 cents per gallon. There is an exceedingly active market in this commodity, and keen competition is given as the reason for the reduction in prices.

**TAMARINDS**—Continue to be very firmly maintained on the basis of \$3.25@\$3.50 per keg.

**HOMATROPINE**—Revision of prices for this alkaloid and its salts show a lower range in quotations, as follows: Alkaloid, 22@26 cents per grain; hydrobromide, 17@28 cents per grain; hydrochloride, 22@28 cents per grain; salicylate and sulphate, 22@28 cents per grain.

**RESORCIN**—Pure white is lower, \$1.05@\$1.15 per pound being quoted.

## Publications Received.

From the Wellcome Physiological Research Laboratories, London, England: The Identity of Trimethylhistidine (Histidine-Betaine) from various sources, by George Barger, M.A., D.Sc., and Arthur James Ewins, B.Sc.; A Modification of Diphtheria Antitoxin, by A. T. Glenn, B.Sc.; The Use of Litmus Paper as a Quantitative Indicator of Reactions, by G. S. Walpole, D.Sc., F.I.C.; On the Action of Ergotine with Special Reference to the Existence of Sympathetic Indicators, by H. H. Dale, M.A., M.D.; The Effect of Varying Tonicity on the Anaphylactic and other Reactions of Plain Muscle, by H. H. Dale, M.A., M.D.; Gas Electrode for General Use, by

G. S. Walpole, D.Sc., F.I.C.; Some Examples of the Effect of Asymmetric Nitrogen Atoms on Physiological Activity, by P. P. Laidlaw, M.A., B.C.; The Rate of Reproduction of Various Constituents of the Blood of an Immunized Horse after a large Bleeding, by R. A. O'Brien, M.D.

W. S. Hubbard, Ann Arbor, Mich.: Secret Remedies, Nostums and Fakes (Reprint from 15th Report of Michigan Academy of Science).

Proceedings: Georgia Pharmaceutical Association, 38th annual meeting held at Columbus, June 10-11, 1913; Kansas Pharmaceutical Association, 34th annual meeting held at Lawrence, May 27-29, 1913; Kentucky Pharmaceutical Association, 50th annual meeting held at Mammoth Cave, June 17-19, 1913; Maryland Pharmaceutical Association, 31st annual meeting held at Ocean City, June 24-27, 1913; New York State Pharmaceutical Association, 35th annual meeting held at Catskill Mountain House, June 24-27, 1913; Design Registration Convention of Manufacturers, Merchants, Importers, Designers and Trade Associations, held at Hotel Astor, New York, under the joint auspices of the National Registration League and the committee representing the Federation of Trade Press Associations.

Reports: North Carolina Board of Pharmacy, year ending May 31, 1913, and Missouri Board of Pharmacy, for the fiscal year ending July 31, 1913. According to these reports North Carolina has 897 registered pharmacists, of whom 42 are colored, and 95 registered practicing physicians living in towns of not more than 500 inhabitants, to whom permits have been granted to conduct drug stores. Missouri has about 5200 registered pharmacists and 175 registered assistants. The total disbursements for the year were \$6,614.41, and the cash balance on hand in the State Treasury and credited to the board on August 1 was \$4,805.16.

The October, 1913, issue of Schimmel's Report (Fritzsche Brothers), Miltitz, near Leipzig, Germany, on essential oils, synthetic perfumes, etc., is fully up to the standard of previous numbers of this valuable publication and should be read by all those interested in the production, examination and commercial exploitation of these interesting products. The report covers a review of the commercial conditions existing in the various countries with reference to the essential oil industry, commercial notes and scientific information concerning new essential oils, pharmacopoeias, chemical preparations and drugs, and many notes on recent research work. This number of the Report is embellished by full-page plates showing two views of thyme oil distillation in Spain and a view of the Miltitz rose fields at harvest time, the last-named being a reproduction in colors.

## RECENT FIRES.

Willow, Okla., B. H. Moss drug store; loss \$3000; insurance \$1500.

Winnipeg, Man., Poyntz' drug store.

Stockville, Neb., H. J. Logan drug store; loss total.

Caddo Mills, Tex., G. G. Barnes drug store; loss heavy.

New York, Beck & Goulka drug store, 65 Carmine street; loss \$1000.

Joaquin, Tex., E. A. Russing Drug Co.; loss heavy.

Cleveland, Ohio, L. Harold, drug store, 5641 Broadway; loss slight.

Freeport, Ill., C. P. Guenther & Co.; loss heavy.

Louisville, Ky., B. G. Roadco & Co., druggists; loss exceeding \$5000.

Warren, Pa., Reynolds drug store; loss \$20,000.

Tower Hill, Ill., Schueler's drug store; loss \$1000.

Red Rock, Okla., Lovelady & Bankston pharmacy; loss heavy.

Argentine, S. D., Hartz drug store; total.

Mobile, Ala., E. A. Peterson drug store; loss \$2500.

Phenix, R. I., Himes building and drug store; loss \$5000.

Richmond, Mo., J. A. McCown drug store; loss total.

Fall River, Mass., Wm. M. Dedrick drug store; loss heavy.

Grand Rapids, Mich., Vandek drug store; loss heavy.

Millett, Tex., P. E. Kennell drug store; loss \$6000; insurance \$2000.

Chula, Ga., W. E. Tyson, drug store; loss \$300; Chula Drug Co., \$3000; no insurance.

Ross, N. D., Dougherty's drug store; loss total.

Stockville, Neb., Logan drug store; loss total; insurance small.

ESTABLISHED 1887

# THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

VOL. XLVII

NEW YORK, FEBRUARY, 1914

No. 2

## THE PHARMACEUTICAL ERA

PUBLISHED ON THE FIRST OF EACH MONTH

D. O. HAYNES & Co. . . . Publishers

No. 3 PARK PLACE, NEW YORK.

Telephone, 7646 Barclay.

Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico,  
the Philippines and Mexico.....\$1.00 a year  
To Canada, postpaid..... 1.50 a year  
To Foreign Countries in Postal Union..... 2.00 a year

THE ERA LIST with Subscription, 50c. a Copy

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.

REMIT by P.O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection charges if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, D. O. Haynes; vice-president, E. J. Kennedy; secretary, N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

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## Table of Contents.

### READING SECTION.

EDITORIAL AND PHARMACEUTICAL.....	Pages	47-62
Editorials.....		47-50
Correspondence.....		50
Twenty-five Years in Pharmacy, by Louis K. Liggett.....		51-52
Efficiency in Food and Drug Control, by Hon. James H. Wallis.....		53-54
Classical Discoveries in Pharmacy—The First Glucoside.....		54
The Curse of the Retail Drug Trade.....		55
Selected Formulas.....		56
Foreign Abstracts.....		57-58
Question Box.....		59-60
Women in Pharmacy.....		61-62

NEWS SECTION.....	Pages	63-78
Mostly Personal.....		63-66
Obituaries.....		66-67
Among the Associations.....		68-75
Schools and Colleges.....		77
Board Examinations.....		78

TRADE SECTION.....	Pages	79-94
Recent Patents and Trade-marks.....		91-92
The Drug Markets.....		93-94

INDEX TO ADVERTISERS.....	Page	55
INDEX TO GOODS ADVERTISED.....	Pages	53-54
INDEX TO READING PAGES.....	Page	56

### COMPENSATION FOR INJURED WORKMEN.

DRUGGISTS and manufacturers of pharmaceuticals, toilet goods, medicines and chemicals are directly affected by the new workmen's compensation law of New York State which becomes effective July 1. Under its provisions employers are held responsible for certain monetary damages, established at fixed sums by the act, to all injured employees in certain enumerated "hazardous employments"—the list including:

*Group 25*—Manufacture of explosives and dangerous chemicals, corrosive acids or salts, ammonia, gasoline, petroleum, petroleum products, carbonic gas, charcoal, artificial ice, gun powder or ammunition.

*Group 26*—Manufacture of drugs and chemicals, not specified in group 25, medicines, dyes, extracts, pharmaceutical or toilet preparations, soaps, candles, perfumes, non-corrosive acids or chemical preparations, fertilizers, including garbage disposal plants, shoe blacking or polish.

Included among the other groups are the majority of occupations in which death or injuries are not uncommon, including printing in all its branches, canning, baking, metal and glass work, all more or less connected with the drug industry.

Since the publication of the provisions of this law the question has been raised by many retail druggists as to whether or not the prescription laboratory in a retail drug store is, in the sense of the law, a manufactory of pharmaceutical and toilet preparations, with the consequent result that the employer to come within the law must take out liability insurance upon all his employees, whether they ever visit this prescription department or not.

Another question, of direct importance to pharmaceutical manufacturers and wholesale houses operating their own printing plants, relates to the liability of employers for accidents to employees of other departments who should chance to be injured in laboratory or printing plants.

For the benefit of the druggists of New York State the ERA has been in communication with attorneys and counsellors who have made more or less a study of the new law, and presents the following information as authoritative:

Through the provisions of this law the employer may provide for possible damages to any one of his employees by taking out a policy in a casualty insurance company; by participating in the State insurance fund—according to regulations yet to be made by the State commission yet to be appointed; or by furnishing bond as to his financial responsibility to meet such obligations should they fall due.

The scope of the provisions of the law and the extent to which they apply to the various trades and occupations specified in the group classification under the law has yet to be determined by the State commission, and by the courts. (The fact that this law is absolutely new, and that no precedents exist in the court records of this State, renders any decisive opinion as to its scope without weight, until the court shall have decided in test cases.) The New York State law is a composite measure, with a number of the provisions of a similar act in Germany and also provisions taken from the English act, neither of which have legal weight in this country.

Lawyers disagree as to the scope of this law, some holding that the phraseology is broad enough to cover any possible contingency as to injuries received while in the employ of any manufacturer engaged in the so-called "hazardous" occupations. Others hold that the law will be interpreted almost literally, and that the provisions will not apply to any employee injured unless such injuries shall have been received in the pursuit of his livelihood—his daily occupation—which comes under the category of hazardous pursuits. In other words, the consensus of legal opinion appears to be that the injury must be received while the injured is at work at his stipulated pursuit—and not as an incident to other work.

For example, should a sales clerk—not a prescription chemist—in a drug store be injured during the making up of some pharmaceutical preparation—by himself or by another—the employer would not be liable under the new law, as the sales clerk was not engaged in the principal work for which he was engaged, but rather work incidental to his daily occupation.

A manufacturing pharmaceutical house under this interpretation of the law would be responsible for the injury to any employee in any department, laboratory, shipping or printing, as all are held "hazardous occupations," while on the other hand if the house were simply that of a drug jobber, the injury of one of the other employees in the printing office probably would not come under the act as the printing would be the only "hazardous occupation" under the law.

To carry this another step, it is not at all likely under the reading of the law by attorneys consulted by the ERA, that the fact that a laboratory exists in a drug store would convert that entire store into a factory under the law, since the preparation of pharmaceuticals and toilet preparations would not be the *principal* business of the store.

Thus the rule may be deduced, pending decisions by the State commission, the State's attorney, the courts, and the actuarial rules of the insurance companies—all yet to be made—that the law will apply to every business where the "hazardous occupation" is the principal business of the firm affected, and not incidental to it.

Without legal precedent upon which to base other conclusions, without any ruling by courts, State attorney or commission, and without the policy specifications of casualty insurance companies—all yet to be drafted with the assistance of eminent legal authority—it behooves the druggist, the drug manufacturer and the chemist to obey in good faith as best he may the apparent reading of the law, with the further understanding that its application will be elucidated by both State and insurance authorities prior to its becoming effective July 1.

#### GUESSING AT PROFITS.

DOES THE average druggist apply the same exact methods to the computation of his selling prices and profits as to the compounding of a prescription? Judging from the keen interest manifested on the occasion of Harry B. Mason's recent address on "Profit in the Drug Business," before the New York College of Pharmacy, this question

must be answered in the negative. What is more important, many druggists apparently do not even possess sufficient knowledge of arithmetic to make the simple calculations needed, in spite of having passed State Board examinations where pharmaceutical arithmetic was required. Some appalling examples were brought out in the discussion following the lecture, which showed that there are pharmacists who do not even know the meaning of the term "per cent.," as applied to profits, although they may lawfully be called on to make a percentage solution. This condition of affairs cries for improvement.

Unless the druggist is in business merely for his health, and not solely for other people's health and his own pocket, he must learn to eliminate the guess-work in fixing prices. The ERA and THE SODA FOUNTAIN have very frequently called attention to this point in no uncertain terms. Every druggist knows whether his prices are fixed according to some arbitrary scale which exists only in his own mind, or whether he takes into account the money actually spent before an article is sold, in addition to the cost of the goods. No one can know this for him, and the remedy rests in himself. The calculations used are so childishly simple that if the druggist really feels unable to accomplish the task, he can rely on the assistance of his 10-year-old son. Remember that the amount of total sales is the only figure which represents all of your business. The total cost of goods sold is only one item in the expense of running your store. Therefore base your total, ultimate, *real* profit on your selling prices, and fix these prices accordingly.

#### COMMERCIAL VS. PROFESSIONAL PHARMACY.

AMONG the most important advances in pharmacy during the past 25 years is that which pharmacists have made in the direction of commercial progress, and this conclusion is forcibly brought out in the article by Louis K. Liggett, the initial contribution of which appears in this issue of the ERA. While it is true that the growth of modern merchandising methods has been common to all industries, it is doubtful if the resulting changes induced by the application of such methods have been felt to a greater degree than in the drug business. In many quarters the commercial transformation of the pharmacist has been almost revolutionary, and possibly in some instances, professionalism has succumbed to the greater glorification of business. But anyone who has carefully watched and studied these evolutionary changes will think a long time before he will conclude to say that pharmacy has suffered thereby. True professionalism and the business instinct are not antagonistic, and the trend of modern progress is conclusive that the pharmacist who does not put into practice the principles embodied in these qualities is as unlikely to make headway as the idealist who strives to live by faith alone.

To the pharmacist educated in the old school and whose sympathies still lean toward the professional side of pharmacy—and there are many of them still

in business—there may come a pang of regret that times have changed. The subject has a sentimental side, and full credit must be given to those earlier pharmacists for their devotion to ideals and the self-sacrifice they underwent to raise pharmacy to a business which should stand alone and be directed by men of professional attainments. How successful the old-time pharmacist was in attaining his object it is not for us to say, but in all pharmaceutical history there is no more ennobling theme than that furnished by these men who were prompted by the loftiest ideals and a spirit of broad humanitarianism, qualities which they practiced persistently and conscientiously, and too often in the face of insurmountable difficulties. It is proper that we should pay a fitting tribute to the men who, according to their lights, passed the work of their day forward to those who were to follow and take up the burdens of pharmacy. We do not belittle present-day effort by giving due recognition to a class of men to whom the professional ideals were the loftiest conceptions of the true art of living. Future progress may reach its greatest developments along commercial lines, but no true pharmacist can afford to neglect his professional training in all that pertains to the most recent advances in pharmacy, chemistry, research work, etc., all of them subjects which have an intensely practical side in the promotion of his advancement.

#### SWEEPING BEFORE OUR OWN DOORS.

THE country-wide agitation regarding the sale of habit-forming and narcotic drugs—cocaine, opium bases, and coal-tar synthetics—seems to point to a growing realization in the minds of the public and law-makers alike, that this country is behind the general world-standard in this branch of social legislation, as in many others. What has been done abroad, and in many cases enforced for decades, is shown in the statements of several authorities on the restriction of sales of dangerous drugs, published elsewhere in this issue of the ERA. The Harrison bill, indorsed largely by the drug trade, may furnish a remedy of some sort, if enacted, but this bill does not apply to the many synthetic remedies which now easily find their way into lay hands, often producing disaster. Other legislation will doubtless be needed before the public is adequately protected from itself—for, in the last analysis, this is the object of all such restrictive measures.

Meantime, the druggists have an opportunity to carry on a fruitful campaign of publicity and education, with a view to further enlightening the public, and making the pressure of opinion felt. The druggists can take a most determined stand in ferreting out and halting to justice all dealers of any sort who are known to be engaged in practices detrimental to the public health. The surreptitious dealer in narcotics and habit-forming drugs is a moral outlaw, and should be made an Ishmael. There must be many cases in which druggists have knowledge of violations of the present laws, in their own neighborhoods, and of further misconduct

which is condemnable, if not yet illegal. It must be admitted that the general public is very prone to accuse the drug trade at large of being responsible for the traffic in dangerous medicaments, and does not discriminate nicely between the guilty parties, often not druggists at all, and the vast majority of law-abiding pharmacists. This impression must be removed; the druggist must have the complete confidence of his public. Certainly the easiest method of getting rid of this mistaken idea is to prove by deeds that the drug trade, as a whole, does not countenance criminal or even questionable acts. Through the committees on ethics and legislation of the many State associations, through the prosecuting power of the State Boards of Pharmacy, much may be accomplished. The recent action of the Kansas City Retail Druggists' Association must be but an entering wedge. Continual following up of every point gained, newspaper publicity, co-operation with adjoining States, and absolute frankness in dealing with offenders—all of them measures depending on the initiative of the druggist—will bring about more lasting and intelligently good results than ill-considered legislation rushed through by politicians who make capital out of the increasing pressure of public opinion.

#### COURT UPHOLDS ONE-PRICE-FOR-ALL.

IN THE maze of decisions rendered during the past two years by the U.S. Court of Appeals, and by the U.S. Supreme Court in the now famous Sanatogen case, the Gillette Safety Razor case and other suits in which the right of the manufacturer to fix the retail sales price was the issue, there has been no pronouncement of such really sensational import as that just given in the Fisher Flouring Mills case. In view of the attitude of President Wilson in urging anti-trust legislation this decision is held by constitutional lawyers to be one of the most important in recent years.

The case itself was a replica of similar suits—a manufacturer of flour brought suit against a retail dealer who cut the price of the article contrary to agreement. The dealer's right to cut prices was upheld by the lower courts, but when an appeal was made to the Supreme tribunal the lower court decisions were reversed, and by a vote of eight to one the milling company was granted an injunction and damages.

The advocates of a "one-price-for-all" policy in merchandising are given more real encouragement in the concluding paragraph of the court's findings than in all similar decisions during the past decade:

"The true competition is between rival articles, a competition in excellence, which can never be maintained if through the *perfidy of the retailer who cuts prices for his own ulterior purposes the manufacturer is forced to compete in prices with goods of his own production, while the retailer recoups his losses on the cut price by the sale of other articles at, or above their reasonable price.* It is a fallacy to assume that the price-cutter pockets the loss. *The public makes it up on other purchases.* The manufacturer alone is injured except as the public is also injured through the manufacturer's inability in the face

...of his  
...fixing the  
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...*and it is in-*  
...*derivative*  
...*to say that the*  
...*to be contract*  
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...*of the fact*

considered an acetanilid derivative is now to be determined and tried on its merits.

We feel confident that the Government will lose this case, as the Supreme Court has already held in a somewhat similar case that a *theo. etc.* derivative substance cannot be considered a derivative substance and construed the word "derived" as "made or obtained from."

Acetphenetidin is not "made or obtained from" acetanilid, and can only be considered a theoretical derivative and not an actual derivative of acetanilid. In view of the foregoing, we cannot see how it is possible for the courts to render a decision favorably to the Government's contentions.

It occurs to us that possibly the foregoing might interest your readers, and beg to remain, Very truly yours,

MONSANTO CHEMICAL WORKS.

St. Louis, Jan. 8, 1914 JNO. F. QUELNY, Pres.

A CONSTRUCTIVE DECISION NEEDED.

ONE of our correspondents calls attention to an important matter which is liable to be misunderstood by those who are dependent on the daily press for their information. The recent decision of the Supreme Court in a case involving the labeling of preparations containing acetphenetidin was merely on a demurrer, claiming that the Government had exceeded its authority in requiring both parent and derivative substances to appear on the label. The decision did not touch the main question as to whether acetphenetidin is a derivative of acetanilide.

This question of derivatives may degenerate into a war of words, or it may be kept within sensible bounds. There is no difficulty in proving that acetphenetidin is a derivative of acetanilide in the chemical sense. Theoretically, any organic compound which has been synthesized may be regarded as a derivative of any other organic compound. Given a sufficient supply of material, a chemist could make one substance from the other. On this point there can be no debate. But what the Court must bring out, in order to render a decision which shall be of constructive value in future trials, is a clear-cut statement to the effect that within the purposes of the Pure Food and Drugs Act, the labeling of a substance as a derivative of another is necessary *only in case the derivative partakes of any undesirable or dangerous properties possessed by the parent substance.* Otherwise a statement of derivation has no possible bearing on the subject. If, for instance, a derivative of alcohol is present in a medicinal preparation, this derivative being utterly devoid of any intoxicating, narcotic, or poisonous effects, we fail to see of what advantage it would be to state that alcohol is the parent substance of this particular compound. Labels are not affixed for the purpose of teaching chemistry to the general public. If necessary, they should contain enough information to enable a literate purchaser to realize the nature of the substance he is buying. This is exactly in accord with the spirit of the Act of 1906.

Acetphenetidin Not Acetanilid Derivative

To the Editor of THE PHARMACEUTICAL ERA:

From reports appearing recently in the newspapers, it would appear that the Supreme Court held that acetphenetidin was a derivative of acetanilid. This is not the case, however. The Supreme Court's decision was on a demurrer that the Government exceeded its authority under the law requiring the label to show both the parent and derivative substance.

The question as to whether or not acetphenetidin is to be

Removing Water from Oils.

To the Editor of THE PHARMACEUTICAL ERA:

I notice in the January number of your magazine on page 14 an inquiry concerning the removal of water from camphorated oil.

As I have had numerous occasions to clear up samples of camphor liniment, sent in by the drug inspector of this department, so that it is possible to take the polariscopic reading, and as the method is much easier of manipulation, and at the same time gives a *perfectly clear* solution, I am taking the liberty of calling your attention to it.

Take sheet gelatin and break it up into small pieces and add it to the camphorated oil, shake well, and allow to stand over night, when it will be found perfectly free from water, the gelatin having absorbed all the water. All that is necessary then is to pour off or strain the oil and it is ready for use.

The amount of gelatin to be used naturally depends upon the amount of water present, any excess of gelatin, however, does not do any harm.

I have found this method of removing water from oils to be perfectly satisfactory, and we think superior to the dried sodium sulphate method.

Very truly yours,  
LINWOOD A. BROWN.

Lexington, Ky., Jan. 9, 1914.

An Illuminating Circular.

To the Editor of the ERA:

I have received recently a letter from a certain New York company which, it strikes me, will bear investigating, particularly as it is reported to me by a mercantile agency that the head of the company is a practicing physician. This letter-circular read as follows:

"WOULD YOU DISPENSE YOUR OWN PRESCRIPTIONS

If you could do so quicker than you could write a R? We make a specialty of preparing physicians' private formulas, put up in small bottles, labeled with plain or printed labels (ready to have the directions written thereon) and wrapped. We supply any quantity you require and at a price that will surprise you. Can make deliveries 24 hours after receipt of order. Have you ever considered this as a source of legitimate income that you are not now taking advantage of?

"CLUB AND SOCIETY PRACTICE

can be made trebly profitable if you will dispense your own prescriptions to this class of patient.

"We can prepare your Liquids, Powders, Ointments, Capsules, etc., ready to be handed to the patient, at a price that will allow you 300% profit on a 50-cent prescription.

"The pharmacist now makes this money—you should have it.

"(Signed).....  
"New York City."

In justice to the pharmacist, I think an investigation of this company might throw some interesting light on many another of these companies which take advantage of every opportunity to make the burden of the pharmacist heavier, and at the same time compel him to charge so-called high prices when this company's goods are called for.

Brooklyn, N. Y., Jan. 21, 1914. THOMAS LAMB.



soon extended to include proprietary medicines. The result was demoralizing. Almost everywhere prices melted away.

Various attempts at repression were defeated, whether by enlightened influence or by the department stores, as was claimed by the framers of such measures, matters little. There



GEORGE RAMSEY  
of New York City



G. B. EVANS  
of Philadelphia

was bitter warfare between the cutters and the advocates of price maintenance.

In the beginning of price-cutting by department stores, the average druggist, true to his professional traditions, tamely submitted to what seemed inevitable and continued to work 15 hours a day, seven days a week, to make a living. A few of the more progressive spirits in the larger cities, however, refused to submit to these conditions. They broke wholly away from the old "ethical" idea of doing business and started what is known as the Cut Rate War.

It was in the early eighties that the pioneer price-cutting of the "big four"—Evans of Philadelphia, Robinson of Memphis, Dow of Cincinnati, and Jacobs of Atlanta—aroused national attention. Other famous price-cutters included W. G. Marshall, Cleveland, Ohio; Geo. C. Lyon, of Hall & Lyon Co., Waltham and Providence; Charles P. Jaynes, Boston, Mass.; George Ramsey, formerly of the Hegeman Corporation; Messrs. Wheeler & Bolton, Brooklyn, N. Y., and Hurd & Gray, Detroit, Mich.

Price-cutting became, in a few years, practically universal. It is interesting to consider this problem from the viewpoint of one of the men who inaugurated cut rates. The first cut-rate drug store in New York City was established by George Ramsey, of the Hegeman Company. In a recent letter Mr. Ramsey describes the conditions leading to cut rates and tells how the latter affected his business.

#### Effect of Cut Rates.

"The cutting in the drug business commenced in New York about 1879 in our store; previous to that time business was very slow. The sales then were very much smaller than now. We rarely sold a bottle of perfume over 75 cents, or a hair brush over one dollar. And our idea in starting to cut prices was to try to get a volume of business. We started with a cut of 10% on all patents, and found it such a success that we increased our discount to 15% and 20%. This soon enabled us to buy direct from manufacturers. In 1882 our business had increased 300% from 1879. In 1879 our percentage of cost to do business was about 30% and in 1882 about 23%. Rent was about one-half what it is now, cartage about 33 1/3% less than now, but there is not much difference in freight. We had no difficulty in getting registered clerks at \$15 a week, as good men in every way as we now pay \$25 a week. All our other help was in about the same proportion. At the same time we reduced soda water from 10 cents to 6 cents per glass."

Another interesting account of the effect of cut prices in changing the old pharmacy into the merchandising drug store, is contained in the following letter from Mr. John W. Gray, founder of the Gray & Worcester Store, Detroit, Mich.:

"Mr. Hurd and I commenced business at 208 Woodward avenue about the 1st of August, 1886, with a stock of drug merchandise and fixtures amounting to about \$2500. We had

a small soda fountain and our stock consisted of drugs, patent medicines, perfumes, a few sundries, such as tooth, nail and cloth brushes, combs, shoulder braces, and a small stock of cigars. Until we began cutting, along in 1894, Mr. Hurd and I, with the assistance of a boy, conducted the business.

"Our average monthly sales during this period, with but little variation, were from \$600 to \$700, about one-half of which we considered as gross profits. Rent was \$100 a month, other expenses would total from \$40 to \$50 a month. Along, I think, in '94, as there had been more or less cutting of prices by our competitors, and our business had shown a slight loss for a few months, we decided to become more aggressive, to put on our signs and advertise ourselves as a cut-rate drug store. Our policy at the beginning was to meet prices made by any other house on anything in our line, and a price once established was continued indefinitely.

"We always kept on hand a large stock of our leading sellers, and soon we acquired a reputation for having the goods and selling them at advertised prices, both of which helped us materially. As nearly as I can recollect, within six months from the time we began cutting prices, our average monthly sales had been doubled and the increase kept up at a gradually increasing rate until they became about \$15,000 a month. I might mention that during this time, as our business was increasing, we put in a larger and more varied stock of sundries, rubber goods, fancy goods, cigars, etc. We also installed a new and large soda fountain, finding that our cut rates on patent medicines attracted many more people to our store and furnished us with the opportunity of increasing and extending in many ways; on most of these goods we made the same profits as we had made under the old methods of doing business.

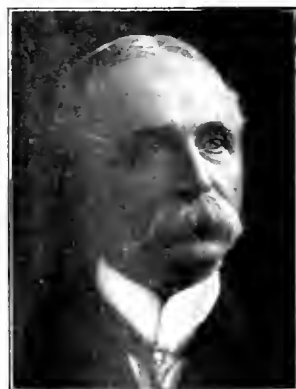
"The gross profits made on goods sold after we began cutting prices were from one-fourth to one-third of total sales. Expenses, of course, were more as business grew, on account of extra help and advertising, but our net gain increased faster in proportion, as many items of expense, such as rent, light, heating, phones, etc., cost no more than before.

"The average salaries paid drug clerks from 1894 to 1905 was from \$12 to \$18 a week."

To the energy and foresight of the early price cutters are due much of the credit for the changing conditions which made possible the final transformation wrought by the spirit of co-operation. The business of the cut-rate drug stores increased very rapidly, and for the first time men began to realize the possibilities of the retail drug business. The live druggists were quick to adopt the policy of price cutting, and in a short time cut prices ruled in practically every city in the United States, although for some time price cutting was confined to the leading druggist in each locality.



GEO. C. LYON  
of Waltham, Mass.



THE LATE C. P. JAYNES  
of Boston, Mass.

Among the forces working against price-cutting were the local pharmaceutical organizations. With undeniably good intentions the members of these organizations, refusing to see the dawning of a new era, banded together to maintain full prices, thus playing into the hands of the big price-cutters into whose stores they drove their own business.

(To be continued)



## Efficiency in Food and Drug Control.\*

By HON. JAMES H. WALLIS.

*Food and Drug Commissioner of Idaho.*

THE importance of food and drug control looms large at the present time. Zealous and conscientious officials, working with defective laws, have yet been able to make long strides toward securing pure and properly labeled foods for the stomachs of the people, and for our sick, drugs which have not been debased. These results have been accomplished only by the aid of strong public opinion enlightened by a friendly press, and with the help of sympathetic judges who have endeavored to overlook technical defects in the laws and to see only the spirit of such legislation.

In the Congress of the United States, and generally in the legislatures of the various States, there has been such lively appreciation of the necessity of pure food and unadulterated drugs that the officials charged with the enforcement of food and drug laws had but little trouble in securing adequate appropriations to carry on their work. This put the responsibility for proper results squarely upon the food and drug officials. Have we secured the greatest possible result for each dollar expended? I am forced to the conclusion that the question cannot be answered in the affirmative.

The first difficulty in the way of efficient enforcement of food and drug laws has been a lack of effective co-operation among food and drug control officials. This applies not only as between State officials and National officials, but also to co-operation among the State officials themselves. This is an evil well recognized by all the officials and steps have now been taken to correct it. It is a matter which rests entirely with the officials, and help must come from within and not from without. We must do that work ourselves.

### Educational Work Necessary.

We have been deficient also in the quantity and quality of educational work which should be done. True, we have sent our bulletins to the consumer, warning him against the frauds and impositions which we have detected in his food supply, and in his drugs; and in these same bulletins we have given him the names of those food and drug manufacturers and dealers who have sold him the adulterated and misbranded articles. We have informed him of the dire consequences which the officials of the State have visited upon these manufacturers in the way of fines and other penalties. This has been good work but it has not gone far enough. There is not a food and drug official of experience who does not know that 90 per cent. of the violations of food and drug laws, both State and National, have been caused largely by the ignorance or carelessness of the manufacturer, and not with a wilful intent to produce and dispose of adulterated and misbranded articles. Ten per cent., perhaps, of the prosecutions are against manufacturers who deliberately offer debased, deleterious, adulterated and misbranded foods and drugs; and as against this latter class of manufacturers the penalties provided in various laws have been woefully deficient. But how about those manufacturers who have sinned because of ignorance?

Have we done our full governmental duty when we say, let the manufacturer beware, let him put out foods and drugs at his peril? Does not such a policy lose sight of the end sought to be attained, which is to secure as quickly as may be possible a pure food and drug supply for the people? Will we not attain that result more quickly if we educate our manufacturers, show them how to produce pure foods in a cleanly manner, and spread information regarding methods of adulterating drugs, largely perpetrated by the foreign producer upon the American importer who buys in good faith?

The great majority is honest. It is not right, it is not even politic, to confound the great mass of clean, honest manufacturers with the sordid, dishonest minority. A distinction should be made. Increase the penalties against the dishonest, and educate the honest. If this be done there will be fewer court cases, because there will be a lesser number of violations of law.

The two minor reasons why the food and drug control work has not been more effective are as stated, lack of effective co-operation between food and drug control officials, and

insufficient and defective educational work. I do not wish to be understood to state that great good has not already been accomplished, but before the best results are permanently secured there must be a radical reorganization and change of methods.

### Drug Control Not Efficient.

The food and drug control work in the United States is not 50 per cent. efficient. This is startling, but it is true. Where is the trouble? The answer is found in defective organization and utter lack of correlation of several branches of what really is but one subject. This trouble has its root in the laws of the Federal Government and in the laws of the States. We must secure basic changes in these National and State laws and this association can help materially.

### What Is Food and Drug Control?

It has been customary to divide food and drug frauds into two classes: (1) those which strike the pocketbook because of the substitution of inferior quality; and (2) those which prey upon the human system, either because they are positively deleterious, or because they are deficient in strength or in effect. This is an artificial classification and an unsound one. All food and drug frauds fall within the second class. They prey upon the system, for it will be found, whenever a food or drug is debased by the substitution of cheaper material, cheaper only because it is deficient in food value or lacking in therapeutic effect, that not only has the money of the consumer been stolen, but there has been a direct attack upon the system. Either the body has been deprived of proper nourishment in the food, or it has suffered from the lack of remedial value in the drug.

In plain English, then, the underlying principle upon which food and drug control rests is the protection of the bodily welfare of the citizens. It falls in the same class as the sewage problem of our cities, and the disposal of waste products of animal life in our rural sections. It is brother to the "swat the fly" crusade, and a first cousin to the work of inspecting working conditions in factories, including woman and child labor, a terrible menace to the welfare of the generations of citizens yet to come. It is closely related to the inspection and quarantine work against contagious disease, be that disease measles or bubonic plague. It is in the same family as the work of protecting our water supplies from pollution. In short, it is one branch of *health work*.

### One Effective Organization.

To be efficient we must have all of these activities I have named and the many others which I have not named, combined into one organization. It must be done in the Nation, and it must be done in each State. As the matter stands now, there is no correlation of these various activities which are all but part and parcel of one great work, fostering and protecting the bodily welfare of our citizens. I do not care whether we have a National Department of Health, with its head sitting as a cabinet officer. It is not the name and position that count. It is the effective organization which, no matter what it may be called, can group together this widely scattered work and combine under one head and one direction all of these separate forces really working for a common end.

Consider the deplorable condition which exists now. Each activity has its own administrative and executive force, separate clerical and inspecting forces, separate laboratories and experts, separate filing and housing. Think what this means in waste of money and energy, and that is by far the lesser waste. The paralyzing thing is the absence of one broad, far-reaching plan which takes into account all that can be done by each separate line of endeavor, and welds the whole into one irresistible engine of progress.

First, we must have national legislation, which will recognize the principle, but placing within one organization the various and many health activities of the Federal government. This organization, when created, must be directed to co-operate with the State organizations, which will be patterned after it. Every dollar of appropriation for health work must be made to do its work. In cities and towns where Government laboratories are located, the municipal and State laboratory work should be done in the Government laboratory. The Federal government should clothe the State inspectors with all the powers held by Federal inspectors, and the State likewise should make the Federal inspector the agent of the State. The legislation, Federal and State, should be uniform, and

\*Delivered before the National Civic Federation, New York

to. Such as are to follow the National law, the latter must be progressive and adequate to remedy evils which must be met.

When these things are done we shall secure results, and I shall have in these United States men and women of finer physique and larger souls than the world has ever before seen.

## Classical Discoveries in Pharmacy.— III

### THE FIRST GLUCOSIDE.

THE search for alkaloids, and their recognition as such, among many plants, gave rise to a series of experiments to locate an active principle possessing general powers. Indeed, the search was carried down in our day. In course of these searches were found which were evidently the result of the action of plants, but which could not be explained as such, on account of striking differences in their properties. The first of these bodies to be isolated was the salicin, discovered by Leroux, a French pharmacist at Vitry-le-François, in 1830. Leroux's own account of the discovery is given in the article telling of the discovery of salicin by the eminent chemists Gay-Lussac and myself, who had examined Leroux's statements and his experiments. The account appears in the *Annales de Chimie et de Physique*, Series 2, Tome 43, page 449, 1830.

As the following story shows, Leroux was not at first aware of the fact that his new substance was not an alkaloid like morphine and quinine. Indeed, he did not learn from his experiments that he had, like Sertuerner with morphine, found the first member of still another class of compounds. It was not until 1845 that Piria demonstrated the splitting up of salicin into saliretin and glucose. The first paper on salicin follows. We have preserved the old ending in -ine:

*Report of a Memoir of M. Leroux, Pharmacist at Vitry-le-François, Relative to the Chemical Analysis of Willow Bark, by Gay-Lussac and Magendie.*

"In the month of June last, the Academy charged us—M. Gay-Lussac and myself—to examine a memoir of M. Leroux and to report on it. The importance of the facts contained in this memoir, and the researches to which we had to devote ourselves in order to verify its exactitude, have prevented us from making our report sooner. No less a question is involved, in fact, than whether there exists, in one of our indigenous plants, a principle that can take the place of the alkalies which chemical industry now extracts from cinchona barks. One can therefore understand with what attention we examined the work of M. Leroux.

"Since the beautiful and useful researches of M. Sertuerner on morphine, and those of MM. Pelletier and Caventou on quinine, cinchonine, strychnine, etc., many chemists have striven to separate from energetic medicaments the particular principle to which they owe their properties. This kind of work has enriched science by several new substances, and medicine by a number of important therapeutic means.

"M. Leroux, an enlightened pharmacist of Vitry-le-François, knowing that the willow had been employed more than once with advantage as a bitter and febrifuge, desired to know if the worthless barks which are detached from wicker twigs before the latter are worked up, did not contain some substance analogous to quinine and cinchonine, and soon his analyses placed him in a position to send, first to one of us and finally to the Academy, two products extracted from the bark of *Salix Helix*: one which he called salicine, and which he regards as a salifiable vegetable base; the other, which he called salicine sulphate; and these two substances M. Leroux announced as possessing the febrifuge power.

"The memoir thus presented two parts, one chemical and the other clinical. Our task, in examining the first part, consisted in ascertaining whether the substance described by M. Leroux was actually a new vegetable alkali; now M. Leroux, having come from Paris in the month of July last, recognized with us that the substance which he extracted from willow bark, under the name of salicine, is not alkaline at all; it does not sensibly saturate acids; also, that, far from com-

bining with it, acids decompose it, and make it lose its property of crystallizing; that it does not contain azote, and hence cannot be ranked among the new vegetable alkalies; as for the substance which he has sent to the Academy under the name of sulphate of salicine, M. Leroux himself had already realized that he had allowed himself to be imposed upon by certain circumstances of his analysis, and that this pretended salt does not exist; and this is in effect what our committee have verified.

"The substance to which M. Leroux gives the name of salicine, when pure presents itself under the form of very slender, pearly white crystals, it is very soluble in water and alcohol, but not in ether; its taste is of the bitterest, and recalls the aroma of willow bark.

"After having confirmed the existence of salicine, and determined its properties and its mode of preparation, it was necessary to assure ourselves if this substance really possesses the febrifuge virtue, and in case of an affirmative outcome, to see if it could replace quinine. Now, as to the first point, that is, the febrifuge property, one of us has assured himself by trials begun in the month of June of last year, on intermittent fevers of different types, that salicine is a febrifuge agent suiting to arrest the attacks of fever, without carrying the dose too high; our reporter has seen fevers cut off, from one day to the next, by three doses of salicine of six grains each; many physicians give sulphate of quinine in doses as high and even higher.

"In fine, M. Leroux has discovered, in the bark of *Salix Helix*, a crystalline principle, which incontestably enjoys the febrifuge power to a degree which approaches that possessed by sulphate of quinine, and this discovery is without contradiction one of the most important which has been made in therapeutics since several years."

### THE PHARMACEUTICAL CALENDAR ONE CENTURY AGO.

In a paper appearing January 1, 1814, Berzelius and Marcet confirmed the composition of carbon disulphide, proving that it contained no hydrogen. The substance had been discovered by Lampadius in 1796. (*Ann. Chim.*, Vol. 89, p. 67, 1814.)

In the same number of the *Annales de Chimie* is found the announcement of the subject for the Parmentier Prize for 1815. Parmentier, pharmacist-in-chief of the French Army, and the man who introduced potatoes into France on a large scale, left a sum of 600 francs to the Society of Pharmacy at Paris, for the awarding of an annual prize for the best piece of research on any subject assigned. For 1815 the topic was "Extractive in Plants."

De Saussure analyzed alcohol and ether, and concluded that both are combinations of olefiant gas and water. Making the necessary allowances for our different ideas of structure, this conclusion holds true in the light of modern knowledge. (*Ibid.*, p. 273.)

"The Culture and Products of *Laurus Cinnamomum* in Jamaica" is the title of a paper by Dancer, reprinted in *Ann. Chim.*, Vol. 89, p. 330.

About the same time the first volume of P. Orfila's famous work appeared, entitled "Treatise on Poisons, or General Toxicology."

Doebereiner reported his results in the study of barley and malt starches. He discovered soluble starch, or dextrin, and noted many points of differences between the two varieties. (*Schweigger's Journal*, Vol. 8, p. 207, 1814.)

The combination of iodine with vegetable and animal substances is the subject of a detailed study by Colin and de Claubry (*Ann. Chim.*, Vol. 90, p. 87, 1814). They discovered iodized starch.

Berzelius, in *Schweigger's Journal*, Vol. 8, p. 317, 1814, gives the analysis of Iceland moss, and reports on its value as a food.

In the "*Philosophical Transactions*," for 1814, p. 74, Sir Humphrey Davy relates "Some Experiments and Observations on a New Substance, which becomes a violet-coloured Gas by Heat." This new substance, iodine, had been discovered only a year previously, and was the center of attraction in the chemical world at that time.

That chemists of one hundred years ago also had their troubles with the apparatus makers is shown by a complaint

from Doebereiner (*Schweigger's Journal*, Vol. 10, p. 217, 1814), in which he states that platinum crucibles were frequently met with of poor quality, which blistered easily and soon wore into holes.

Pfaff, one of the many investigators who "almost" discovered quinine, published about this time a memoir on "Chinastoff und Chinabarz" (*Ibid.*, p. 265). He probably had the impure mixed alkaloids of cinchona in his hands, and obtained the pure crystalline "cinchonin."

## The Curse of the Retail Drug Trade.

By OTTO RAUBENHEIMER, PH.G.

THE writer well remembers that some years ago, when refined deodorized wood alcohol was first placed on the market under a fanciful name, silver-tongued salesmen were trying to convince the pharmacists throughout the country that this product was non-poisonous, and was in every way equivalent to grain or ethyl alcohol, and could be used in its place. As the result of this many druggists throughout the United States were induced to use this product on account of its cheapness, and as a result many druggists had to pay fines or even go to jail.

Practically the same conditions have existed, and do still exist ever since the new chemicals, the so-called coal-tar derivatives have been introduced into the United States. The large chemical industry, especially that of Germany, has spent thousands, nay millions of dollars to perfect and to introduce these products, and for that reason are charging a fair, and in some cases, a somewhat fancy price for these new chemicals. The process of manufacture is patented, and the names of the chemicals are trade-marked. This serves as a protection for the manufacturer. The little republic of Switzerland has a patent law which refuses protection to chemicals and chemical processes, and the result is that most of these chemicals are duplicated or imitated in that country, and are distributed from there. The United States in particular seems to be one of the large outlets for these products.

Some time ago the writer read the following letter from a firm in Philadelphia: "Kindly note that we have reduced prices on Givaudan's chemicals. Perhaps, at times, you have calls from druggists who want chemicals at ruinous low prices, regardless of whether the goods are A-1 or not. If so, we have some of Siegfried's chemicals on hand, which we will sell below cost. You, of course, buy these at your own risk. Any reasonable offer will not be refused if you can use same."

### "Gunmen" Peddlers Sell Imitations.

Just think of such a condition in medicine, intended for the cure and relief of the sick! These imitation goods are distributed by peddlers who deliver their fraudulent wares to druggists from hand satchels. These peddlers are irresponsible men, who very frequently make only one visit, who have no addresses, who leave no bills, and who cannot be held, nor can they be caught. These peddlers are in the same class as "gunmen," many of them being ex-convicts who would resort to any means in order to obtain money. These peddlers are also the distributors of obscene rubber goods and instruments, the sale of which is forbidden by law. They also supply cocaine and morphine to habitués, and even to school children. These peddlers buy and sell stolen goods and act as fences.

It is a large, a very large traffic that these illegitimate chemicals constitute. They are bought and sold without any guarantee whatsoever. The average druggists buy these chemicals at a slightly lower cost than the genuine articles. They dispense same, and thereby violate the patent as well as the trade-mark rights of the manufacturer. That the manufacturer has such a right has been demonstrated on numerous occasions, when druggists have been caught substituting these chemicals in place of the genuine ones, and thereby have had a great deal of legal annoyance, and even have had to pay fines or were sentenced to jail.

### Dispensing Physicians Also to Blame.

But the druggists are not the only guilty parties, as the peddler furthermore is in the habit of supplying the dispensing physician with these articles. The dispensing physician has no means of convincing himself of the chemical identity of these products, much less than the druggist, and thereby runs a greater risk as to the health and welfare of his patients.

All he knows is that the goods bear a certain label; that the goods are cheap, and *this* is the sole reason that prompts him to buy them.

The infringers sell these imitations under their chemical names, and the peddler claims that they are identical with the patented and trade-marked product, but frequently, almost invariably, these chemicals are grossly adulterated and instances are known that "aristol" had been adulterated with brick dust. "protargol" substitutes contained only 3 to 4% of silver, instead of 8.3%, and were strongly alkaline, and that salicylic acid has been sold as "aspirin," and as "pyramidon" a mixture of magnesium and sodium sulphate. Adulteration has even gone so far as to imitate the labels of the genuine product, so as to require an expert to tell the difference in the outside appearance between the imitation and the genuine. It is also well known that chemicals supplied by the irresponsible peddler are generally short weight. It has been repeatedly shown that tablets which are sold by peddlers are fraudulent. "Aspirin" and "veronal" tablets, which were said to contain five grains, have been found to consist entirely of inert matter. A large quantity of tablets is sold by peddlers which are made from adulterated chemicals, and it is predicted that some time or other there will be a large exposé, which will be a serious blow to pharmacy and medicine.

### Oxid of Iron Instead of "Salvarsan."

It has even come to my knowledge that vials bearing imitation labels of "Salvarsan," instead of containing this wonderful remedy, were filled with oxid of iron to give it the characteristic color of the genuine article, and this fraud was not discovered until the peddler selling this counterfeit article had left town to continue his criminal activities in another community.

The dangerous practice indulged in by so many druggists, as well as dispensing physicians all over the United States, of purchasing supplies from peddlers, is one of the most serious menaces to the health and life of every community. How dangerous this practice is has been well demonstrated in a recent case, when a substitute for a chemical which was intended as eye drops resulted in the loss of the patient's eye, and in the recovery of heavy damages from the substituting druggist.

Just now I received a circular from A. C. Smith, Windsor, Ontario, Canada, one of the veteran dealers in this class of goods, which circular, in fact, prompted me to write this article. I would ask you to read carefully the following sentence taken from it:

"You are taking an awful chance buying elsewhere; it is a crime to buy rank imitations and short-weight tablets peddled by every Tom, Dick and Harry, whose sole desire is to get all the profit possible irrespective of quality. You owe it to yourself and customers to buy these chemicals only from a reliable source. I positively cannot recommend anyone to you. I am retiring from business with a clean slate—honorable. No man will ever find me ungrateful or dishonorable."

Could there be better proof than these statements, made by a man who knows the truth of the nefarious dealings of these peddlers? How humiliating for us druggists that we must allow ourselves to be advised by that man not to take any chances in buying goods from his competitors.

Retail druggists as well as physicians should take pride in their honorable calling, and in this profession, and should not buy their supplies from irresponsible parties. This, in my opinion, is the curse of the retail drug trade of today, and the sooner this is abolished, the better it will be for professional pharmacy.

We pride ourselves upon our high state of civilization, but I doubt whether conditions in this particular are anywhere as bad as in the United States; not in the darkest part of Mexico would it be possible for peddlers to sell medicines, and no druggist could be found who would stoop so low as to buy supplies from notorious criminals.

### Celluloid Varnish.

Celluloid chips .....	5 ounces
Ether .....	1 pound
Acetone .....	1 pound
Amyl acetate .....	1 pound
Mix and dissolve.	



# SELECTED FORMULAS

**Liniment for Rheumatism and Sprains.**

Camphor .....	1/2 ounce
Chloroform .....	1/2 ounce
Tincture of arnica.....	2 drams
Tincture of aconite.....	1 dram
Tincture of opium.....	2 drams
Oil of wintergreen.....	1/2 dram
Soap liniment, enough to make.....	4 ounces

Mix. Apply as often as necessary and cover with flannel or silk.

**Niemann's Sultana Ointment.**

Spermaceti .....	8 parts
Cacao butter .....	16 parts
Oil of sweet almond.....	32 parts
Balsam of Peru.....	1 part

Melt together and add—  
Orange-flower water ..... 1 part |

Stir constantly until cold.

**Hinkle's Voice Lozenges.**

Cubebs, powdered.....	50 grains
Benzoic acid.....	33 grains
Tragacanth, powdered.....	25 grains
Extract of licorice.....	500 grains
Sugar .....	1300 grains
Eucalyptol .....	25 minims
Oil of anise.....	5 minims
Black currant paste, enough to make.....	2000 grains

Mix and make into 100 lozenges. A small piece may be made to dissolve in the mouth just before any considerable vocal exercise. Recommended for singers and speakers.

**Eucalyptus Embrocation.**

Oil of eucalyptus .....	1 ounce
Lard oil .....	1 ounce
Cottonseed oil .....	1 ounce
Oil of turpentine.....	3 ounces
Ammonia water .....	5 ounces
Oleic acid .....	1/2 ounce

Mix the acid and the lard and cottonseed oil. Then add the turpentine and ammonia and shake, lastly adding the oil of eucalyptus.

**Salol Dentifrice.**

Salol .....	3 1/2 drams
Saccharin .....	12 grains
Sodium bicarbonate .....	10 grains
Water .....	1/2 ounce
Oil of peppermint .....	1 dram
Oil of anise .....	5 minims
Oil of fennel .....	5 minims
Oil of cloves .....	2 minims
Oil of cinnamon .....	1 minim
Rectified spirit, enough to make.....	6 ounces

Dissolve the saccharin and sodium bicarbonate in the water, mix all the rest of the ingredients with the alcohol; dissolve, add the saccharin solution, tint with cochineal and filter.

**Paraffin Rouge.**

Hard paraffin.....	1 ounce
Soft paraffin.....	1 1/2 ounces
Eosin in powder.....	1 dram
Essential oil of almond.....	5 drops

Melt the paraffin on a water bath and digest with the eosin for 30 minutes, stirring occasionally; filter through paper (using a hot funnel) to remove excess of dye. When nearly cool add the essential oil.

Directions: Apply with the finger tip, gently rubbing until the desired tint is produced. Allow to remain a few minutes, then dust with starch and remove surplus grease with a cloth. This cures the skin and is not affected by perspiration.

**Ear Drops.**

Tannic acid.....	30 grains
Tincture of opium.....	2 fl. drams
Glycerin .....	6 fl. drams

Mix.

**Nail Powder.**

(1)

Oleate of tin.....	2 ounces
Powdered pumice stone.....	1 ounce
Oil of lavender.....	5 drops

Mix and pass through a fine sieve.

(2)

Cinnabar .....	1 ounce
Powdered emery .....	1 ounce
Oil of bitter almonds.....	2 drops

Mix and sift.

**Antiseptic Soothing Cream.**

Carbolic acid .....	10 grains
Camphor .....	10 grains
Anhydrous woolfat .....	4 drams
Soft paraffin .....	12 drams
Cacao butter .....	2 drams

Melt the cacao butter and lanolin, and when cooling, but still transparent, add the camphor and carbolic acid, which have been previously liquefied by rubbing together.

**Dandruff Pomade.**

Salicylic acid .....	20 grains
Chloral hydrate .....	10 grains
Oil of eucalyptus.....	5 drops
Zinc ointment .....	1/2 ounce
Cold cream .....	1/2 ounce

Mix well.

**Paper Barometers.**

Paper or fabric immersed in one of the following solutions, according to the *Chemist and Druggist*, changes color according to the humidity of the weather:

(1)

Cobalt chloride.....	1 part
Gelatin .....	10 parts
Water .....	100 parts

The normal color is pink; this changes to violet and blue, the latter being the indication of very dry weather.

(2)

Cobalt chloride .....	1 part
Gelatin .....	20 parts
Nickel chloride .....	75 parts
Cupric chloride.....	25 parts
Water .....	200 parts

The color is green in dry weather.

(3)

Cupric chloride.....	1 part
Gelatin .....	10 parts
Water .....	100 parts

The color is yellow in dry weather.

**Sealing Wax Insoluble in Alcohol.**

Beeswax, yellow .....	5 parts
Carnauba wax .....	1 part
Paraffin .....	1 part

Melt together and mix with—

Red lead .....	5 parts
Prepared chalk .....	2 parts

Heat the mixture under constant stirring until it thickens.

**For Cleaning Playing Cards.**

Bring to a boil one liter of water to which has been added 20 grams of soap bark. Continue ebullition for a few moments, then add 15 grams of starch, and the same quantity of borax, stirred up in a little water. Boil the mixture for about 10 minutes, then cool, filter, and preserve in a stoppered bottle. For use, rub the soiled surfaces of the cards lightly with a sponge saturated with the mixture.

**Paint for Renovating Linoleum.**

Yellow wax .....	5 ounces
Turpentine .....	11 ounces
Varnish .....	5 ounces

Mix at a gentle heat. Wash the linoleum first with soap and water, and when dry, apply the above with a woolen rag.



## FOREIGN ABSTRACTS



### NEWS FROM EUROPEAN LABORATORIES.

#### Some New Tests for Impurities in Tragacanth and Bismuth Salts—Decomposition of Spirit Nitrous Ether—Distinguishing Artificial and Natural Vaseline—Liquid Paraffin in Surgery.

**A**MONG the analytical notes presented this month are two simple processes for detecting the presence of lead in bismuth salts, and gum arabic in tragacanth. An extended examination of spirit of ethyl nitrite shows that with ordinary care this solution does not deteriorate at such a rapid rate as has been alleged in many cases of drug seizures. Caviblenes, a new form of urethral bougie, are described, and their advantages pointed out. Some recent work by Stapf appears to settle the question of the source of *Lignum Nephriticum*, discussed in this department some months ago. A physician serving during the Balkan war reports excellent results with liquid paraffin as a surgical dressing. Bourquelot and his colleagues are continuing their researches into the biosynthesis of glucosides, having recently succeeded in coupling the diacid alcohol glycol with glucose. An interesting case of inorganic isomerism is found in sodium acetate, and the new isomer seems to be of greater value in acetylation work on oils than the old anhydrous form.

#### Decomposition of Ethyl Nitrite—

The plea of defence in prosecutions for selling spirit of nitrous ether which is below strength is generally the unavoidable decomposition of the solution on keeping. In order to determine whether this plea is justified, Hodgson and Bailey examined a number of solutions of ethyl nitrite at various intervals. The samples were kept in 8-ounce brown, glass-stoppered bottles. From one bottle the stopper was removed and a portion taken for analysis. This was repeated every 24 hours. After 15 days the solution was devoid of ethyl nitrite. (The stopper apparently remained out of the bottle during this test. Abstr.) Another bottle was kept closely stoppered, being opened only long enough to remove the sample for analysis. At first the test was made every week, and later on, every month. Ordinary room temperatures prevailed. After one year the strength was reduced to 50 per cent. It is concluded that the usual defence should not be allowed if the deficiency exceeds 25 per cent., since the spirit is bought in small quantities and quickly moved. (Pharm. J., 1914, p. 28.)

#### Caviblenes, New Form of Bougie—

The author has devised a new form of hollow urethral bougie for the application of drugs to the urethral canal or to other cavities. It consists of a hollow sheath with thin, resistant, closely contiguous walls, which melt when introduced into the body. The inner cavity is filled with the drug, and the caviblene is then inserted in the same manner as a rubber sound, and left *in situ* until it melts, and the active ingredient comes in contact with the surface it is desired to treat. Either powders, liquids, or ointments may be administered in this way. It is especially convenient for use with highly colored remedies. Uranoblene is such a preparation consisting of sodium fluorescein, or uranin, with silver. Its solutions are highly fluorescent and of a bright yellow color. Although it is a powerful germicide, especially for gonococcus, and is non-irritant, its staining properties render it inconvenient for use by the ordinary method of injection. Caviblenes of various shapes and sizes are on the market. (Bruck, Pharm. Ztg., 1913, p. 874; through Pharm. J.)

#### New Culture Medium for Bacteria—

This new medium, devised by Besredka and Jufille, is cheap, but at first somewhat difficult to prepare properly. It is composed of incoagulable egg albumen, incoagulable egg yolk, and beef broth, in the proportions of 4 : 1 : 5. The albumen may be omitted when the tubercle bacillus is to be cultivated. It is claimed that by this medium the human and bovine types of bacillus can be differentiated, and a very active tuberculin prepared. Cultures of the pneumococcus in this medium conserve their vitality for several months; the meningococcus—usually a very delicate organism—retains its vitality for at

least two months; and a still more delicate organism, the gonococcus, not only gives good growths within 24 hours, but subcultivates on other media after a stay of 20 days in the new medium. The bacillus of whooping cough gives abundant cultures, and the organisms survive for at least four months in the incubator; and it is striking that several organisms which can only be grown in other media under strictly anaerobic conditions, grow and flourish in this medium in the presence of oxygen. (Brit. Med. J., 1914, p. 45; through Pharm. J.)

#### Artificial and Natural Vaseline—

According to the German Pharmacopoeia, artificial vaseline is prepared by mixing 3 parts of vaseline oil, containing 1.6 per cent. of paraffin, with 1 part of ceresin with a melting point of 60-62°. To distinguish this mixture from the true proprietary vaseline, dissolve 1 or 2 g. of sample in 40 cc. of propyl acetate, cool to -20°, filter off the precipitate at the same temperature, wash with 80 cc. of propyl acetate, dissolve with benzene in a dish, evaporate, and weigh. The paraffin content of natural vaseline is from 24.4 to 26.8 per cent., while that of the artificial is from 22.5 to 23.1. The difference is not great, but the composition of the precipitates differs considerably. If the precipitate from artificial vaseline, which is hard, is boiled out with alcohol, and the liquid decanted, the residue, on account of the removal of the lower-melting paraffins, is still harder and colorless. The paraffin thrown down from natural vaseline is yellow, and is not decolorized by long continued treatment with alcohol, a soft, yellowish residue remaining. (Kantorowicz, Chem. Ztg., 1913, p. 1565.)

#### Patchouli Oil—

Since about six months striking variations in the properties of patchouli oil have been noticed. While previous years have shown oils with sp. grs. above 0.97, rotations of more than -60°, and solubility in every proportion of 90 per cent. alcohol, the later oils have sp. grs. of about 0.95-0.96, lower rotation—as low as -42°—and a solubility in 6 parts of 90 per cent. alcohol, in many cases. Two very abnormal oils showed sp. grs. of 0.935 and 0.937, rotations of -9° and -34°, and solubility in 4.5 volumes of alcohol. The odor, on the other hand, was extraordinarily fine and intense. By varying the method of distilling the patchouli herb, the yield of oil was changed, but not its constants. The herb was proved to be unadulterated. Apparently the cause is to be sought in unusual weather conditions during growth or harvesting. (Lehmann, Chem. Ztg., 1913, p. 1589.)

#### Isomeric Form of Sodium Acetate—

The authors confirm the statements of Miller and Green, that the anhydrous salt and not a lower hydrate is formed on heating the sodium acetate trihydrate above 58°, or by cooling the molten trihydrate. This salt is also obtained by dehydrating the trihydrate at low temperatures, and is not identical with the anhydrous salt obtained by dehydrating at over 200°, or by melting the anhydrous salt and allowing it to cool. Sodium acetate I, stable above 198°, is probably monoclinic. Sodium acetate II, stable below 198°, is rhombic. Owing to the slowness of the change, the form I can be preserved for a long time at the ordinary temperature. The transition from trihydrate to the form II takes place at 58.2°. On crystallizing from boiling absolute alcohol, the form II separates, whether I or II has been dissolved. The new form II is a much better condensing agent and takes up water more readily than I, so that when sodium acetate is required for use in organic preparations, it is better not to fuse the anhydrous salt as is usually recommended, but to dehydrate at 120°. (Vorländer and Nolte, Ber., 1913, p. 3199; through J. Soc. Chem. Ind.)

#### Gum Arabic in Tragacanth—

Only traces of gum tragacanth dissolve in an ammoniacal solution of copper oxide, whereas gum arabic and similar gums dissolve practically completely. By utilizing this fact and carrying out at the same time a control test with tragacanth gum of known purity, the proportion of gum arabic in an adulterated sample of tragacanth can be determined. Tests with mixtures containing 30 and 20 per cent. respectively of

... salts accurate to within ... of gum tragacanth ... percent of gum arabic ... J. Soc. Chem. Ind.

**Process for Demolishing Tobacco—**  
... excess ... must pump ... is now ... still charged ... of this ... in the tobacco ... vessel and pass- ... is finally heated ... ammonium salts ... is recovered. (French ... J. Soc. Chem. Ind., 1913, p. 188.)

**Reactions of Digitoxin—**

Purified digitoxin was used for the tests. The color reaction is sufficiently apparent, and the color is snow-white. It is insoluble in water, but soluble in alcohol, and is easily dissolved by chloroform. In cold sulphuric acid digitoxin remains apparently unchanged for days. Gradually, however, the crystals increase in size, and appear black when held against a white ground. This black appearance is quite characteristic of digitoxin, and is caused by minute air bubbles. The substance is easily soluble in glacial acetic acid. Twenty-five per cent nitric acid causes no color formation, but the addition of potassium hydroxide brings out a pale yellowish red, not very characteristic. Chromic acid and molybdic acid give quite characteristic reactions. If a little digitoxin is treated on a slide with ammonium molybdate or potassium dichromate, and water, there is no change, and added acetic acid has no effect. But on the addition of sulphuric acid, solution takes place in a few hours, although no color reaction takes place after five days in the cold. If the test is slightly warmed, however, the molybdate slide becomes a beautiful sky blue, while the chromic acid mixture changes to a nickel green. Vanadic acid used in the same manner gives a yellow color, due to the metavanadate, but no reduction takes place with digitoxin. Sodium iodate with sulphuric acid gives no color. Of the greatest importance are the reactions with ferrocyanides and ferricyanides. When treated with yellow or red prussiate of potash and water digitoxin gives a precipitate of the corresponding salt. On allowing the mass to dry in the air, and adding acetic acid, the ferricyanide gives long needles. After standing for 12 hours, the addition of sulphuric acid causes an intense blue with the ferri salt, and a gradual change to sky blue with the ferro salt. Other tests of value are carried out with tungstic acid, mercury salts, silver nitrate, and hydrochloric acid, and cobalt nitrate. (Reichard, Pharm. Zentralhalle, 1913, p. 687.)

**Incompatibility Due to Glass Alkalinity—**

If sodium phosphate is present in solutions intended for injections and put up in sterilized ampules, the quality of the glass must be considered. Ampules heated for 20 minutes at 120° with water containing phenolphthalein, should show no pink color. A solution containing sodium glycerophosphate, sodium sulphate, and strychnine sulphate formed crystals. High percentage of strychnine alkaloid. (Mabert, J. Pharm. Centralhalle, 1913, p. 54.)

**Alpha-Glucoside of Glycol—**

... of bottom yeast on a mixture ... Bourquelot and Bridel have synthesized ... as shown by the change in ... although the glucoside itself ... The reaction has its maximum effect ... 50 and 60 per cent of glycol ... and glucose ... in 75 per cent alcohol. The ... relation between glycol and glycol ... a greater extent with the ... up to at least 74 per cent. In ... studies gives the following ... making ethyl-alcohol in large ... 15 liter flasks placed 45 kg of ... and 10 liters of 90 per cent alcohol ... for a month. Decant the alcohol,

replace by a new quantity of 10 liters, allow to stand for another month, and repeat the process. In this manner at least 1 kg. of beta-ethyl-glucose can be obtained from each bottle in a month. The energy of the ferment is impaired only slightly by its long immersion in alcohol. The only difficult point in connection with the operation is obtaining the ferment. (Bourquelot and Bridel, J. Pharm. Chim., 1913, p. 547; Coirre, Rev. p. 554.)

**Detection of Lead in Bismuth Salts—**

Advantage is taken of the fact that a boiling solution of ammonium nitrate will remove any lead present in the subnitrate or carbonate of bismuth without dissolving even a trace of the latter. In 10 g. of the subnitrate, 10 g. are boiled for 8 minutes with 100 cc. of a 20 per cent solution of ammonium nitrate. After allowing the liquid to become quite cold, it is filtered, and a few drops of a neutral solution of potassium chromate are added. In the presence of a trace of lead the well-known chrome yellow appears. With the subcarbonate, treat 10 g. with 100 cc. of the ammonium nitrate solution, boil down to 80 or 40 cc., then evaporate to dryness on the water bath. Treat the dry residue with 100 cc. of distilled water, stir well, and evaporate to 40 cc. over a naked flame. When cold, this solution is filtered and tested with potassium chromate solution. The reason for the prolonged heating in this case is to absolutely eliminate the ammonium carbonate formed in the reaction, since the presence of this salt in the filtrate would prevent the precipitation of the lead chromate. (J. Pharm. Chim., 1913, p. 422; through Pharm. J.)

**Disinfectant Action of Solargyl—**

The silver-albumin preparations used thus far in the treatment of acute gonorrhoea have a number of defects, among them being the ease of decomposition, lack of solubility in water, and slight stability in solution. A new preparation, solargyl, is said to overcome these difficulties. It contains 30 per cent. of silver, being a combination of silver oxide and proteoses. Solargyl has a strong disinfectant action on resistant bacilli, as staphylococcus, coli, and pyocyanus. In this regard solargyl with 30 per cent. of silver approaches collargol, with 76 per cent. The solutions are not decomposed by boiling, and can therefore be sterilized; they are neutral, and stable for long periods. (Glücksmann and Gobbi, Münch. Med. Wochschr., 1913, p. 2788.)

**Antiseptic Constituents of Creosote—**

The question of what constituents of creosote have the most powerful antiseptic action is not yet cleared up, in spite of the efforts of many investigators. Charitschkoff has studied the problem in the following manner. The phenolic and acid constituents were removed by alkali, and the nitrogen bases separated by acids; naphthalene and other unsaturated bodies were removed by sulphuric acid. The phenol-free creosote was almost as strongly antiseptic as crude creosote, and the same is true of creosote from which the bases have been removed. After treatment with sulphuric acid the substance is highly active. The phenols themselves, as well as the bases, have an antiseptic action like creosote. Probably the cause of the action is not only the substances named, which are contained ready formed in creosote, but also those which result from the oxidation of the unsaturated compounds. (Charitschkoff, Chem. Ztg., 1913, p. 1164.)

**Liquid Paraffin as Wound Dressing—**

During the Falk war 20 cases of wounds were dressed with liquid paraffin. In every case the wounds healed over in a remarkably short time. Dressing wounds with creosote has been recommended. The latter is recommended as a dressing for cases of ulcers, where there is some suppuration, the application of 2 per cent of iodoform liniment waters. (Clayton studies, Zentr. f. Bakt., 1913, New Series, Abt. Pharm. J.)

**Genisteine, a New Alkaloid—**

At the meeting of the Society of Chemists at Paris, held December 3, 1913, M. Duran was read a paper on genisteine, a new alkaloid isolated from the ground seeds of the bean (*C. H<sub>2</sub>N*), melts at 153° and 148° at 177-178°, and at 22 mm. pressure. It forms a picric acid salt melting at 117°. Genisteine reacts with picric acid to form a phenol-picric salt, yet is soluble in water, as shown by the formation of the picrate and platino-chloride. (J. Pharm. Chim., 1913, p. 578.)

# THE QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

### Use of the Words "Cold Cream."

(J.W.C.)—"Kindly enlighten me on a question that has been raised on the use of the words 'cold cream.' A druggist makes a 'greaseless cream' and calls it 'greaseless cold cream.' I claim that his product cannot be 'cold cream' if it is 'greaseless,' and that 'Unguentum Aquae Rosae, U.S.P., is the only cold cream. He claims that any cream can be called 'cold cream.' Any information on the subject will be highly appreciated."

As the words "cold cream" are no longer used by the Pharmacopoeia as an official synonym for ointment of rose water there is nothing in the law or common usage of language that will prohibit one from applying these words to any preparation of "cream" he may wish. The principle of the law as to the use of names is set forth in No. 7 of the Regulations for the enforcement of the Federal Food and Drugs Act, as follows: (a) "A drug bearing a name recognized in the United States Pharmacopoeia or National Formulary, without any further statement respecting its character, shall be required to conform in strength, quality, and purity to the standards prescribed or indicated for a drug of the same name recognized in the U.S.P. or N.F., official at the time." As "cold cream" is not recognized by either of the authorities named, there is no standard for the preparation except that which each manufacturer may elect. In former editions of the U.S.P. "cold cream" was an official synonym for ointment of rose water, but, as stated above, the name does not appear in the present revision. The dismissal of the synonym became necessary because of the large number of unofficial ointments of varying composition popularly exploited as cold cream, and these were frequently dispensed when physicians' prescriptions directed ointment of rose water.

### Resilvering Mirrors.

(J.S.H.)—"We have repeatedly published formulas for resilvering mirrors, and if you care to take the trouble to go over the files of THE PHARMACEUTICAL ERA covering the last three or four years, you will find a number of processes outlined."

However, to help you out, we would state that as mirrors are made by backing the glass with a film of silver or with an amalgam of mercury, the character of the "resilvering" process must be selected accordingly. But whatever method is employed, great stress is laid on the absolute cleanliness of the glass, not only from dirt and grease, but also freedom from any organic matter. In fact, herein lies the success of any method employed for this purpose. The following formula has been recommended as answering most of the requirements. Make three solutions, as follows:

(1)

Silver nitrate .....	2 grains
Stronger ammonia water.....	1 ss
Distilled water .....	1 ss
Alcohol .....	1 fl. ounce

Dissolve the silver nitrate in 6 fl. ounces of distilled water, and gradually add the ammonia water until the precipitate first formed is dissolved no more. Any excess of ammonia must be guarded against. Then filter through a piece of filter paper, adding distilled water to make 12 ounces of clear alcohol. Place in a clean bottle shake thoroughly and keep in a cool, dark place.

(2)

Reebell's salt .....	12 grains
Silver nitrate .....	10 grains

1. Dissolve in 12 fl. ounces of distilled water 1 fl. ounce of alcohol.

2. Dissolve 10 grains of Reebell's salt in 8 ounces of distilled water in a clean glass vessel. While boiling, add gradually the silver nitrate dissolved in 1 ounce of distilled water until the solution begins to turn gray, add 10 ounces of distilled water and filter, making up to 12 fl. ounces with distilled water. Add the alcohol and bottle, keeping the solution in a cool, dark place. Allow both of these solutions to stand five or six days before using.

Mix equal parts of the above solutions and pour the mixture on the glass to be silvered. Allow to stand for one hour or more, pour off the solution, rinse with clear water, and before drying, amalgamate with the following solution:

(3)

Potassium cyanide .....	8 grains
Mercury cyanide .....	10 grains
Water .....	qs.

Dissolve the salts separately in 8 ounces of water and add to distilled water to make 1 gallon. Place this solution in a sprinkler, and sprinkle the silver film on the glass until it turns a lead color; then rinse immediately and stand the glass on end to dry. Paint over the deposited film with asphaltum varnish, using a soft brush. The silver coating must not be touched before it is painted.

A varnish for the backs of silvered mirrors consists of dammar gum, 20 parts; asphalt, 3 parts; gutta-percha, 3 parts; benzole, 75 parts. Mix and dissolve. To use varnish it may be applied with a soft brush, or pour it over the silvered surface and move the plate back and forth until the varnish is evenly and completely distributed over the back of the glass.

### Face Lotion: Hair Tonic.

(G.D.Co.)—"Please give us formulas for each of the following: Face lotion, thick, nice odor; face lotion, thin, nice odor; and a hair tonic, also possessing a nice odor."

The title "face lotion," without other qualification, is so elastic that it may be employed to cover a broad range of preparations of widely differing composition and characteristics. However, one of the most common "lotions" of the "thick" type used for the face and hands, perhaps, is the well-known quince seed lotion or toilet cream, a common formula being:

Quince seed .....	2 ounces
Rose water .....	4 pints
Glycerin .....	2 pints
Tincture of benzoin.....	2 ounces

Macerate the quince seed in the rose water for 24 hours, strain, and add the glycerin and tincture of benzoin.

Another lotion which possesses considerable density is

Mucilage of flax seed.....	8 fl. ounces
Glycerin .....	8 fl. ounces
Alcohol .....	2 fl. ounces
Essence of roses.....	1/2 fl. ounce
Borax .....	2 grains
Rose water or distilled water.....	32 fl. ounces

Mix the mucilage and glycerin in the alcohol and essence, and finally filter the mixture into the borax has been dissolved. If desired, a few drops of perfume may be added to give consistency for use.

For a thin, lotionic type of face lotion:

Glycerin .....	1 ounce
Alcohol .....	10 fl. ounces
Tincture of benzoin.....	enough to color
Glycerin .....	4 ounces
Orange leaf extract.....	1 ounce
Rose water .....	5 ounces
Distilled water .....	5 ounces

Mix. This lotion may be colored with liquid carmine, 1 to 4 fl. drams.

## Hair Tonic.

(1)

Resorein .....	5.0 parts
Menthol .....	0.5 part
Alcohol .....	150.0 parts
Rose water .....	25.0 parts
Cologne water .....	25.0 parts

Mix.

(2)

Castor oil .....	2 fl. ounces
Oleo-balsamic mixture .....	3 fl. ounces
Tincture of cantharides .....	3 fl. drams
Benzoic acid .....	1.55 grains
Tannic acid .....	1½ drams
Alcohol .....	4 fl. drams

Mix and filter.

As stated above, these preparations may also be variously perfumed by the addition of suitable handkerchief extracts.

## Tincture of Larkspur.

(G. P. H.)—There is no official formula for tincture of larkspur, but the following has been proposed for admission into the next edition of the National Formulary:

Larkspur seed, No. 50 powder.....	100 grams
Alcohol, enough to make.....	1000 cc.

The resulting tincture has a permanent brownish-green color.

The so-called "nursery hair lotion" to kill "nits" in children's hair may be made after one of the following formulas ("Pharmaceutical Formulas").

(1)

Stavesacre seed, in rough powder.....	2 ounces
Acetic acid .....	1 ounce
Water .....	16 fl. ounces

Boil for 10 minutes in a covered vessel, set aside until cold; then add:

Rectified spirit .....	2 ounces
Oil of geranium.....	2 minims
Oil of lavender.....	2 minims
Oil of lemon.....	4 minims

Filter and add:

Glycerin .....	1 ounce
Water, enough to make.....	20 fl. ounces

According to the authority cited, this formula from the Edinburgh Infirmary Pharmacopœia, is a valuable one and certain in its effects.

(2)

Larkspur seed .....	10 ounces
Potassium carbonate .....	1 ounce
Water .....	50 ounces

Boil together five minutes, and when cold add:

Rectified spirit .....	50 ounces
Water, enough to make.....	100 ounces

## Mange Remedy for Dogs.

(E. J. H.)—We are not familiar with the proprietary remedy and do not recall any analysis that throws any light on the probable composition. However, if you want a formula recommended by a contributor to the ERA, you can try the following:

Whale oil .....	2 parts
Oil of tar.....	1 part
Flowers of sulphur.....	1 part

This is to be thoroughly mixed and applied to the parts affected, and allowed to remain for about 24 hours, when the dog should be washed and a fresh supply applied. Usually two or three applications will effect a cure. This remedy contains no poison, and cannot injure the dog should he lick it off. Two other standard formulas are:

(1)

Olive oil .....	1 pint
Oil of turpentine.....	¼ pint
Sulphur .....	2 ounces

(2)

Olive oil .....	1 pint
Creolin .....	1 ounce
Sulphur .....	2 ounces

The dog should be thoroughly washed with plenty of soft soap and warm water. After drying, either of the foregoing applications will generally eradicate the pest, the hair usually growing again. Two or three dressings at intervals of three days will suffice.

## Shampoo Paste.

(M. P. H.)—Here are three formulas.

(1)

White castile soap.....	2 ounces
Ammonia water .....	2 ounces
Bay rum or cologne water.....	1 ounce
Glycerin .....	1 ounce
Water .....	12 ounces

Dissolve the soap in the water by the aid of heat; when nearly cold, stir in the other ingredients.

(2)

Castile soap .....	4 ounces
Potassium carbonate .....	1 ounce
Water .....	6 ounces
Glycerin .....	2 ounces
Oil of lavender flowers.....	5 drops
Oil of bergamot.....	10 drops

To the water add the soap, in shavings, and the potassium carbonate, and heat on a water bath until thoroughly softened; add the glycerin and oils; if necessary to reduce consistency, more water may be added.

(3)

White castile soap.....	4 ounces
Powdered curd soap.....	2 ounces
Potassium carbonate .....	1 ounce
Honey .....	1 ounce

Perfume to suit. Make a homogeneous paste by heating with a sufficient quantity of water. Many other formulas for shampoos may be found in the new edition of the ERA Formulary, now on the press.

## Antiseptic Solution.

(J. L. C.)—"Will you please publish in your next issue a formula for an antiseptic solution containing the following articles: Benzoic acid, boric acid, eucalyptol, oil of peppermint, oil of wintergreen, thymol, and alcohol, the solution not to contain over 28 per cent of alcohol, and enough water to make 1 gallon?"

The substances named constitute the ingredients directed in the Pharmacopœia for the official "antiseptic solution" which, according to Professor A. B. Stevens' calculation, given in the ERA Dose Book, contains 23.7 per cent. of alcohol in the finished product. Taking the official formula and converting the metric quantities there prescribed to the nearest equivalents in English weights and measures (on the basis of making 1 gallon of finished product), the formula becomes as follows:

Boric acid .....	22 5 12 troy ounces
Benzoic acid .....	56 grains
Thymol .....	56 grains
Eucalyptol .....	16 minims
Oil of peppermint.....	16 minims
Oil of gaultheria.....	16 minims
Oil of thyme.....	8 minims
Alcohol .....	32 fl. ounces
Water, enough to make.....	1 gallon

Dissolve the boric acid in 92 fl. ounces of water and the benzoic acid in 10 fl. ounces of alcohol, and pour the aqueous solution into the alcoholic solution. Then dissolve in a mortar the thymol in the eucalyptol, and oils of peppermint, gaultheria and thyme; thoroughly incorporate the purified talc, and add, with constant trituration, the solution first prepared. Allow the mixture to stand, with occasional agitation, during 48 hours, filter, add the remainder of the alcohol, and enough water to make the finished product measure 1 gallon.

But why be compelled to convert the metric units of any formula into units of English weights and measures for manufacturing operations? A set of metric weights and measures and their intelligent employment would obviate nearly all of the "conversion problems" many druggists think they are compelled to solve before they can proceed with a formula stated in metric units.



# WOMEN IN PHARMACY

Conducted by EMMA GARY WALLACE

Women Students, Junior and Senior, and Instructors at Columbia.



THE 84th annual term of instruction at the College of Pharmacy, Columbia University, is now well under way. The Junior class numbers 17 students, and the Senior class nine. This unusual number of women shows the increasing favor accorded to women in pharmacy and to the course offered by this well-known institution. A private sitting room is provided for the young ladies, and everything possible done for their profit and comfort. The college graduates are represented on the faculty membership for the first time this year. Columbia offers unusual advantages in three-, four- and six-year courses of study based upon high school graduation and leading respectively to the degrees of Pharmacy Chemist (Ph.Ch.), Bachelor of Science in Pharmacy (B.S. in Phar.), and Doctor of Pharmacy (Phar.D.).

Women students of the Junior and Senior classes of the College of Pharmacy, Columbia University, together with some of the members of the faculty. Those in the Junior class are: Miss Deborah Arginteanu, Miss Lena Brill, Miss Edythe Caffrey, Miss Rose Dispenza, Miss Sarah Gilman, Miss Marie Goldberg, Miss May Levit, Miss Guarana Lora, Miss Lena J. Lindeman, Miss Daisy Myerson, Miss Mary A. O'Connor, Miss Sophia Rose, Miss Helen F. Roudin, Miss Ida Schimansky, Miss Henrietta Silverman, Miss Anna Solosko, and Mrs. Edith Thom. Those in the Senior class are: Miss Lena Ager, Miss Marguerite Colfax, Miss Henrietta De Maio, Miss Rose Fried, Miss Kate Kramer, Miss Ruth Propper, Miss Rose Ofrias, Miss Mary Rothstein and Mrs. Florence V. G. Wodicka.

### III. The Woman Pharmacist's Future.—“The Better Babies” Movement.

THE Federal government led the way to a still greater work when it began to experiment and conduct exhaustive tests in scientific crop productions and animal husbandry. Slowly, but surely, it began to dawn upon an increasingly large number of people that even if cotton and hogs were immensely valuable, our babies were worth vastly more.

Statistics are wonderfully illuminating even if they are considered dry as dust to the uninterested, and statistics revealed appalling waste of human life from improper prenatal and post-natal conditions; from unclean milk, improper feeding, indiscriminate home medication, disease-carrying insects, neglect of sanitary and hygienic conditions, and hot, close, dusty rooms, while thousands were needlessly doomed to go through life blind before the enforced use of silver nitrate solution almost eliminated blindness from *ophthalmia neonatorum*. The decrease of puerperal septicaemia has been in steady proportion to the better understanding of hygienic conditions and the intelligent use of antiseptics.

At the time of the last census in 1910, there were 40,417,361 persons in the United States under 21 years of age, and they formed 43.9 per cent. of the total population. There were 29,499,136 children under 15 years of age or about one-third of the population, and over 2,000,000 babies under a year old or almost one-fortieth of the entire number of people. Not

quite one child in five lives in a big city. The major portion, therefore, of children under 15 live in towns, villages and rural communities.<sup>1</sup> These young people will form a large part of the citizenship of tomorrow—in fact the native citizenship itself.

The more the native birth rate is lowered, the greater is the administrative power placed in the hands of the multitude trooping through the gateway at Ellis Island.

And, strange as it may seem, the big problem of infant mortality no longer is centered in the big cities, but in smaller places.

Through labor and legislation, New York City has reduced the infant mortality rate from 191 per 1000 births in 1901, to 105 in 1912, as against 143 in Utica and 158 in Troy.<sup>2</sup>

The bulletin from which these figures are taken, says:

“The result is that we have suddenly awakened to the fact that we are in much the same position as New Orleans when she learned that instead of quarantining against Havana, Havana was quarantining against New Orleans.”

<sup>1</sup>Handbook of Federal Statistics of Children, Children's Bureau, Julia C. Lathrop, Chief.

<sup>2</sup>Special Bulletin, New York State, Department of Health.

From 1800 to 1913 the Milk and Baby Hygiene Association of Boston has reduced the infant mortality 25 per cent. During the past Summer 3270 babies under one year of age died in New York City from diarrhoeal diseases, and these diseases do not rank first in importance as the cause of infant mortality. The congenital diseases take first rank. Nevertheless, most of these 3270 could have been saved if they had been properly fed.

Too often, it is claimed, undersized people and actual dwarfs are the result of imperfect nutrition during infancy. Older children suffer from neglected teeth, eyes, ears, etc., and that, too, in spite of recent legislation to supply medical inspection. The result of years of neglect cannot be undone in a moment, even by the most conscientious of physicians. New York City has 184 medical inspectors, 301 nurses, 10 dentists, 55 nurses' assistants, etc., and in addition 55 trained nurses are assigned for extra duties at the infant's milk stations from May 1 to Oct. 1. All places are not provided with such a corps of workers, but the fact remains there is work to do for child welfare everywhere.

The woman pharmacist has neither time nor training to undertake specialized work in any of these lines, but in order to keep step with the progress of events about her she must be prepared to give helpful information with the goods she sells. When she wraps up nursing bottles or rubber nipples for a young mother or a foreign one, she can easily lead the conversation to the care of these articles and tell her a clean, boiled nipple should be used each time—one that has been cleansed inside and out; that clean, boiled bottles should be used for each feeding, and any milk left in the bottle thrown away; that hands and all dishes should be scrupulously clean when baby's food is prepared; and that no pains should be spared to nurse a baby, as that is the best food of all when it is possible.

She can discourage the mother from following the neighbors' advice when baby is ill, and point out that babies are delicate creatures and that skilled, medical advice is decidedly safest. She can utter a timely warning against ignorant "doping" of children with narcotics, and the too common belief that all childish ills come from teeth or worms. Too often indigestion and a reactionary nervous condition are present that call for expert diagnosis.

The woman pharmacist can do a great deal toward educating the mothers about her on the importance of care of teeth and eyes in relation to physical well being of their children, and as she has frequent opportunity, can urge adequate prenatal care under medical supervision. She can acquaint herself with the hygienic needs of maternity and specialize on these supplies. She can, by means of a very little study, help her customers to follow the doctor's orders by explaining thoroughly the use of sterilizing and pasteurizing apparatus and the clinical thermometer.

She could with propriety have a pamphlet of timely information printed bearing a few common-sense rules of baby hygiene, and a listed advertisement of the baby supplies she offers and enclose them with each sale of baby goods or send them to the mothers of her locality.

When there is a "Better Babies Show" in town, she can, if she is in business for herself, offer one or more prizes for the most physically perfect specimens of babyhood. She can keep a capacious filing drawer in which to store all the infant literature of which there is such an abundance, and she can so familiarize herself with the child welfare movement that she will be the first thought of the mother in need of the services of a sympathetic woman pharmacist.

(To be continued)

#### NEW YORK WOMEN'S P.H.A.

At the annual meeting of the Women's Pharmaceutical Association of New York the following officers were elected: President, Mrs. E. V. Wisendanger, Woodmere, L. I.; vice-president, Miss Louise Kramer, New York City; recording secretary, Miss Lucille Rein, New York City; corresponding secretary, Mrs. May V. Crosby, Inwood, L. I.; treasurer, Mrs. Evelyn Baker Schwager, New York City.

The retiring president was Mrs. Bertha Broder who was pharmacist of the East New York Dispensary until her marriage last August to Morris Dlugash, a wholesale druggist of New York City. Mrs. Dlugash has a daughter in the Junior class of the Brooklyn College of Pharmacy.

## A Promising Pharmacy Graduate.

THE history of Miss Nora Marceline Gobie, of Dorchester, Mass., is of especial interest because it shows how closely are linked together long-cherished desire, the timely word spoken at the right season, and the ability of a joyous, capable, ambitious girl to accomplish great things. It also shows that results longed for with sufficient earnestness are pretty certain to be accomplished sooner or later.

Miss Gobie was born in the State of Vermont just 22 years ago in the town of Quebec. The family home is still there. During his own young manhood Mr. Gobie, the father, had felt a strong inclination to enter pharmacy, but other business prevented. The business which occupied Mr. Gobie largely to the exclusion of other things was and is the printing of druggists' and physicians' labels. He found the ERA a valuable advertising medium and that magazine came regularly to his office.



MISS NORA M. GOBIE

As the daughter grew to womanhood she became a fine student, graduating from the Woodstock High school with high rank. The Gobie printing business is in Woodstock, and, naturally, the young High school student was much in her father's office during her four-year course. She handled and sorted and studied the labels until the desire awoke to know what they stood for and the scientific knowledge that lay behind them. Then the history of what women had accomplished in pharmacy began to be told in the ERA, and father and daughter read it. What had been done might be done again. Together they eagerly awaited the coming of each copy, until it came to be the accepted fact that Nora Gobie would do the thing her father had always longed to do.

As soon as she finished High school she entered the Massachusetts College of Pharmacy, from which she expects to graduate next May. In the meantime this young lady, thanks to hard work, thorough training and careful instructions, received her diploma of registration as an assistant pharmacist from the Vermont Board in July of last year, and her full registration papers in October, taking a standing sufficient to entitle her to reciprocity privileges.

Miss Gobie says the utmost courtesy was extended to her by the members of the board of her native State, which shows that the day of prejudice has passed against a woman entering this profession. During the time she has been in college she has been fortunate in having excellent places in which to work during her leisure hours, and this is giving her the training she desires for the management of the drug store which she hopes to own some day.

At the present time she is employed in the store of Mr. I. A. Piercy, 1270 Dorchester avenue, Dorchester. Naturally, this occupies the young lady's time very fully. It means a fixed purpose to do good work provided a student takes several subjects and works in a store at the same time. She says:

"Many nights I have put in two or three hours of hard study after working until 10 o'clock. But, at the same time, if one can stand it, you are getting valuable experience in the store and your training at the school to apply on your education in the meantime."

Miss Gobie is right, and many young people who are spending time and energy in late-hour pleasures would be better off to be spending the same time to a definite, worthy purpose.

Miss Gobie finds the public cordial and appreciative of her efforts. She likes her work more and more each day; and she looks forward to a career of usefulness. She considers pharmacy a fine field for any young woman willing to apply herself sufficiently to master its principles.

# NEWS SECTION



## MOSTLY PERSONAL

### How F. K. Stearns Takes His Recreation.

**F**REDERICK K. STEARNS, of Detroit, is a motor enthusiast. Not content with having motored all through this country, he has made 20 trips abroad, has traversed Europe in all directions, has visited the islands of the sea, Yokohama, Singapore, Ceylon and Java, and as he himself expresses it, he's been everywhere but South Africa, Russia and Jerusalem. He has hopes of traveling through Russia in his car before he stops; but while he has been in the Holy Land he has tabooed Jerusalem because—"it did not seem just exactly what you might call sanitary." Mr. Stearns undoubtedly has reference to that peculiar state of bodily sanitation in the Eastern countries so frankly epitomized by Mark Twain, when he told his reasons why he was no longer attracted by the glories of the Queen of Sheba.



F. K. STEARNS  
of Detroit.

Mr. Stearns is a most interesting man to talk with. He will take a map of the Continent and point to the network of tracings in red, blue and yellow, all records of his journeys, extending from sea to sea and from capital to capital. He has traveled thousands of miles during his 12 years of motoring and has never had an accident. Only once has he injured a pedestrian, and that was in Spain. The party was then cast into a dungeon and held until it was learned that the woman was not seriously hurt. It was uncomfortable and it looked serious for a time for the motorists, but they were eventually released. His most thrilling ride was through the Stelvio pass, the highest mountain pass in the world, which lies between Austria and Italy. In it there are 80 "hair-pin" curves, so narrow that a motor car has to back through them, and the drop down the sides of the pass are sheer for more than a mile.

Only last September he returned from a trip to Australia. He finds Hawaii—that is, Honolulu—an ideal climate and says that while people visit Europe in search of perfect weather they overlook this beauty spot so near our doors. Japan, he finds, has been over-praised.

"It's beautiful," he says, "but by no means the dreamland of cherry blossoms and wistaria people think it. It has been unbearably hot when I have been there, and the last time we were in Japan it was in a raging snow storm."

Mr. Stearns is a man of many accomplishments. While motoring is his hobby, he is passionately fond of music, and his activities in behalf of the Detroit Symphony Association have done much for that organization. He himself has been at some time or another a proficient performer upon any one of a half dozen different musical instruments. He is an enthusiastic baseball "fan" as well, and for four years was the

president of the Detroit Baseball Club—and Detroit had a world's champion team then, too. He comes naturally by his love for the National game, for during his college days at Ann Arbor he was a member of the "Varsity Nine" and a most effective member at that.

—Daniel R. Jones, well-known Milwaukee druggist, whose store in the Wells building is one of the best patronized in that city, believes that the day has passed when the city druggist can profitably feature holiday goods. Mr. Jones says that it is all right for the druggist in the smaller city or town to specialize in holiday goods, but that it will pay the city druggist to give his attention to a general line of drugs and accessories. "Five or six years ago," said Mr. Jones, "this was a profitable sideline for the city druggist, but nowadays people don't go to a drug store to buy their holiday stationery, perfumes and other lines. They go to the department stores, where they can usually find a larger assortment at lower prices. Other druggists in the downtown section have told me the same thing. Druggists in the residence districts and druggists in the smaller cities and towns meet with just the opposite experience, and find that it is a paying proposition to feature holiday goods in their windows and in their stores. The small-town druggist who does not play up the usual special stuff at holiday time is missing a great opportunity, but it is easy to see why conditions are different with proprietors of city stores. The department stores and the 5-and-10-cent stores have killed the holiday business for the city druggist, and the sooner he realizes this the better, because then he will devote his time and energy to the regular lines of goods and will increase his sales in this line during the holidays."

—Joseph T. Baltar, of New Orleans, one of the most popular druggists in that city, has been appointed a member of the State Board of Pharmacy by the Governor. Mr. Baltar is a graduate of the medical department of Tulane University, and is a member of the Tulane Alumni Association. He started in the retail drug business as an apprentice for William Wright, with whom he remained for eight years. He then accepted a position as head prescription clerk at Eugene May's drug store, which position he held for three years, when he went into business for himself. He is now the proprietor of a prosperous drug store in the Sixth district and is highly esteemed by both the medical profession and the public. His ability as a pharmacist led to his being named for the position on the State Board, and he is expected to prove a most valuable member of that body.



JOSEPH T. BALTAR

—Dr. H. M. Whelpley has 'em going. You know, the Doctor is a way-up pharmacist in St. Louis and the United States, and more than likely when you get across the water you'll find him listed as somewhat of an American celebrity. The Doctor, with his ready smile and his steady twinkling eyes and his soft voice and his delightful method of imparting information to the ignorant without asking embarrassing questions, is doing the utterly impossible—he's getting business men interested in flints and other crude-looking Indian stones and pieces of old pottery, and men heretofore chiefly interested in billiards and such are pottering about Monk's Mound across

the river, where they are picking up things to bring back to St. Louis, where they are calling their friends aside to inspect their wonderful finds. "A year ago," says the Doctor, "you couldn't get a single prescription for human wounds and mound pickings. Today you find them for women and children on the streets, and on the streets of St. Louis and its mounds or the banks of the river, and it is wonderful. I'm delighted to see this as a thing to be as historical." Dr. Whelpley is a member of the St. Louis Academy of Science and the St. Louis Academy of Natural Sciences.

**William McGibbon**, manager of the Missouri River branch of Eli Lilly & Co., joined the Red Lilly organization as a traveling salesman five years ago. Previous to that time he was with the National Biker & Co. Mr. McGibbon's first assignment of the Lilly company was the State of Michigan, where he remained for a year, and he was assigned the position of branch manager at Grand Rapids. His experience in Michigan was recognized by his house in promoting him to the management of the Chicago branch of the Lilly company, where he remained for several years. Mr. McGibbon now resides in Kansas City. He is a close student of pharmaceutical subjects and is well informed on drug business both technical and commercial. He has been active in the drug organizations of Michigan and Illinois and is certain to prove a valuable accession to the ranks of the Kansas and Missouri associations. A man of fine personality, very genial and a capital mixer, with a faculty of becoming widely acquainted in any community in a short time, he is also a man of great industry and perseverance, as his success in his chosen field attests.

**Dr. Charles S. Woods**, who for the last two years has been medical counsel for Eli Lilly & Co., Indianapolis, has accepted the chair of preventative medicine in the University of Iowa, and has gone to Iowa City to reside. Friends in Indianapolis gave a farewell dinner to Dr. Woods at the Severin Hotel prior to his departure. Among the guests were Severance Burrage, H. E. Barnard, Jack Hinman, Dr. E. J. Dubois, and others. Dr. Woods is a graduate of Moores Hill College, University of Chicago, and has studied extensively abroad. He is an active member and worker in the American Pharmaceutical Association, American Medical Association, American Chemical Society, National Educational Association and American Public Health Association. Recently he was a candidate for mayor of Indianapolis, and prior to his connection with Eli Lilly & Co., was city sanitarian and secretary of the city health board.

**Miss Alice Henkel**, botanist in the Bureau of Plant Industry, of the United States Department of Agriculture, writes the bureau's pamphlets on the medicinal qualities of plants for the schools of pharmacy and for others interested. Her most recent publication is "American Medicinal Flowers, Fruits and Seeds," which gives and describes a list of 14 plants furnishing medicinal flowers, fruits and seeds, with synonyms and pharmacopoeial name, and common name, habitat, range, description and information in regard to collection, prices and uses of the parts in greatest demand. Miss Henkel is a graduate of the National College of Pharmacy in Washington. She wrote her first pamphlet on "Weeds Used in Medicine" in 1904, and since that time has written several others. Her booklets are part of the official literature issued by the Government.

**Ali Selim** will return from St. Louis to Egypt not only a pharmacist but also a benedict. Ali is a young Egyptian of the family. He says he is the son of Selim Osman, former treasurer for an Egyptian ruler. Ali came to St. Louis about two years ago, and he expects to be graduated from the St. Louis College of Pharmacy in April. Ali said he wanted to keep his marriage secret from his relatives in Cairo until after his graduation. "They are sending me money to go to school and not get married on," he said. Last Summer, when he was vacationing in Hot Springs, Ark., he met Miss Opal Sardin, of Fort Smith, Ark. On Jan. 13, this year, he and Miss Sardin were married in St. Louis by the Rev. John C. Allen. Ali said he probably would go into business in Cairo, where he has a brother and a sister and other relatives who are physicians.

**Thomas A. Huston**, the Summit street (Toledo) druggist, who was sent to jail recently on the charge of selling narcotics illegally, was released just before Christmas. He

had served 32 of the 60 days' sentence and paid a fine of \$150. In suspending sentence the judge said that the 32 days Mr. Huston had spent in jail had accomplished as much good in stopping the widespread sale of "dope" in Toledo for druggists as all the crusades ever made in the city. After his release Mr. Huston said: "There is not a reputable druggist in Toledo who is now selling dope unless it is on the prescription of a reputable physician. I do not believe there will ever be the necessity for a hospital in Toledo to cure the dope habit because before one year has passed dope will be completely wiped out in this city."

**Gilbert A. Doty**, of Doty Brothers, proprietors of a chain of drug stores in Detroit, was shot twice in the arm, in the store at 288 West Warren avenue, recently, by an insane man who entered the store and demanded money. Mr. Doty was standing near the center of the store when the man entered and exhibited a revolver. "I want money," he announced. "I haven't any," said Mr. Doty, a small, slight man, raising both hands above his head. "Well, I'm going to shoot you any way," the crank replied, and fired several times. Two bullets took effect in Mr. Doty's arm. His assailant escaped.

**Fred B. Flettner**, who has just been promoted from the position of assistant superintendent of the Summer street store of the Riker-Jaynes Drug Company, to that of manager of the wholesale drug department in Boston, was tendered a complimentary dinner Jan. 19 at the Quincy House by his associates in the Summer street store, and he was presented with a beautiful mahogany mantle clock. Frank Locke made the presentation speech. Lots of nice things were said about Mr. Flettner, and all wished him success in his new and responsible position.

**August E. Holmberg**, a druggist of Superior, Wis., was one of the leading witnesses before the Wisconsin State Vice Commission, when that body held a recent hearing in Superior. Mr. Holmberg testified that he was doing a business with the "tenderloin" district that amounted to about \$250 a month and that he had a boy in his employ who collected the fines imposed by the city in the district and turned them over to the police. Mr. Holmberg testified that he carried forbidden drugs in his stock, but he denied that he had ever sold any.

**C. T. Coldsmith**, a druggist at Mt. Pleasant, Pa., was held up and robbed recently as he was about to close his store. A stranger entered the store, asked for chewing gum, and when Coldsmith turned to produce it the man drew a gun and demanded money. Coldsmith ran from the store into the arms of an accomplice of the hold-up man. He was taken back into the store and robbed of his watch, valued at \$150. The robbers took \$20 from the cash register, but when Coldsmith asked for some change they gave him some nickels and dimes.

**C. J. Mount**, formerly with the McKike Drug Co., and also the head sale-man with the Faxon-Gallagher Drug Co., Kansas City, for some time, went to Atchison, Kan., Jan. 1, to assume the direction of the traveling men of the Wherrett-Mize Drug Co. Some time ago he went to the Pacific Coast and established himself at Seattle with the Pacific Coast Drug Co., which went out of business after the death of Leslie Brinkenhoff, but has now returned to the scene of earlier experiences.

**Leo Pionati**, pharmacist at Franklin and Erie street, Buffalo, is receiving congratulations, instead of condolences, from his friends. A man with Mr. Pionati's card was found dying in a Harrisburg, Pa., street recently. A bottle labeled "strychnine" lying by his side told the story, and the card in his pocket was the only means of identification. "The man probably was someone I had met and handed my card to when I was a pharmacist at the Columbus hospital," said Mr. Pionati. "You can see that I am very much alive."

**A. C. Smith**, of Lancaster, Wis., a traveling salesman for the Watkins Medicine Co., of Winona, Minn., has represented that company in Grant county, Wis., for the past 26 years. In fact, his term of service will total 27 years in March. He had the whole county as his territory for 20 years, and it was then divided into two sections, Mr. Smith being given the South half. This is an unusually good record from point of service and one upon which Mr. Smith prides himself.

**Charles F. Cutler**, president of the Eastern Drug Co.;

George R. White, president of the Potter Drug & Chemical Co., and Walter M. Lowney, president of the Walter M. Lowney Co., were included in the list of 90 friends of the late Horace W. Wadleigh, of Boston, who after disposing of a fortune of \$130,000 to educational and philanthropic enterprises of Boston and vicinity made gifts of \$100 each to a long list of personal friends.

—**Edward E. Leighton**, attorney for the California State Board of Pharmacy, gave a talk recently before the Evening City Club of Los Angeles on "An Evening with the Drug Fiends, or the Morphine, Cocaine and Opium Traffic in California." State Inspector Jones illustrated the speaker's remarks by exhibiting and explaining the opium pipe, lamp, drugs and all the paraphernalia used by drug devotees.

—**James E. Mastin**, assistant food chemist for Kentucky, has been appointed to the position at the head of the food laboratory under Dr. W. F. Hand, State Chemist and Food and Drug Commissioner of Mississippi. Mr. Mastin is the sixth Kentuckian to be appointed to pure food work under the Federal government and in the several States. The appointment is a promotion in both position and salary.

—**Roy S. Patterson**, formerly pharmacist with John Harding & Co., Brady street, Davenport, Ia., has accepted a position as Tri-city salesman with the Hartz & Bahnsen Co., wholesale druggists of Rock Island. He began his new duties Jan. 1. Mr. Patterson went to Davenport from Marshalltown nine years ago, and has been associated with the Harding store ever since.

—**George W. Clark**, for six years employed as a clerk with Theodore Merritt's Sons, Newburg, N. Y., has purchased the drug business established by Richard Ennis, and conducted by his widow since the death of Mr. Ennis eight years ago. Mr. Clark is a graduate of the Buffalo College of Pharmacy. The Ennis drug store has been conducted at the same stand for 35 years.

—**William DeCoursey Rose**, druggist, at 82 Lafayette avenue, Buffalo, has preferred charges against the Federal Telephone Company before the Public Service Commission, alleging discrimination against him. The allegations are to the effect that the telephone company refuses to give him telephone service at the same rate other business men receive in his vicinity.

—**A. C. Schulte**, son of Druggist A. H. Schulte, 300 South Jefferson avenue, St. Louis, suffered a cut on his nose and other cuts and abrasions when he and Miss Cora Mae Hess, 17, the daughter of Police Captain W. C. Hess, were thrown from an automobile while returning from a New Year's celebration. Miss Hess was not seriously injured.

—**Harry Clinton McFadden**, of the drug firm of McFadden & Libbey, of Wolfboro, N. H., has been married to Mrs. Rose Nickerson Mason. He is one of the youngest merchants in the town, going there from Lewiston, Me., about 15 years ago. The bride is a member of several local organizations.

—**Miss Margaret Barrett**, pharmacist at the Methodist Hospital, Des Moines, Iowa, and a graduate of the Starling Medical College, has been appointed a pharmacist at the Miami Valley Hospital to succeed Miss Norma Hawley, who has assumed a position as pharmacist at the Pittsburgh City Hospital.

—**Warren R. Potter**, one of Sharp & Dohme's Brooklyn representatives, has been confined to the Brooklyn Hospital for some weeks past with typhoid fever. His friends will be glad to know that he has greatly improved. He hopes to be up and about within the next few weeks.

—**Warren B. Armstrong**, a druggist of Sunbury, Pa., has been married to Miss Elizabeth L. McGann, of Philadelphia. The bride is a native of Shamokin, and a graduate trained nurse from the Medico-Chirurgical College, Philadelphia.

—**G. V. Kradwell**, well-known as a druggist of Racine, Wis., has been appointed a member of the Wisconsin State Board of Pharmacy by Governor McGovern. Mr. Kradwell will fill the term which expires on April 11, 1918.

—**Michael Bernstein**, druggist and capitalist, of Shreveport, La., is on his way to Egypt and the Far East. His tour will last for six months. He sailed from New York on the "Princess Irene" of the North German Lloyd line.

—**J. L. Prior**, of Atlanta, with Mrs. Prior, were recent visitors at New York and Baltimore. Mr. Prior, better known to his many friends in the South as "Jack" Prior, is the Atlanta branch manager of Sharp & Dohme.

—**G. H. Roebke**, traveling salesman for Meyer Bros. Drug Co., was operated upon successfully for appendicitis at a St. Louis hospital recently, and in his absence from his territory A. C. Meyer took his place on the road.

—**Charles E. Mathews**, manager of the Chicago branch of Sharp & Dohme, recently visited the firm's laboratories at Baltimore. He also spent a day or so at the Sharp & Dohme general offices in New York City.

—**New York drug trade visitors** from out of town recently included J. A. Peboortan, wholesale druggist, Vancouver, B. C.; and Benjamin Exley, general manager of the Ohio Valley Drug Co., of Wheeling, W. Va.

—**A. P. Scarborough**, a druggist of Jasper, Texas, was stabbed in the back the night of Jan. 10 by a negro from whom he was endeavoring to collect a debt. He was not dangerously injured, however.

—**Arthur H. Johnson**, for two years manager of the Riker-Jaynes store at Lowell, Mass., has been transferred to Boston and has become manager of the firm's store at 129 Summer street.

—**Miss Jennie H. Sumner, Ph.G.**, the popular woman pharmacist of West Roxbury, Mass., has been elected to membership in the college corporation of the Massachusetts College of Pharmacy.

—**Walter Barth**, a popular young druggist with the Keen-Norris Drug Co., of Fairfield, Ill., has taken a position as traveling salesman with the John T. Millikin Chemical Co., of St. Louis.

—**Frank J. Butler**, of Pontiac, was appointed a member of the Illinois State Board of Pharmacy, Jan. 3, by Governor Dunne, to succeed James P. Crowley, of Chicago, whose term expired.

—**E. P. Ferguson**, general New York State representative of Sharp & Dohme, reports the business done by his division for 1913 was quite satisfactory as compared with previous years.

—**Hon. William J. Bullock**, of New Bedford, is agitating the establishment of a municipal ice plant for his city, and for that purpose has filed a petition with the Legislature.

—**Philip M. Jacobus**, one of the pioneer druggists of La Crosse, Wis., retired from active business Jan. 3. He had been located for many years at 529 Main street.

—**Frederick P. Schwaemmle**, at one time a retail druggist in business in Philadelphia, has joined the sales forces of the Drug Products Co., of New York.

—**O. P. Meyer**, of Meyer Bros. Drug Co., recently underwent an operation at a St. Louis hospital, and at last report at his offices was recovering rapidly.

—**W. J. Maresh**, of the Lambert Pharmacal Co., St. Louis, and Miss Mary Wendell, a popular young woman of Clayton, Mo., were married recently.

—**Robert J. Martin**, a traveling man for the Witte Drug Co., Burlington, Ia., was married recently to Jeannette Jansen, of West Point, Iowa.

—**George J. Whelan**, who recently purchased control of the Riker-Hegeman stores, has gone to Europe for his annual Winter vacation.

—**Walter Rudy**, a pharmacist at Mount Airy, Md., who was for many years postmaster at that place, has given place to a Democrat.

—**Charles F. Cutler**, president of the Eastern Drug Co., has been elected a director of the Commercial National Bank of Boston.

—**Louis K. Liggett**, president of the United Drug Co., has been elected a director of the American Trust Company of Boston.

—**John Fulton, Jr.**, has taken charge of the drug department of Theo. M. Stephan, of William street, New York City.

—**F. A. Upsher Smith** has opened for business the drug store in Rice street, St. Paul, known as the Haase place.

## Drug Club Unveils Memorial Tablet to the Late Thomas P. Cook.

*Old-time Friends of Late Thomas P. Cook Attend Ceremony—  
J. N. Peters and C. G. Stone Speak*

THE Board of Governors of the New York Drug and Chemical Club, on Tuesday afternoon, Jan. 13, unveiled with appropriate ceremony a bronze tablet as a memorial to the late Thomas Penrose Cook, a member of that organization for 18 years. The tablet is in the reading room of the Club, at 100 William street. The ceremonies were simple. President Clement F. Gardner stated the object of the memorial and then called on John N. Peters for a few remarks. The latter spoke of the deceased's interests in affairs leading up to the formation of the club, Mr. Cook, not, however, having been one of the founders. Clarence G. Stone, the only other speaker, asserted that he considered himself highly honored to speak on such an occasion, as he thought himself one of Mr. Cook's oldest acquaintances. He referred with feeling to the latter's great unselfishness and his willingness to be helpful to others.

Mr. Stone first met Mr. Cook at the meeting of the American Medical Association at St. Paul in 1882. Mr. Cook then represented Powers & Weighmann and was in charge of an exhibit. Mr. Stone found him lending his hammers, nails and saw to everybody. With his exhibit stock he had packed a hand truck and shipped it all the way from Philadelphia. This truck was also used by all. The speaker used the figure that during the 30 odd years since that first meeting the deceased loaned his friends a truck run on wheels of human kindness—he had even rolled it himself in his effort to help carry the burdens of others.

Mr. Cook had been left an orphan at the age of six years and had obtained his first instruction in business from his grandfather. Contemplation of his business career justifies the conclusion that he had had the "right stuff" in him. The speaker and the deceased had served on the arrangement and entertainment committee of the N.W.D.A. for 18 consecutive years, a long enough period in which to gauge a man's character. Thirty years ago, at the June 7, 1883, meeting of the A.M.A. meeting, at Cleveland, Mr. Cook was again in charge of an exhibit for his house. Mr. Stone had secured a small notebook from one of the exhibitors. This he took about the convention hall and had many of his friends write their autographs therein. On the first page appears:

\* ..... \*  
: "Your friend always" :  
: T. P. Cook, :  
: 6 7 '83." :  
: ..... :  
\* ..... \*

This little expression was typical of the man's friendship. Mr. Stone concluded by observing that the little tablet was beautiful and complete, but had his aid been sought in connection with its erection, he would have suggested this little entry as a particularly applicable sentiment for an inscription in memoriam.

When the speaker had concluded, those present, 50 or more, including many of Mr. Cook's old-time friends, gathered about the tablet and read the inscription. It is as follows:

THIS TABLET  
IS PLACED HERE AS A TRIBUTE  
TO THE MEMORY OF  
THOMAS PENROSE COOK  
WHO DIED JANUARY 7 1913  
  
IN RECOGNITION OF HIS STERLING  
CHARACTER HIS GENIAL PERSONALITY  
AND HIS UNSELFISH SERVICES TO HIS  
CLUB DURING HIS EIGHTEEN YEARS  
OF MEMBERSHIP

## OBITUARIES

### MISS AGNES QUINLAN.

The first woman to become a registered pharmacist in the State of Vermont, Miss Agnes Quinlan, of Bennington, is dead after a two weeks' illness with pneumonia. She was 26 years old and was born in Troy. As a mere girl she attended the Albany College of Pharmacy, from which she was graduated at the age of 17. The same year she took the State Board examinations for registration in Vermont and passed successfully, later taking the Massachusetts examination. She was a member of the Vermont State Ph.A., and was the first vice-president of that organization in 1911. She was a general favorite in Bennington, particularly in church circles, and was a member of the Ladies' Sodality of St. Francis de Sales Church, Bennington. Her father, two sisters and a brother survive her.



MISS QUINLAN

### Dr. H. I. Johnson.

Dr. Horace Irving Johnson, for 28 years one of the most eminent pharmacists of Waltham, died at his home in that city Jan. 18. He lacked one month of being 65 years of age. Dr. Johnson was a native of Chelmsford, Mass., and afterward lived in Manchester, N. H., but nearly half his life had been spent in Waltham. Dr. Johnson was held in the highest esteem by physicians of his vicinity, and they universally considered him a thorough expert in all problems of pharmacy. Dr. Johnson was also a collector of antiques, and his home on Lyman street was well filled with rare specimens. In still another field he was recognized as an expert, and that was in geology. His collection of minerals and stones was ranked in this part of the country with that at Harvard University. Dr. Johnson gave personal attention to every detail of his business, and nothing pleased him more than to set up and print the labels for all the bottles and boxes used in his business. He leaves a wife and a son, Horace I. Johnson, Jr., a student.

### Robert F. Amend.

Robert F. Amend, treasurer and director of the firm of Eimer & Amend, wholesale druggists, and a son of the late Bernhard G. Amend, one of the founders of the house, is dead at the age of 51. Paralysis was the cause of his demise. He was born in New York City, educated in the public schools and in the College of the City of New York, and was graduated from that institution in the early eighties. He later entered the business which his father had established, acting as the cashier as long as it remained a partnership, and then becoming treasurer at the time of incorporation. About five years ago an attack of paralysis forced him to retire from active participation in business and from club and social life. He was, however, vice-president of the German Exchange Bank, and treasurer of Limer & Amend up till his death. He leaves a widow and one daughter.

### St. Louis Salesman Killed.

George Winterer, 47, a salesman for Meyer Bros. Drug Co., St. Louis, was killed in an automobile accident, in which his roadster ran off the road and overturned in a three-foot ditch, on the Denny road near St. Louis. Mr. Winterer lived at 3109 Keokuk street, and leaves a widow and two sons, Charles, 20 years old, and Herbert, seven. Dr. Freeland J. Dunn, who was in the auto on Winterer's drive to Glencoe on business, was pinioned under it, and when taken out by passing automobilists, was so dazed that he suddenly disappeared. When he finally reached his home in St. Louis he had only a faint recollection of the accident. He said he had a vague recollection of having crossed a field, after the accident, and of an attack on him by two dogs which bit him three times on the ankles. When he regained his bearings he cauterized the bites.

**Dr. Joseph H. Schenck.**

Dr. Joseph Howard Schenck, the son of the late Dr. Joseph H. Schenck, founder of the proprietary medicine business of J. H. Schenck & Son, of Philadelphia, is dead following an attack of apoplexy. He was ill but a few hours. He was 66 years old on Christmas day. His only son, Joseph H. Schenck, Jr., is a member of the firm. Dr. Schenck was a native of Philadelphia, a graduate of Jefferson Medical College, and almost immediately after graduation in 1875 entered his father's business to which he was later admitted as a partner, succeeding to the presidency and control following the death of his father. He was active in church work and was a member of many organizations, civic and fraternal.

**Frank W. Colby.**

Frank W. Colby, 50, one of the best-known pharmaceutical chemists in New England, a native of Haverhill, Mass., and a lifelong resident of the Bradford district, died very suddenly while at work. He served his apprenticeship as a druggist under George B. Holden, and then entered the Massachusetts College of Pharmacy, by which he was given a degree. Later in partnership with his brother, the late Ethan L. Colby, he opened the Colby Bros. pharmacy in the Bradford district. Later he was made manager of the Parker Chemical Co. at Ballardville, his ability as a pharmaceutical chemist having been recognized by drug men.

**Samuel A. Fisher.**

After a short illness from acute indigestion, Samuel Allen Fisher, general manager of the Mooney-Mueller Drug Co., wholesale druggists, Indianapolis, died at his home, 2511 Central avenue, in that city. Mr. Fisher was 49 years old and had been with the Mooney-Mueller Drug Co. 12 years, five years as a traveling salesman and for the last seven years as general manager. Prior to his connection with this concern he was employed by the Indianapolis Drug Co. At one time he was president of the Commercial Travelers' Association of Indiana. Mr. Fisher is survived by a widow.

**Jeremiah Weber.**

Jeremiah Weber, one of the oldest druggists in Philadelphia, died recently at his home, 2954 Richmond street, where for more than half a century he had conducted a drug store. For six months his health had been failing, death being hastened by a stroke of paralysis. Mr. Weber entered the drug business as a boy. He was a lifelong Democrat and had for many years expressed the desire to live until a Democratic president should occupy the White House. Since the election of President Wilson he had often said before witnesses that "he was ready to die."

**Wellington Morehouse.**

Wellington Morehouse, a familiar figure in the drug trade for a half century, the duration of his service with the drug brokerage firm of James H. Taft & Co., 100 William street, New York, died Jan. 1, at the age of 67. He was in his usual good health until Christmas, when he contracted pneumonia, from which he died. He leaves a widow, three sons and two daughters.

**Gilbert J. McArthur.**

Gilbert J. McArthur, who was engaged in the drug business in Boston and Malden, Mass., for many years, died Jan. 1 after a brief illness. He was 53 years of age, a native of Vermont, and had resided in Malden 28 years. For 12 years he was employed by the old Boston drug firm of Thomas Hollis in Union street, and later purchased a business in Malden.

**William I. Dohme.**

William I. Dohme, a nephew of Louis Dohme, of Sharp & Dohme, Baltimore, although he himself was never connected with that firm, died recently at his home at Patchogue, L. I., where he had retired after selling his retail drug business in Montclair, N. J., about two years ago. He was 42 years of age.

**Carl J. Kleemann.**

Carl J. Kleemann, for 45 years a druggist in Brooklyn, and for 20 years in business in Court street, near Baltic, died recently in his 73d year. He was born in Mecklenburg, Ger-

many, Dec. 2, 1840, and came to Brooklyn when 20 years old. He leaves a widow and one son, Hans C. Kleemann.

**OTHER RECENT DEATHS.**

—**Charles Naylor**, chemist of the C. I. Hood Co., at Lowell, Mass., died suddenly recently while returning from the Lowell Textile School where he was engaged in special work in the evening courses. He at one time owned and conducted his own store, but sold out to enter the Hood laboratory. He had full charge of the preparation of the many Hood specialties until his death, with the exception of a brief period when he went abroad as a special representative of the firm.

—**Jobu H. Cronin**, a prominent druggist of Lawrence, Mass., died suddenly Jan. 8. He was a native of Malden, Mass., and was about 50 years old at the time of his death. He first entered the employ of the late Charles H. Beedle, a Broadway (Lawrence) druggist, but since 1889 had been located for himself at the corner of Broadway and Cedar street.

—**Mrs. Bertha Krembs**, long a resident of Milwaukee and the mother of Ernest M. Krembs, Jr., and Max Krembs, two well-known druggists of that city, died recently at the Hanover hospital, following an operation. Mrs. Krembs was born in Cedarburg, Wis., Dec. 23, 1849. She leaves three daughters and three sons.

—**Charles A. Sieplein**, 42, proprietor of the Sieplein Drug Co. store in the Rose building, Cleveland, Ohio, is dead after a four-months' illness with anemia. Previous to his connection with the drug company bearing his name he was with the Opera House pharmacy and the Mayell-Hopp Drug Co.

—**Charles Ferger, Jr.**, died at his home, 131 West 11th street, Indianapolis, recently, after a few days' illness from pneumonia. He was identified with his brother, Edward Ferger, in a retail drug business embracing several stores. Mr. Ferger was 42 years old and unmarried.

—**George E. Bldgett**, former chief of police of Hancock, Mich., both a druggist in Hancock and the pharmacist at the Marquette prison, is dead after an illness of a little more than a week.

—**George L. Galbraith**, vice-president of the Coronet Phosphate Co., 99 John street, died recently at his home on Riverside Drive, after an illness of a fortnight. He was 47 years of age.

—**Peter Ludwig**, a young druggist of Vail, Iowa, committed suicide by drinking poison Jan. 7. Since the death of his wife last October, Mr. Ludwig had been subject to despondency.

—**Robert Repass**, of Dexter, Iowa, druggist, was found dead on the floor of the back room of the store in which he was employed, the young man having drunk carbolic acid by mistake.

—**L. C. Shepard**, 64, formerly a druggist in Potsdam, Parishville and Nicholville, N. Y., died in Somerville, Mass., on Jan. 10. He located in Massachusetts several years ago.

—**William Marx**, who was associated with his uncle in the firm of Marx & Rawolle, manufacturers of glycerin, at Red Hook Point, N. Y., is dead after a long illness.

—**Dr. Augustus Esenwein**, the oldest and perhaps the best-known pharmacist in Reading, Pa., is dead in his 80th year. He was well known as a charitable worker.

—**James A. Stuart**, formerly a druggist at Wheeling, W. Va., and a former resident of Paris, Ky., is dead from heart failure. He was 72 years of age.

—**Albert Barr Clark**, a druggist at Galesburg, Ill., for the past 44 years, died recently. He was a graduate of the Philadelphia College of Pharmacy.

—**Thomas Mays**, owner of a drug store at Middletown, Pa., committed suicide recently. He had removed from Renovo, Pa., 15 months ago.

—**James W. Sterry**, formerly of the firm of Weaver & Sterry, wholesale druggists, of New York City, died at Metuchen, N. J., Jan. 3.

—**George F. Jung**, for 40 years a druggist in Williamsburg, died in December at his home in Union Course, L. I.

—Thomas F. Dwyer, for 25 years engaged in the retail drug business at Ambia, Ind., died at his home recently from dropsy.

—Frank A. Wheeler, 65, proprietor of the Waukesha Soda Water Co., Waukesha, Wis., died recently of heart failure.

—Charles W. Curtis, 53, for many years bookkeeper for W. E. Armstrong & Co., Richmond, Va., is dead after a short illness.

—Charles Favreau, 62 years 11 months, is dead at Marlboro, Mass. For 25 years he was in the drug business in that town.

—Fridolin Streit, 40, a druggist of Houston, Tex., and for many years in business at Belleville, is dead.

—Dr. G. A. Holstern, who conducted a drug store at Ridgefield Park, N. J., died on Jan. 11.

—Isaac N. Hughes, 72, who for 30 years conducted a drug store in Canonsburg, Pa., is dead.

—Horatio Abbey, pioneer merchant and druggist of Kirkwood, Ill., is dead from diabetes.

—W. R. Koeneman, druggist, Beaman, Iowa.

## NEWS FROM ASSOCIATIONS

### National Drug Trades Conference.

*Immediate Passage of So-called Harrison Bill for the Control of the Importation and Sale of Narcotic Drugs Urged—Postal Amendments, Bichloride of Mercury Sales Control, and Other Topics Considered at Recent Sessions at Washington, D. C.*

FOR three days during the week of Jan. 16 sessions were held at Washington of the National Drug Trades Conference of delegates from the A.Ph.A., N.A.R.D., N.W.D.A., A.A.Ph.C., N.A.M.M.P. Dr. Martin I. Wilbert, Dr. Woodward, health officer of the city of Washington, and Chas. J. Lynn were given the privileges of the floor.

By resolution, the conference urged upon the newspapers the propriety of omitting the names of poisons used in suicides and murders; recommended the postponement of legal action in regard to the control of the sale of bichloride of mercury until the United States Pharmacopoeia and National Formulary committee shall have reported; and, further, by resolution, offered the following change in paragraph 5 of section 472 of the postal regulations:

Poisonous substances intended for internal or medicinal administration, when packed in metal containers, bearing the address of the sender, together with a label bearing the word "poison," may be admitted to the mails under first-class postage rates.

The "registered price act," so-called, was considered, but the Conference deemed it wiser simply to go on record as in favor of the principle of price maintenance, the general topic being referred to the executive committee. Treasury decision 33456 relating to shipments of cocaine in interstate traffic was also referred to the executive committee.

The following officers were elected:

President, John C. Wallace, New Castle, Pa.; 1st vice-president, Charles A. West, Boston; 2d vice-president, W. C. Abbott, Chicago; 3d vice-president, Charles F. Nixon, Leominster, Mass.; executive committee, James H. Beal, Scio, Ohio; James F. Finneran, Boston, Mass.; R. C. Stoffer, Norwich, N. Y.; C. M. Kline, Philadelphia; A. R. L. Dohme, Baltimore.

Considerable attention was devoted to the consideration of the Harrison anti-narcotic bill, and with the adoption of a number of minor changes the bill was recommended for enactment as promptly as possible. These changes were substitutions of the word "dispensing" for the word "administration" in several instances; deleting the word "registered under this act" from sub-section a of section 2 of the act. In sub-section b the word "pharmacist" wherever it occurs was changed to the word "dealer." A proposition to make the following amendment to sub-section a of section 2 was voted down,

despite the advocacy of the change by Frank H. Freericks:

"— (a) to the administration of any of the aforesaid drugs to the patient by or under the supervision of a physician, dentist or veterinary surgeon registered under this act in the course of his professional practice only. Provided, however, that the physician, dentist or veterinary surgeon shall personally attend upon such patient."

Several other changes were also voted down, and the section was allowed to stand as originally quoted in the bill.

The Conference then considered a number of bills before Congress referring the majority to the executive committee for consideration and report.

While in Washington many members of the Conference called upon the members of the sub-committee of the Senate Finance Committee to discuss with them the details of the Harrison anti-narcotic bill, and also upon Secretary of State Bryan in the interests of this legislation.

### NEW YORK BRANCH OF N.A.R.D. ORGANIZED.

R. M. McCutchen First President—J. H. Rehfuss Temporary Chairman—Finneran Advises Members.

A NEW YORK branch of the National Association of Retail Druggists, as yet unnamed, was organized at the New York College of Pharmacy on Jan. 22, Jacob H. Rehfuss, president of the N.Y.S.P.A., officiating as temporary chairman. Mr. Rehfuss appointed a nominating committee, consisting of Peter Diamond, R. M. McCutchen and Dr. Wm. C. Anderson. He also named Felix Hirseman, but the latter declined the honor, pointing out that he was not eligible. While this committee prepared its report, Mr. Rehfuss explained in brief the purpose of the meeting and the probable scope of the proposed organization. The following officers were unanimously elected:

President, R. M. McCutchen; 1st vice-president, Jacob H. Rehfuss; 2d vice-president, A. Klingmann; secretary-treasurer, Louis Berger.

Mr. Klingmann was first nominated for president, but positively declined, despite the urgent persuasion of Mr. Rehfuss and others. Mr. McCutchen would have preferred to eliminate himself as official material, but the members had learned how to voice their protests by this time and wouldn't hear of any such action.

Peter Diamond, Dr. Wm. C. Anderson, Alexander Gardner, Robert S. Lehman and Harry Schlesinger were elected members of the committee on by-laws and constitution. This committee will also decide upon a name for the organization.

President James F. Finneran, of the parent body, was the first of several out-of-town organization speakers to enlarge upon the benefits of a local branch. He suggested that committees be appointed to work on pressing local problems. In Boston, his own city, a telephone committee had done good work. Perhaps a similar committee could accomplish something in New York City. To succeed, a 'phone committee must be persistent. A committee on fraternal relations is an essential. The branch, too, should hold meetings once a month for the next four to six months—until the members get better acquainted with one another. There should also be an executive committee, the personnel of which should be representative of the many different centers of this city. Although all are not agreed, a nominating committee is a splendid thing for any organization, and Mr. Finneran had never yet found any fault with such an official body. A nomination committee might have gotten Mr. Klingmann to have served as chairman. A nomination committee can often persuade men to serve who from being at first reluctant to go to the front later develop latent intelligence and ability which they were unaware they possessed.

President Finneran quoted Mrs. Emma Gary Wallace in propounding a reply to the question often flung at him—what did he get out of all of his organization work? His answer was: "What do I put into the organization?" The speaker asserted that there was a necessity for a large National association of retail pharmacists. He did not believe that such men as Dr. Wm. C. Anderson should be cut out of this organization. The executive committee, he said, would bring in a report to the effect that these men will not be barred. On his way from the Drug Trade Conference at Washington Mr. Finneran had



stopped at Philadelphia. "The boys in Philadelphia will make the convention a big success," he asserted.

Speaking on the subject of propaganda, Mr. Finneran said he did not care how many detail men an organization had out, its members would not get official prescriptions unless they were prepared to fill them. "You must talk U.S.P. to your physicians." Mr. Finneran said that Professor Nixon, the next speaker, got all the prescriptions in his town calling for a certain N.F. formula, because the physicians thought it was "Nixon's formula." "The druggists must co-operate with the detail man, so that the doctors will know you are 'one of them.'"

In introducing Professor Chas. F. Nixon, Mr. Finneran told a humorous story about how the "druggist-farmer" had gone in for potatoes in his garden at Leominster, Mass., and had, at much expense and with great care, succeeded in raising a bounteous crop only to discover that the market was surfeited with the tubers. According to Mr. Finneran, Professor Nixon got 35 cents per bushel for potatoes which cost \$1 per bushel to grow.

Professor Nixon alleged that he invested what he lost on the potatoes in prize poultry—that, however, is another story. The speaker told how the retail trade had discovered some time ago that it had to take a part in National legislation. He alluded to the recent conference at Washington of five National organizations and elaborated on its work on the Harrison bill. Three N.A.R.D. delegates now object to the exemption of dispensing physicians from making records such as are required of the retail pharmacist. "In Boston," said Professor Nixon, "the larger part of the improper distribution of narcotics is done by the physicians. The contention of the retail pharmacists is that if the physician is performing the functions of a pharmacist, he should make the same records required of a pharmacist." The N.A.R.D. delegates also asked that the word "administered" be substituted for "dispense or distribute" in the provision now exempting the dispensing physician. "The dispensing physicians and their sources of supply will do all they can to oppose the bill."

Professor Nixon reported that under the bill, previous to the conference, a written order would not have been required of registered practitioners—"registered under this act." "How can the pharmacist tell this?" Violation incurs a penalty of \$2000 fine and imprisonment. The objectionable phrase was eliminated. The imposition of a revenue tax on physicians and pharmacists providing for different rights was unconstitutional. The bill was changed so that "a dealer" is substituted for "a pharmacist." Professor Nixon still believes that in this direction the bill is unconstitutional. The physician *administers* and the pharmacist *dispenses*. The speaker concluded by asking the members to get the influence of their Congressmen behind the measure—"shape their sentiment on the bills which are coming up."

Fred A. Hubbard, of Newton, Mass., had but one criticism to make of the National Drug Trade Conference. There is no opening for pharmacists from all the States—the organization is the right idea, but the State organizations should be invited to be represented and take part in the discussion. "The conference will shape legislation, but the retail trade should get together on what it wants and then go forward without any divided opinion. The time is ripe when all the retail druggists in the country should get together to obtain needed legislation. The anti-narcotic legislation is only the beginning."

J. Leyden White, of Washington, D. C., gave a rousing talk on price protection. "Price maintenance," he said, "is a superior term to price protection. Price maintenance will come under a new law within two years. Every court victory against the public has been read between the lines by the public. A registered price act is bound to come." Mr. White stated that he represented both the N.A.R.D. and the National Hardware Dealers' Association at the National Capitol. The latter is also a strong organization, and is fighting for price maintenance. Mr. White contended that the retail druggist must be broadminded in his efforts to obtain price maintenance. "No law will stand if it protects the retailer and his selling price and not the jobber, wholesaler and manufacturer. He concluded by reading an interesting tentative measure providing for the registration of the prices of all patented, copyrighted and trade-marked articles.

The meeting adjourned subject to call of the chair.

## H. V. ARMY HEADS N. Y. BRANCH, A.P.H.A.

Mrs. St. Claire Ransford-Gay's Paper Starts Warm Discussion—Revision Committee Is Criticised.

DR. H. V. ARMY was elected president of the New York branch of the American Pharmaceutical Association at the January meeting at the New York College of Pharmacy, called to order by Clarence O. Bigelow. The other officers elected were:

Vice-president, John Roemer; secretary, F. L. McCartney; treasurer, Dr. Joseph Weinstein; chairmen of committees: Education and legislation, Dr. Wm. C. Anderson; membership, Jacob Rehfuss; progress of pharmacy, Dr. George C. Diekmann; fraternal relations, Louis Berger.

Mrs. St. Claire Ransford-Gay presented an interesting paper on "The Pharmacopoeia and Its Limitations." The speaker alluded to the efforts made by large manufacturing houses to keep physicians abreast of the times and averred that pharmacists would accomplish like results if they could only profit by a central U.S.P. research laboratory. Physicians want elegant preparations and will prescribe to the exclusion of the U.S.P. There is not even a feeble effort in the U.S.P. to offset the detail man relative to coal-tar products.

Dr. Jacob Diner commiserated upon the fact that other professions profited by post-graduate courses but that pharmacy had no such advantages. "Some say pharmaceutical meetings take the place of post-graduate courses—maybe they do, more or less, mostly less." Dr. Diner observed that some pharmacists had got so they regarded the U.S.P. in the same light as the Constitution—"you shouldn't speak of it without taking off your hat." If age is any criterion, then some of the formulas are indeed sacred, and the N.F. is only less sacred and venerable.

The retrogression of pharmacy, asserted Dr. Diner, is due to the dishonesty of pharmacists—not directly—but in that they do not come out and own up to their own faults. "Would you take your prescription into the first drug store you came to? No!" The speaker said of the pharmaceutical associations that the attending pharmacists were in a contest for office, not a contest of brain and wit as in former years. The pharmaceutical journals were not honest: the editorial page too often had to sing the tune of the advertising manager. The pharmaceutical journals are afraid to speak the absolute truth about matters of the present time: they have one eye to their advertisers. Some of the questions the physicians are firing at Dr. Diner are: "Can you say every pharmacist is reliable?" and "Can you say every formula in the N.F. is reliable?"

Otto Raubenheimer, member of the Revision Committee, asserted that "we have the best pharmacopoeia in the world today, and I am proud of it. The next one will be better yet." Mr. Raubenheimer did not believe that the U.S.P. and N.F. were behind the times.

Dr. Joseph Mayer, who had previously tendered the report of the nominating committee, outlined the Kings County Pharmaceutical Society's method of fighting the proprietary manufacturer with his own weapons. "It is the constant hammering of the manufacturer's advertising which sells the proprietaries." Dr. Mayer then said that the standard for Castile soap which would be adopted as official was worthless. He thought that the Revision Committee had "fired" out the recent big batch of U.S.P. inclusions at one time in order that the pharmaceutical journals could not find space to publish them. They should be published every month.

John Roemer assisted in firing the "hot shot" at the U.S.P. Revision Committee. He asserted that it was a vote, not science, which determined the inclusion of articles in the U.S.P. The Revision Committee rests on antiquated prejudices of 100 years ago in revising the U.S.P. "If you are going to make the two books a link between the physician and the pharmacist you must include something the former wants to know. True, the pharmacist needs standards. Issue the Pharmacopoeia as a legalized book of standards for drugs. Pharmacists haven't the nerve to say certain preparations are worthless; they will put them up as long as the physicians prescribe them." Mr. Roemer offered a resolution, which was adopted by a majority vote, to the effect that the U.S.P. be made a book of standards for drugs alone, and that the N.F. contain compounded preparations. Dr. Army concluded the discussion by observing that many of the points upon which

the Revision Committee was assailed bore directly upon the instructions given to the committee by the U.S.P. Convention.

Upon Dr. Joseph Weinstein's motion it was decided that the branch should hold a joint meeting with the New York County Medical Society early this year and that the chairman of the committee on fraternal relations should direct his efforts to that end as soon as possible.

Dr. Dixon, as chairman of the special committee on the Missouri State Exhibition drug exposition, reported that he had advised the visiting physicians to attend a joint meeting in view of the nature of some of the exhibits. The branch would not participate in any way, shape or manner. The N. Y. S. P. A. will hold a propaganda meeting as such, and only pharmacists will be invited to be present.

Treasurer Weinstein reported a balance on hand of \$48.27.

Former secretary Hugh Craig telegraphed his best wishes to the members.

## Interesting History of Kaolin.

*Thomas J. Keenan, Editor of "Paper," Delivers Paper Before Kings County Pharmaceutical Society—New Official Designation in U.S.P. Requested.*

THOMAS J. KEENAN, editor of *Paper*, elaborated upon "The Interesting History of Kaolin and Its Uses" at the January meeting of the Kings County Pharmaceutical Society, called to order by President H. B. Smith and held at the Brooklyn College of Pharmacy. Mr. Keenan related the circumstances of his first introduction to that queerly-named substance, kaolin. He had a batch of nitrate of silver pills to make and, being puzzled how to prepare them without reducing the nitrate to oxide, consulted his chief, Dr. Charles Rice, who directed him to make a mass with kaolin and petrolatum, in the proportion of silver nitrate, 50; kaolin, 30; and petrolatum, q.s. to make 100 pills.

Since that time two revised editions of the U.S. Pharmacopoeia have made their appearance, and in the latest, that dated 1900, which became official in September, 1905, kaolin finds a place—not its use as an excipient for chemicals that react with organic matter, but as a proprietary kaolin poultice placed on the market in 1893.

Mr. Keenan traced the derivation of the word kaolin and told how vast beds of the clay had been discovered almost simultaneously in France, Great Britain and America. In the subsequent utilization of kaolin, pharmacists played a prominent part, though not along pharmaceutical lines. William Cookworthy, a pharmacist of Plymouth, Devonshire county, England, was probably the first to discover deposits of true kaolin in Europe. He appears to have fathomed the secret of making true porcelain, for in 1768 he took out a patent on his invention. The mark adopted by him for his chinaware was the astronomical figure for Jupiter, resembling the prescription symbol R.

In France the kaolin quarries that made Limoges famous were the accidental discovery, in 1765, of Mme. Darnet, the wife of a surgeon. Her husband took samples to a pharmacist at Bordeaux, named Villaris, who recognized the clay to be kaolin. This discovery led to the establishment of the remarkable porcelain works of Limoges.

Mr. Keenan pointed out that the Cherokee Indians were probably the pioneers in this country to engage in the mining of kaolin. A patent was applied for in England in 1744 for the production of porcelain from an earthy mixture called "unaker," referred to as "the produce of the Cherokee Nation of America."

The kaolin deposits in Cornwall and Devon, England, are still being worked on a large scale. In 1912 the United States imported 237,366 tons, valued at \$1,541,105. The American book paper industry consumes upwards of 200,000 tons annually. The total production of china clay in the United States for 1912 amounted to only 24,700 tons. The method of quarrying china clay both in England and America remains a somewhat primitive one. At St. Austell, in Cornwall, the mines are of residual character, the kaolin being found in the location of the original feldspar, and these are worked hydraulically. By means of great settling tanks, and a series of wooden baffles leading to these tanks, the kaolin is graded into different degrees of fineness and purity. The semi-fluid clay is transferred to drying sheds, furnished with

floors of hollow tile through which are led the hot gases from a coal or gas furnace. The damp clay is dumped directly on these tile floors where it dries and is afterwards shoveled off for shipment.

In the United States kaolin is mined in the foothills of the Southern Appalachians in Pennsylvania, Delaware, Virginia, Georgia, and in North and South Carolina. It occurs with or forms a part of a coarse granite, or pegmatite, consisting of feldspar and quartz in more or less intimate mixture. Since the rocky mass usually contains considerable quantities of quartz and other minerals, a deposit rarely averages more than 40 per cent. pure kaolin. Crystallized kaolin—thin six-sided scales—is of extremely rare occurrence.

The American deposits of kaolin that produce the purest and most preferred forms of china clay are sedimentary in origin. A washing machine, sand wheel, sand trough, mica troughs (the process being one of elutriation and decantation on a large scale), a concentrating tank and an agitator are the paraphernalia employed. In powerful filter presses the kaolin is pressed into cakes. The blocks are dried on racks in a covered building, in the more modern American plants the kaolin is dried by steam. The difficulty experienced by pharmacists in turning out a uniform quality of cataplasm can often be traced to a failure to dry sufficiently the powdered kaolin before incorporating it with the glycerin.

Dr. P. G. Unna, of Hamburg, the dermatologist, holds that the therapeutic action of *cataplasma kaolini* is due chiefly to the glycerin, and others have expressed a similar opinion. Unna contends in a recent article that by increasing the sensible water vapor, the cataplasm causes an increased flow of water to the superficial tissues and the serous soaking causes their softening. This may be true, but he has apparently overlooked the property of adsorption possessed by kaolin; in addition to its extraordinary powers for absorbing water, it may be supposed to have great selective action in absorbing the secretions of the tissues, normal and abnormal. It is well known that clays are capable of removing solid substances from solutions with which they may be in contact, certain bases and substances being held so that they cannot be washed out again.

Professor Remington is right, Mr. Keenan thought, in suggesting that the principal difficulty in making the cataplasm of kaolin is that of getting kaolin having uniform absorptive property. Flack (*American Journal of Pharmacy*, September, 1906), as the result of experiments with a number of samples of kaolin from reliable sources, established the fact that different samples of kaolin possess different absorbent properties, and he insists that this quality of kaolin makes it imperative that some modification as to the amount of glycerin used in the formula for cataplasm of kaolin should be allowed.

Kaolin finds other uses in pharmacy and medicine besides the cataplasm. These are touched upon by Hermann Schelenz, who, however, fails to distinguish the mineral from the argillaceous earths. In failing to distinguish clearly between bolus alba and kaolin, Schelenz keeps company with Hager and Dieterich, and he has authority in the pharmacopoeias of Germany, Austria, Belgium, the Netherlands, Japan and Switzerland, in which kaolin is given as synonym for Bolus alba. In the British, Norwegian, Swedish and our own pharmacopoeia, the substance is definitely described under its proper name.

Mr. Keenan concluded by suggesting that the society's delegate to the Pharmacopoeial Revision Committee recommend the adoption of a correct title for pure kaolin. Since the term kaolin is now rather loosely applied to any clay used in the white-ware industry, he suggested the adoption of the name kaolinite, which is already used by mineralogists to designate a distinct mineral formation consisting of hydrated aluminum silicate of the formula  $H_2Al_2Si_2O_7 \cdot 2H_2O$ .

Incorporated as a resolution, Mr. Keenan's recommendation was unanimously adopted by the members of the society. In the few introductory remarks previous to reading his paper, Mr. Keenan observed that *cataplasma kaolini* would have been thrown out of the U.S.P. by the physicians had it not been that their vote had been upset by the pharmacists.

Dr. Wm. C. Anderson, chairman of the legislative committee, reported that the usual Congressional labeling bills had come up and that the Blauvelt mercuric bichloride bill had been introduced. Locally, he advised that the members go slow as the Commissioner of Health may be succeeded at

any time. President Smith notified the members of the reduction of from \$5 to \$2 in the fee for the license for the sale of combustibles. Dr. Kassebaum delivered an interesting discussion of the society's propaganda work. T. J. France reported that a parquet floor had been laid in the alumni room and that a storage room for laboratory apparatus had been proposed in the basement. Mr. Kassebaum invited those present to attend the dedication exercises in the alumni room on the evening of January 29.

## Washington Branch, A. Ph. A.

*"Fakes" Severely Criticised, and a Proposition to Establish a Testing Laboratory Under the Auspices of the A.Ph.A. Seriously Considered.*

BY invitation of Dr. A. S. Cushman and H. C. Fuller, director and member of the Institute for Industrial Research, the December meeting of the City of Washington branch was held at the institute's new building, 19th and B streets, N.W. Dr. Cushman and Mr. Fuller opened and lighted the entire building to the members and guided them through its modern and well-equipped laboratories. Many delicate and intricate experiments and tests, relating directly to pharmacy and otherwise, now being conducted there, were explained and commented upon.

The committee on nominations recommended these officers: For president, Martin I. Wilbert; for 1st vice-president, W. S. Richardson; for 2d vice-president, Dr. Rodney H. True; for secretary, Henry B. Floyd; for treasurer, Wymond H. Bradbury; and for member of council, Dr. Lyman F. Kebler; and further recommended that the office of secretary and that of member of council be separate.

Mr. Wilbert declined the nomination for president. Discussion showed that the office secretary and that of member of council had been separated in 1912 and that the term of the present member of the council did not expire until the end of 1914. The committee then withdrew its recommendation concerning the separation of the office of secretary and member of the council, and also withdrew all its nominations except that for secretary and treasurer.

From the floor, W. S. Richardson was nominated for president, Dr. Rodney H. True for 1st vice-president and Dr. Henry E. Kalusowski for 2d vice-president. No other nominations being made, and one only having been made for each office. The acting president then declared the following officers elected: President, W. S. Richardson, 1st vice-president, Dr. Rodney H. True; 2d vice-president, Dr. Henry F. Kalusowski; secretary, Henry B. Floyd; treasurer, Wymond H. Bradbury.

H. C. Fuller presented a paper entitled "Conservation in Relation to Pharmaceutical Chemistry," describing clearly and forcibly existing conditions in medical and pharmaceutical chemistry and noting the persistency with which the manufacturer pursues the "Almighty Dollar." The "hit or miss" plan of mixing medicines, forming some new concoction to which is attached a high-sounding, valueless (and generally meaningless) name, with the hope that it will stay mixed and catch the fancy of the consumer, was lamented. Inadequate research work, insufficient therapeutic testing, incomplete analysis, and utter disregard for the well-established laws of chemistry are bringing and have brought into the market each year's thousands of valueless preparations which burden the shelves of the retailer. Yet he has to carry all of these because some smooth-tongued and gifted detail man has gotten one or two physicians in his neighborhood to write an occasional prescription for such mixtures.

The immense inroad made by a certain foreign firm manufacturing pharmaceuticals was commented upon, and the key of its success against American competition was attributed to the vast research work conducted by it. Not one of their preparations, it appears, is allowed to enter the market until its stability, therapeutic activity and exact chemical content has been definitely ascertained by most exhaustive experimentation.

The amount of research work done by American houses was compared with that of foreign and found to be all but nil. A remedy was suggested for the prevention of fakes and other evils, in having the American Pharmaceutical Association establish an extensive chemical laboratory where the pharmaceutical products offered could be analyzed for their

chemical contents and their therapeutic values ascertained. Reports of each analysis would be forwarded to its members and every man in the business soon would know to an absolute certainty what each preparation he is selling is, and what it can be expected to do.

Such a laboratory would immediately expose fakes and eventually, when its findings would come to have the faith of the entire public, fake preparations would no longer be marketable. Pharmaceutical manufacturers would exercise greater care before presenting new preparations and the claims of value for such products. The retail druggist would profit because his shelves would contain only valuable and marketable matter.

Mr. Fuller presented specimens of a number of preparations recently analyzed by the institute, and showed to what extent the public is fooled by well-written advertisements. A four-ounce bottle of diluted lactated pepsin, sold for a dollar, commanded much comment for under a copyright name it was sold as a brightener of the eyes and a beautifier.

Wrinkle-removers, sold for the same price, proved to be nothing more than pieces of inexpensive court plaster. Diabetic and other foods for which fabulous and mythical claims have been made, and for which enormous prices have been asked, proved to be nothing but cheap, roasted grains. Hair-removers, costing \$1.50 a box, amounted to about five cents' worth of rosin and balsam mixed. The alkaloidal claims for cod-liver oil also came in for criticism.

In the discussion which followed Dr. George W. Hoover stated that the Bureau of Chemistry has much unpublished information concerning these fakes, and if, as contemplated, a bulletin giving this information is published, much of general interest will come out and there will be some genuine surprises. There has been a decided improvement in the character of pharmaceutical products since the passage of the Pure Food Act, and another decade will bring forth even greater improvements, is his belief. The question of declaring various drugs, upon which Mr. Fuller touched, was discussed, and, in addition to the content declaration, it was suggested that the effect upon the system be outlined. Cocaine legislation, now so much discussed, furnished food for much controversy, the opinion of those present as to the ultimate effect of the legislation now proposed and recently enacted being about equally divided. The wasteful methods employed by our manufacturers was shown by example. Certain refuse thrown out now by chocolate manufacturers is worth \$100 to \$150 per ton, and lanoline, much finer than that now imported, can be made from the waste thrown out by woolen manufacturers.

Mr. Wilbert at this point called attention to the German Pharmacists' Association, which has been doing work of the character outlined by Mr. Fuller (its laboratories being located in the Berlin College of Pharmacy), and whose findings have been going to its members as bulletins.

"Commercial Alcohol in Germany" was the next subject presented by Dr. Rodney H. True, who outlined conditions which have led to the extensive alcohol industry in Germany. It appears that this industry is a part of a great economic undertaking commenced by Frederick the Great and which has had hearty Government support ever since. It was clearly shown that as an individual industry it was a failure, but as a part of an economic farming arrangement it had not been a failure. Potatoes are much grown in the eastern or sandy provinces of Germany in land which would be called poor here. Crops are rotated in the order of potato, grain and grass. The potato uses but little of the ash content of the soil and is deeply planted. While smaller than the American, it is higher in starch content and contains less water. The yield, with the deep planting noted, is about three times the average American crop, and it leaves the land in excellent shape for the grain to follow. In fact, the grain has been doubled by this means. Many of the potatoes are sent to the western provinces and to the cities, the major portion, however, going to the still. The mash left over is used to feed the stock. Altogether, this economic arrangement has been wonderfully developed, and, while no profit is obtained directly from the alcohol, it enters into this great plan as an inseparable and unreplaceable cog. The plans for disposing of the alcohol, the societies for its protection, and the peculiar conditions incident to this industry were all minutely and interestingly described. The American attempt to commar-

cialize alcohol, while by no means a success, to date has shown enough to warrant a continuation of the experiments already made. The effect of tax levies and the qualities of the potatoes came in for much good-natured comment and many well-placed witticisms.

The question of the location of the permanent home for the American Pharmaceutical Association was then brought to the attention of the branch. The proposed locations were discussed and much comment was made upon any attempt to locate the home out of Washington. Mr. Wilbert spoke very feelingly and strongly in favor of its being located in Washington, where it would be free from the influences of politics and near the national legislative body of the country. It seems to be the logical situation for such a home as is proposed. The following motion was then proposed, seconded and carried:

WHEREAS, It is proposed to provide a permanent headquarters or home for the American Pharmaceutical Association, and

WHEREAS, Efforts have been and are now being made to secure the location of this permanent headquarters in several widely separated cities, and

WHEREAS, The American Pharmaceutical Association is incorporated under the laws of the District of Columbia and is now operating under the general provisions of this incorporation,

Now, therefore, we, members of the city of Washington Branch of the American Pharmaceutical Association, would respectfully remind the officers of the parent organization that there are many and weighty reasons for locating the permanent home of the American Pharmaceutical Association in the City of Washington.

The secretary was also directed to bring this matter to the attention of the council.

The William Procter memorial was also considered, and it was urged that if it should be in the form of a statue, and that if the American Pharmaceutical Association built here, the proper place for the statue would be in front of the home. "Would he better in our front yard than in the back yard of some Government building," quoted Mr. Hilton, for he knows, as all Washingtonians do, that memorial statues of all but National heroes are placed in obscure parks and "lost" forever. There are a dozen such statues in Washington, of which no one ever hears and that few have ever seen; all are in a state of neglect.

Dr. Kebler, in closing, with well-chosen words thanked the branch for the honor which it had conferred upon him to elect him its president and for the hearty support he had received. In turn, a vote of thanks was tendered him for his excellent programme and ever-persevering efforts to better the branch.

A vote of thanks was tendered to Dr. Cushman and to Mr. Fuller for their kindness in tendering the use of the institute to the society, and it was directed that a note be recorded in the minutes of the motion.

#### HAVE UNTIL JULY 1 ON BICHLORIDE TABLETS.

#### Members of G.A.S. Hear That They Need Not Change Package at Once—Monthly Dues Are Raised.

AT the January meeting of the German Apothecaries' Society, George T. Riefflin discussed in brief the local mercuric bichloride tablet situation. He reported that there was no necessity for a change in package for these tablets until July 1, at which time the stock of this article on hand would be replaced by the manufacturers.

Communications were read by Corresponding Secretary C. Baum, the first being an invitation from Charles H. Heimerzheim, secretary of the trade matters committee of the N.Y. S.P.A., to participate in the drug and chemical exposition at Madison Square Garden. The Federation Internationale Pharmaceutique at The Hague, Holland, invited the society to affiliate with it. This request was referred to the scientific committee.

Recorder George Leinecker reported that the widow of former member H. Bosch had presented her husband's library to the

society. The thanks of the members will be expressed by the secretary. Paul F. Gebicke, custodian of the mortuary fund, reported that he had sent the widow of the recently deceased member, F. W. L. Cunz, of Fort Lee, N. J., a check for \$134, for the receipt of which Mrs. Cunz had sent a letter of thanks. At the suggestion of President Dr. C. F. Klippert, the members rose in memory to the deceased.

S. V. B. Swann, chairman of the legislative committee, read the essential paragraphs in the new weights and measures law. President Dr. Klippert explained some of the regulations of the new labor law, referring in particular to the employment of boys under the age of 14 years. Otto P. Gilbert, chairman of the entertainment committee, reappointed his associates, H. F. Allett, Felix Hirsman, Robert S. Lehman, George T. Riefflin and Hugo Kantowitz, upon that committee. Mr. Gilbert reported that the arrangements for the society's 63d anniversary, to be held at Terrace Garden, Feb. 12, were progressing and the occasion promised to be an enjoyable one. The entertainment will consist of a kommers including ladies. Tickets for the affair, which will be informal, will cost \$2 each, this sum including supper, beverages and hat check.

Dr. Wm. C. Alpers, chairman of the special committee on European trip, reported progress. Mr. Gilbert reported that the membership signs were ready for installation and that many of the members had already put in their orders for the same. First vice-president Paul F. Gebicke, in behalf of the committee appointed to consider the recommendations in the president's annual address, reported that he had placed Robert S. Lehman and George C. P. Stolzenburg on his committee. They had held a meeting at which it was recommended that the monthly dues for regular members be increased to 60 cents per month and the dues for associate members be made 30 cents per month.

Mr. Gebicke and his committee associates did not favor the appointment of a propaganda (membership) committee, but requested that the members act as such individually and ask their colleagues to attend meetings and to join the organization. The question of electing an honorary president was not acted upon. The report of the committee on president's address was accepted and action will be taken according to the by-laws.

A pamphlet was received from the Austrian Pharmaceutical Society announcing the 40th year of the existence of their organization. The secretary was instructed to acknowledge the same.

Professor Otto Raubenheimer delivered an interesting lecture on "Incompatibles," Messrs. Gilbert, Alpers, Roller and Gebicke participating in the ensuing discussion.

#### Cincinnati Branch, A.Ph.A.

The recent meeting of the Cincinnati branch was one of the most important ever held by that body, three of the laws enacted by the last Legislature—and seriously affecting the drug trade—coming up for discussion. The Legislative committee, consisting of Frank H. Freericks, chairman; William C. Lakamp and Ferd Zuenkelner drafted a letter which was later mailed to Gov. Cox, in which they protested against certain features of the Duffy narcotic law, the insecticide and fungicide law, and the agricultural commission law.

The insecticide law, according to this committee, cannot be enforced, as it provides for the registration of labels for every drug having the properties of an insecticide or fungicide. Further than this, it also provides a yearly license fee of \$20 for every maker of any such preparation. According to this law a druggist could not mix a vermin exterminator or similar household necessity without becoming liable for the manufacturer's tax. The branch approved of the intent of the law—to reach the manufacturers who in turn supply dealers—but urged its amendment to exclude its application to pharmacists and those who do not manufacture to sell to other dealers. The Duffy provisions have been stated in previous issues of the ERA.

The Agricultural Commission law takes from the Board of Pharmacy all of its powers except as an examining board, and places the enforcement of the laws pertaining to pharmacy, poisons and purity of drugs with a commission which does not profess to have and which cannot have the special knowledge necessary to intelligent enforcement. The legislative committee of the branch favored the establishment of the office of drug commissioner, which office, if need be, could come under the jurisdiction of the Agricultural Commission.

## How to Get a *Real* Profit.

Harry B. Mason Addresses New York College of Pharmacy Gathering, and Gives Details of Scientific Profit-taking.

PROFITS—what they are, and, what is more to the point, what they are *not*—was the keynote of the address and the discussion at the January meeting of the New York College of Pharmacy. That the average druggist not only does not compute his profits correctly but does not know how to do so was brought home to one of the largest gatherings of the year at the college, not only by the principal speaker, Editor Harry B. Mason, of the *Bulletin of Pharmacy*, of Detroit, but by the participants in the discussion that followed.

In beginning his lecture on "Profit in the Drug Business," Mr. Mason divided goods-pricing druggists into four classes, and, to bring home his deductions, traced the profit-making and taking history of a hair brush costing \$1. The druggist in Class No. 1, who kept no records, figured that he must make something on the brush, and he priced it at \$1.30. The druggist in Class No. 2, having read somewhere that it cost something to do business, tacked on from 25 to 30 cents to cover the "cost of business" item, and then added a little for profit. "He probably just about broke even," said Mr. Mason.

Class No. 3, like No. 2, supposed it cost something to do business, but he also desired a profit. So he charged \$1.35 for the brush, thinking when he did so that he was allowing 25 per cent. for the cost of doing business and a further 10 per cent. for profit. "His price," declared the speaker, "does include the cost of doing business, but does not include the profit."

Druggist No. 4 *knows*. He keeps accurate business records, and when he sells that hair brush gets \$1.54 for it. He gets 35 per cent. on the *selling price*, which amounts to 54 per cent. on the *cost price*. This man knows just exactly what he has to do to make money. Ten per cent. profit, after all, is but the average net profit—the margin on patent medicines, cigars and other lines is much lower, and to equalize this the druggist must get a higher net profit in other directions.

The study of prices and profits is essential to success, yet it is the point of greatest ignorance with the majority of druggists. Thousands of druggists are deceived and are not making as much money as they think they are. Every druggist should know four facts about his business—his percentage of expense, his percentage of gross profit, his percentage of net profit, and his entire income from the business as a whole. If he does not know, he is groping in the dark and may as likely fail as succeed. All he need keep record of are his (1) sales, his (2) purchases and his (3) expenses.

The druggist should check up his departments to see whether he is making money. If it takes him 10 minutes daily to do his regular bookkeeping he may perform this special checking in three minutes daily. A year's checking on any particular department will tell the story of that department. Indeed, the successful retail stores in this country are departmentized and every department has to pay its way. The small druggist cannot do this, but he can institute some control on the various lines he handles. Keep a record on the cigar department for one year and see if it pays. If you find that cigars are only paying 27 per cent. gross and the cost of doing business is 29 per cent., then you are losing 2 per cent. on cigars. Cigars, patent medicines, candy and certain other lines are easily wrapped and sold—it is difficult to determine their cost of sale.

If a year's records show a department is running below the cost of doing business—cut out the leaks, boost prices, do something. Study the situation and apply a remedy. The dribbling away of profits—"smokes on the house," candy for the girls, etc.—counts. It is absolutely impossible to do business wisely without knowing the facts.

At the end of the year an annual statement should be drawn up covering these facts:

(1) Total sales, (2) purchases, (3) stock increase or decrease as shown by the inventory, (4) cost of goods actually sold, (5) gross profits, (6) expenses, (7) net profits, (8) total income from the business, (9) inventory of stock and (10) inventory of fixtures.

No. 2, purchases, does not tell the entire story, said Mr. Mason. No. 3, the stock increase or decrease as shown by the inventory, should be deducted from or added to purchases

for the year. No. 4, cost goods actually sold, should be deducted from the sales and we arrive at No. 5, gross profits. Deduct expenses, No. 6, and we arrive at net profits, No. 7.

A proper expense account should include the following items:

(1) Taxes, (2) insurance, (3) fuel, (4) light, (5) water, (6) rent, (7) proprietor's salary, (8) clerk hire, (9) advertising, (10) telephone, (11) telegraph, (12) office supplies, (13) postage, (14) repairs, (15) delivery service, (16) donations, (17) subscriptions, (18) depreciation in stock and fixtures, and (19) losses in bad accounts.

The mistakes made by the druggist in making up his expense account are legion. If he owns the building he should charge for rent. He should charge for his salary as manager or proprietor. He should not neglect to take an inventory. Mr. Mason knew of cases where drug-store stocks have been \$2000 off from what the respective druggists thought they were. These druggists either made or lost that much. Every druggist should know his percentage of expense, which is obtained by dividing the total annual expenses by the total annual sales. For instance, with total expenses of \$3600 per year and \$12,000 total sales, his percentage of expense would be 30. The percentage of gross profit is obtained by dividing total gross profits for the year by the total amount of sales. If the gross profits were \$4800 on the \$12,000 total sales, the gross profit would be 40 per cent. His total income is discovered by adding the proprietor's salary, taken from the expense account, to the net profits for the year. Presuming that the druggist allowed himself \$1500 salary and that he made \$1200 net profit, his total income from the store would be \$2700.

These percentages, Mr. Mason explained, are all based on the selling price instead of the cost. Let us suppose that a druggist finds his percentage to be 28, and in pricing a given article he wants to cover this expense plus a net profit of 12 per cent., making a total or gross profit of 40 per cent. How does he arrive at the proper selling figure? The article, let us say, costs \$2.00. The unknown selling price represents 100 per cent., 40 per cent. of which is to be profit, and the remaining 60 per cent., therefore, the cost. The cost price of \$2.00 is accordingly 60 per cent. of the selling price to be determined. The problem may therefore be stated as follows:

$$\$2.00 : 60 :: X : 100,$$

and the answer is \$3.33. Thus a precise knowledge of selling cost and percentage of profit is a vital necessity in the pricing of every article in the store, and indeed in the conduct of the whole business if a druggist wants to make a store yield him a good income instead of doling out reluctantly a mere living.

Twenty-five drug stores, the proprietors of which Mr. Mason had personally canvassed, made gross profits ranging from 31 to 51 per cent. Their expense of doing business ranged from 18 to 35 per cent. He asserted that there was no excuse for this wide variation. There are, of course, reasons for some variation. Expenses in the city and country differ. Distance from the drug markets also has its effect. The fault in the case of unusual percentages of expense lies with the druggists themselves. The average expense of doing business was 24½ per cent., the average gross profits 38 per cent. Mr. Mason believed these averages to be typical—25 per cent. cost of doing business—35 to 40 per cent. gross profits.

Among those who discussed Mr. Mason's address were Dean F. J. Wulling, of University of Minnesota College of Pharmacy; chairman of this meeting, Felix Hirsman; Charles W. Holzhauer, Newark, N. J.; John W. Ferrier, C. O. Bigelow, Alderman James Weil, Dr. Jacob Diner and others. Dean Wulling felt complimented that he, a college professor, should be called upon to discuss a commercial subject. Professors generally were not supposed to know much about business. In his opinion, the pharmacist not a good business man would not be a good pharmacist. He enlarged upon the efforts of his institution to instill some idea of business methods in the minds of the students and also presented some amusing, almost sad, incidents of druggists who were utterly unable to figure percentages of profit, cost of doing business, etc.

Felix Hirsman told about the system he had installed in his first drug store. He had not used all of Mr. Mason's terms, but the rudiments were there. He knew what each department was doing. Charles Holzhauer thought the vital point of Mr. Mason's address was the determination of selling expense. He was very proud of his stock index system by

which he could tell instantly whether he could accept or decline a salesman's proposition.

John Ferner asserted that the greatest loss in his business was due to not watching the very small things and to thefts. The latter were divided into two classes, those committed by outsiders which were generally small, and those committed by the insiders. He also called attention to the criminal recklessness and spiteful destructiveness of some clerks after they had been scolded. He presented a method of marking merchandise in order to detect petty thievery.

C. O. Bagelow presented the expense percentage, percentage of net profit and percentage of gross profits in his business for the past 17 years. He observed that the pharmacist who ignores the points brought up during the meeting will not succeed. He must analyze his business.

The meeting was also the occasion of the presentation of a portrait of the late Edward Kemp, president of the college, 1896 to 1909, by his widow, and the reading of a biography of the late Timothy L. Woodruff by Thomas F. Main. Frank Larrington, editor of the *Inland Store-Keeper*, will deliver the third of the series of lectures on commercial pharmacy at the next meeting.

#### DR. WM. C. ANDERSON HEADS THE A.D.S.

Dean of Brooklyn College of Pharmacy Accepts Presidency—Members Approve Premium Coupon Plan.

DR. WILLIAM C. ANDERSON, dean of the Brooklyn College of Pharmacy, was elected president of the American Druggists' Syndicate, at that corporation's annual convention, held at Madison Square Garden, January 19 to 24, inclusive. Other officers elected are:

Secretary, C. H. Goddard (re-elected); treasurer, George W. Luft; directors to serve three years: Charles H. Goddard, G. W. Luft, Wm. C. Anderson, J. L. Weston and Sidney C. Yeoman.

By unanimous votes the members adopted resolutions providing for three features of particular interest in the development of the syndicate. The directors were authorized to increase the capital stock to \$10,000,000, according to a plan outlined by Secretary Goddard in his annual report. Only \$625,000 of the total increase will be made this year, and this will be offered to members on the basis of one share at the par value of \$10 for each four shares of old stock held. The old stock is said to be worth \$20 a share. No further issue will be made until the stockholders have been shown that the \$625,000 increase has been profitably employed.

The Board of Directors was authorized to devise rules and methods under which A.D.S. products may be sold to dispensing physicians.

The directors were vested with power to adopt a system of coupon premium sales at retail drug stores, the directors being given the discretion of making the system national or merely local.

A plan for uniting the A.D.S. and Aseptic Products Company stock was unanimously approved, the transfer to be on the basis of two shares of new A.D.S. stock for one of common A.P.C. and one new A.D.S. for one preferred A.P.C.

Secretary Goddard outlined a scheme by which he proposed to attempt co-operative shipping of freight by the Panama Canal to the Pacific Coast, thereby cutting down far Western freight expenses 50 cents per ton. He had circularized a large number of firms shipping to California and found that those which he had interested shipped a sufficient tonnage to justify the chartering of an A.D.S. ship. This investigation had also developed that it would be feasible to run an A.D.S. passenger ship through the canal to the Panama Exposition and to hold a convention on that occasion, Western members having earnestly solicited a meeting at the Exposition.

A matter which received the attention of the members was that of mutual fire insurance. It was pointed out that few companies take all the risk on drug store fire insurance and that those companies handling only drug store insurance saved 25 per cent. for the insured. The A.D.S., said Secretary Goddard, could save the druggist 33½ per cent. and still make money. Henry W. Merritt wished it understood that any action on insurance would be directed against the old-line companies and not those companies featuring only drug store insurance.

An interesting rumor during the latter part of the conven-

tion was that the business done during the Garden exhibition had about paid the expenses of the former, whereas last year's United Drug Company's convention had cost \$60,000.

#### EXPOSITION OCCASION OF PROPAGANDA MEET.

President Beringer and President-elect Mayo, of the A.Ph.A., and Dean Wulling Among Speakers.

PRESIDENT of the American Pharmaceutical Association George M. Beringer, President-elect Caswell A. Mayo, of the same organization; F. J. Wulling, dean of the College of Pharmacy of the University of Minnesota, and John Roemer, chairman of the N.Y.S.P.A. propaganda committee, were the speakers at a propaganda meeting for pharmacists held at Madison Square Garden on the evening of Jan. 22, under the auspices of the committee on propaganda of the New York State Pharmaceutical Association. President Jacob H. Rehfuess introduced Mr. Roemer, who asserted that propaganda in its general conception had been restricted to its relation between pharmacist and physician. It might be given a much broader definition. The pharmacist today, he observed, finds himself in the position where his commercial activities usurp the professional. Well directed propaganda would answer the question, "Who are the friends of pharmacy?"

President Beringer, the next speaker, in developing his subject, "Pharmacy," touched on the history of the profession, referring particularly to the animal origin of many of the drugs of the middle ages. He did not believe that pharmacists should apologize for the condition of pharmacy today. It has progressed with the age; the American pharmacist is living up to his share of responsibility. If the pharmacist of today is to be successful he must give attention to the commercial side. Mr. Beringer did not lose sight of the fact that all honor was due to the development of the scientific side of pharmacy. He had not seen anywhere as handsome a lot of preparations as was in the N.Y.S.P.A. exhibit.

The speaker alluded to the work being done on standards and remarked that it dovetailed with propagandic work. He asserted that it had remained for modern pharmacy to develop true pharmacognosy. The time will come, Mr. Beringer believed, when every pharmacist will want to bear his share in the development and progress of pharmacy—when every pharmacist will wear the A.Ph.A. button.

Dean F. J. Wulling spoke in his individual capacity as a pharmacist, and pleaded guilty to being an ethical pharmacist, but was broad-minded enough to know that pharmacy today necessitates commercial activity. There was no reason why pharmacy should not be rehabilitated and pharmacists practice pharmacy as physicians practice medicine. Pharmacists instal commercial features in their stores solely as a means of defence. He agreed with Mr. Beringer that pharmacists were living up to their best at the present time. Their activities, however, were twofold, due to the stress of circumstances.

Pharmacy needs a higher average of intelligence, was Dean Wulling's contention. Pharmacy is what pharmacists want it to be. Other callings are rising to higher planes; pharmacy should do likewise. The remedy is in the hands of the pharmacists. An essential to successful propaganda work is the outlining of a programme and the carrying out of the same. Results must not be expected for a year or so after the inauguration of the campaign. The pendulum will return when the pharmacists want it to.

From his experience in Minnesota, Dean Wulling was sure that results might be obtained wherever the pharmacists and physicians could get together and the former could demonstrate that they were able to put up prescriptions. The physicians want efficient pharmaceutical service. However, there is no reason for general complaint on the part of the physicians that they are unable to find competent pharmacists. They can find them if they will only look.

Caswell A. Mayo criticised the custom of hospital internes in prescribing "No. 23," "No. 25," etc. Relative to propaganda, it had been his experience that the weak point lay primarily with the pharmacist. As Professor Nixon had pointed out earlier in the week, the pharmacist too often cannot put up the very preparations which he induces the physician to prescribe. Mr. Mayo referred to the splendid propaganda work done by the Kings County Pharmaceutical Society. He was glad to see that the prices of prescriptions

were being put up in the better class of pharmacies. He commended the development of skill in scientific directions in order to free the pharmacist from the onus of commercial competition. The future of pharmacy, was his concluding observation, under intelligent propaganda, holds much promise for its followers.

Charles Huhn, of Minneapolis, opened the ensuing discussion, in which Henry P. Sandkoetter, of Chicago; Dr. Hy. J. J. Kassebaum, of Brooklyn, and others participated. Mr. Huhn described himself as a "shaving off the Board of Pharmacy of Minnesota." He told about the work with the physicians in his State and asserted that some of the boys launched into pharmacy had much better follow the plow. He stated that Dean Wulling was regarded as the little giant in pharmacy in Minnesota. One of his works was the building of a splendid pharmacy building at the university.

Mr. Huhn told how the pharmacists of Minnesota held get-together meetings with the physicians. They placed official preparations between the plates at the banquet board and solicited the criticisms of their guests. Employing these methods they were making progress. In conclusion, Mr. Huhn related how an effort to pass a most unreasonable anti-narcotic ordinance in Minneapolis had been forestalled by himself and other pharmacists, only, however, after the hardest of political fighting. An ordinance modeled after the Harrison bill was finally substituted for the obnoxious measure and passed. This new ordinance makes the physician as liable as the pharmacist. The public and some of the physicians object to the refill provision, but otherwise the ordinance is a success.

### Third Annual Meeting of N. A. M. M. P.

The third annual meeting of the National Association of Manufacturers of Medicinal Products will be held at the Waldorf-Astoria Hotel, New York City, Feb. 10-11, 1914. The first session will be called to order at 10 o'clock a.m. Tuesday, Feb. 10. The registration lists will be open at 9:30 a.m., and members, guests and fraternal representatives are requested to register as soon thereafter as possible. The banquet will be held Wednesday evening. Hon. Herman A. Metz, Ex-Comptroller of the City of New York and present Congressman from the Tenth District, New York, will deliver an address. Owing to the fact that another invited speaker has just been obliged to cancel his engagement on account of ill health, it is now impossible to state who his substitute will be; but one will be selected who will give entire satisfaction. Members are earnestly requested to be present and to come prepared to introduce any matter they think to be of mutual interest. It will greatly expedite the business of the association if propositions are put in the concrete form of written motions or resolutions, and submitted at the first session. There is every reason to believe that the coming meeting will be even more successful and profitable than the last.

### Drug Clerks' Association of Maryland.

At a meeting of the Drug Clerks' Association of Maryland, held last month at the Hotel Emerson, Baltimore, for the purpose of promoting the agitation in favor of better working hours and representation on the State Board of Pharmacy, letter were read from Drs. Howard A. Kelly, one of the most noted surgeons in the country; Hiram T. Woods, John M. T. Finney, who is hardly less well known than Dr. Kelly, and others, indorsing the aims of the clerks. Among those who made addresses also approving the objects the clerks seek were Dr. Thomas Buckler, Dr. Charles Caspari, Jr., David M. R. Culbreth, H. P. Hynson, Dr. B. E. Pritchard, Pittsburgh; Dr. W. S. Gilroy, Dr. George C. Blades, Delegate E. Milton Altfeld, of the Maryland House of Delegates, and Louis Samuels. Resolutions were adopted outlining the aims of the association to obtain a uniform workday of not more than 10 hours and not more than six days a week. Representation on the State Board of Pharmacy was also urged and much stress was laid on the movement to abolish the degree of assistant pharmacist. The organization is of the opinion that there should be only competent pharmacists and that no one who cannot qualify for this degree should be employed in a drug store.

The officers of the association, which grew out of a body affiliated with the Federation of Labor, but has no connection with it now, are: President, J. W. Kromcke; vice-president, R. C. Ward; treasurer, E. A. Powers; secretary, Christian Fiske; sergeant-at-arms, S. T. Lombard; executive board, C. H. Oertel, C. T. Freitag and W. S. Walb.

### Massachusetts Traveling Men's Auxiliary.

The annual banquet of the Traveling Men's Auxiliary of the Massachusetts State Pharmaceutical Association was held at Young's Hotel on the evening of Jan. 5, with a number of distinguished guests, including Hon. Frank J. Donahue, Secretary of State, and a graduate of the Massachusetts College of Pharmacy; Frank J. Campbell, president of the State Pharmaceutical Association; Charles F. Ripley, chairman of the State Board of Registration in Pharmacy, and James F. Finneran, president of the N.A.R.D. President Fred L. Carter, Jr., presided at the dinner, and Fred S. Lovis, of the Eastern Drug Company, was toastmaster. A pleasing feature of the dinner was the exhibition of "movies" taken last Summer of the State convention at Swampscott. President Ripley, in his speech, discussed the new pharmacy law which became operative with the new year, and which defines what a drug store is. He said the power to enforce the law lies with the local authorities as ever. Hereafter an unregistered clerk may be left in charge of the drug store, but he may sell only household articles, and at no time can he sell liquor. President Finneran urged the association to work for honest prices in the drug business, and to carry on the crusade which the National association has been waging now for 16 years. The attendance was about 100.

### AMONG THE ASSOCIATIONS.

About 30 members of the Wisconsin Pharmaceutical Travelers' Association met at the Hotel Blatz in Milwaukee, Dec. 29, and made plans for the entertainment features of the coming annual convention of the Wisconsin Pharmaceutical Association at Delavan Lake about the middle of June. Various committees were appointed to take up different phases of the work, and efforts will be made to make the Delavan gathering one of the most successful in the many notable conventions held by the Wisconsin Pharmaceutical Association. The travelers' organization always has charge of the entertainment, and never fails to arrange something novel and interesting.

At the annual meeting of the Rock Island County R.D.A. at Moline, Ill., the following officers were chosen for the association and the Ladies' Auxiliary: President, August Sundine, Moline; vice-president, H. B. Burt, Rock Island; secretary, Oscar Oberg, Rock Island; treasurer, John F. Schneider, Rock Island. Officers of the Ladies' Auxiliary were chosen as follows: President, Mrs. H. E. Rowe, Rock Island; vice-president, Mrs. A. C. Crosswell, Rock Island; secretary, Mrs. Charles Brunstrom, Moline; treasurer, Mrs. A. J. Reiss, Rock Island.

The Philadelphia Branch of the A.Ph.A. listened to efficiency addresses at the meeting held Jan. 6. J. Frank Dechant told how a drug salesman can succeed; A. E. Lobeck spoke on the general efficiency of drug stores and recommended a bonus for clerks as a means of getting them interested in the business. Thomas H. Brown explained a method by which the druggist can figure his profits every night after hours, and Ivor Griffith illustrated a talk in which he told of the value of advertising.

At the recent annual meeting of the Detroit Retail Druggists' Association at the Fellowcraft Club, the following officers were elected: President, J. H. Webster; 1st vice-president, O. W. Gorenflo; 2d vice-president, Leon Van Vliet; secretary, J. G. Hackney; treasurer, A. G. Riesterer; executive committee, W. A. Hall, D. E. Perrin, R. W. Rennie, Grant Stevens, G. W. Leacock, W. C. M. Scott, W. Travis, Dr. O. Arndt, J. F. Paddock and R. E. Bodimer.

The January meeting of Boston Chapter, W.O.N.A.R.D., was in charge of Mrs. Ethel T. Corner, chairman of the committee on household economics, and was held in the afternoon at the Hotel Vendome. Mrs. Margaret J. Stannard spoke on "The Education of Girls as Home Makers." and there were violin solos by Mrs. DeForest Smith. Social tea followed.

## Curbing Dispensing by the Physician.

FRED W. CONNOLLY, one of the most aggressive druggists in Greater Boston, has been in correspondence with the State Board of Registration in Pharmacy in regard to a proposed law which would make it illegal for the medical profession to dispense (except in case of emergency) as it is now illegal for pharmacists to prescribe.



F. W. CONNOLLY

Mr. Connolly urged the State Board to take up the matter in the interest of the druggist who now finds it hard to make a day's pay by a reasonable day's work.

The State Board, through the secretary, has replied to Mr. Connolly, stating that the proposal did not seem to be within its province, and suggesting that the Massachusetts State Pharmaceutical Association might be willing to take up the matter.

Mr. Connolly has replied with another letter, stating that he did not think the officers of the State association would have as much weight in the matter with a legislative committee as the State Board of Registration in Pharmacy

would have, but he says he thinks he could get the State association to endorse it. Continuing, Mr. Connolly says:

"I am willing to give the matter the greatest publicity, even to sending a copy of the letter to every druggist in the State. I believe the druggists would gladly exchange the liquor business, if they have any, for the medicine business, and I believe the temperance forces would be allied with us in this matter, and I know of another source of help."

"As far as the physicians are concerned, I do not expect the opposition which some fear. If this change is right, and I believe it is, what can they say? If the druggists realized what this meant every one in the State would be represented in it.

"Furthermore, I know physicians who are dispensing against their wishes, their judgment and their self-respect, forced to it as it were, by fear of competition. When they realize that all physicians are on the same footing in that respect they will welcome the idea with the same grace with which merchants received the adverse legislation relative to the use of trading stamps.

The real opponents to this effort will be the supply houses and we can 'lick' them, or make the fight too expensive, or both."

Mr. Connolly's original letter to the State Board of Registration in Pharmacy is as follows:

*To the Honorable the Board of Registration in Pharmacy:*

"Dear Sirs:—That it appears that there are hundreds of drug stores in Massachusetts which are unable to have a registered assistant makes it appear that there is something radically wrong. The casual observer would say that there were too many drug stores; but when we consider that some stores employ 50 persons, that suggestion does not answer the question.

"To my mind two factors contribute to this condition; either or both being remedied would enable the druggists to comply with the law. One is the maintenance of prices by law—which seems to be out of the question at the present time, but we are coming to it. The other is dispensing by physicians, which, I think, could and should be prohibited by law. They should administer when necessary, but not dispense. If your honorable board instigated and had this law enacted, it is your duty and privilege to also try to have a law passed which would enable honest, competent men to comply with the law.

"There is no question but that physicians dispense medicine other than that which they administer at the bedside. There is no question but that they renew a remedy which they have given a patient without altering it to meet changed conditions in the patient. There is little doubt that they replenish a remedy of their own dispensing without diagnosing the case anew.

"This added requirement on the part of the State for druggists makes it all the more apparent that the unrestricted use of all remedies including habit-forming drugs, drugs below

standard or even practically inert preparations by physicians should be stopped. If we compel physicians to use full strength preparations, if they dispense the danger is increased, because the majority of them are not pharmacists. Should an error occur, who is responsible? The commonwealth, of course, for not protecting her citizens with ordinary safeguards as far as possible. Furthermore, what real protection has a person in the hands of a dispensing physician? The physician diagnoses the case, he decides on the remedy, he supplies that remedy, or near it. If the patient dies, he attributes the cause and there the matter ends.

"What incentive has a physician to be very careful as to his compounding and dispensing beyond his own conscience? None whatever. Is that right? Is that taking proper precautions to protect the sick of our commonwealth? Why is so much care necessary to protect the public from the druggist's error?

"The druggist feels certain that should he be so unfortunate as to make a mistake it would very likely be detected and he would suffer the consequences. That is why most stores have a rule that all work be checked up by a second person.

"I am convinced that the physician who dispenses other than the single dose, which he administers at the bedside or in an emergency, should be required to employ a registered pharmacist to compound his medicines. If this law which now goes into effect, is a good measure it is good for every druggist, not to force one here and there, but everywhere, and unless enforced rigidly, it cannot be enforced at all, because the druggist who is compelled to live up to the requirements will probably insist that all others do likewise.

"When the druggists find it is insufficient to be registered and to have clerks registered, but the stores must be registered, naturally we will ask what protection is accorded us to enable us to practice pharmacy when we have complied with all of these requirements.

"I know that in the above statement I am expressing the sentiment of *many, many* druggists. You and I know how patient and long-suffering we are, but I feel certain that the time has arrived when we should make an active, aggressive move to obtain some rights for ourselves. Such is the spirit of the times. The public endorse anything whereby men may better their condition. Shorter day, with better pay, by legislation is very much in order these days.

"I think it devolves upon your honorable board to consider this matter carefully, and if deemed expedient to frame a bill setting forth the wrong to competent druggists and the danger to an innocent public in the present lax method of permitting physicians to compound and dispense medicines. This work should be done only by men especially trained for the purpose and patients should be protected to the extent of at least two persons handling and a written record of, the medicines which they take.

"The physician's '*Non Repetatur*' gives him absolute control of his prescription. Very truly yours,

"Boston, Mass., Jan. 5, 1914." "FRED W. CONNOLLY."

### A "Candy Kid" Con Man in St. Louis.

Telephone in drug store of Leo. M. Saul, 629 N. Kings highway, St. Louis, rings. Saul gets this message: "Send 3-pound box of candy to 5020 Delmar."

Druggist sends his clerk, William Walls, with \$1.80 box. Walls finds six-year old boy sitting on steps at 5020 Delmar.

"Is that the candy?" the boy asks.

"That's the candy," replies Walls.

"Do you want the money or shall we send it over?" asks the boy.

Walls replies that if it was all the same to the folks he would like to take the money along.

"Oh, very well," says the boy; "just wait here a minute and I'll go around the back way and get the money from mamma."

The boy retires around the back way. Walls waits for a while. Boy doesn't return. Walls rings the doorbell. Woman answers. Walls tells her he has just delivered the candy to her little boy. She is sorry, but she has not ordered any candy and she has no little boy.

Walls reports back to Saul without the \$1.80 and without the candy. Saul calls the police. The police begin a search for the candy kid "confidence man."



## SCHOOLS AND COLLEGES

### Valparaiso College of Pharmacy.

The Senior class has elected the following officers: President, W. R. Ferguson, of Indiana; vice-president, W. O. Speer, of West Virginia; secretary, K. Stine, of Indiana; treasurer, G. C. Chostner, of Missouri; yell master, A. R. Zack, of New Jersey; editor, C. M. Sisco, of Arkansas.

The Valparaiso Pharmaceutical Association has elected the following officers: President, G. C. Chostner, of Missouri; vice-president, O. B. Koger, of Kentucky; secretary, Floyd T. Timmens, of Michigan; treasurer, Rudolph Myers, of Indiana.

At a recent meeting of the V.Ph.A. an interesting address on pharmaceutical possibilities was given by Prof. Wisner, professor of pharmacy and materia medica, Valparaiso University.

### University of Michigan School of Pharmacy.

F. F. Ingram, Jr., B.S. (Pharm.), '11, gave a very interesting and instructive talk before the Prescott Club at its December meeting. The subject was perfumes and their manufacture. "Freddie" is particularly fitted to speak of these matters, having spent a year studying the subject in France.

Percy Mack, Ph.C., '12, who purchased the store of J. A. Tice in this city has built up a fine business in the past three months. Mack hopes to have one of the prescription stores in Ann Arbor very soon.

The Freshman class gave a smoker at the Michigan Union recently with short talks by President Weaver, Professor Stevens and Dr. Hubbard.

Professor A. B. Stevens spent New Year's with relatives in Defiance, Ohio.

Miss Ethel Person, Ph.C., '11, who is now a chemist with Merck & Co., Rahway, N. J., spent Christmas with her mother in Ann Arbor.

The second semester opens Feb. 9, and it is hoped that all have done good enough work to be permitted to remain the second semester.

### N.Y.C.P. Alumni Honor Dean Rusby.

The 18th annual dinner of the New York College of Pharmacy, Columbia University. Alumni Association, held at the Chemists' Club, was chosen as the occasion to celebrate the 25th anniversary of Henry H. Rusby's connection as dean of the institution, the 80 or more persons present having assembled to do him honor. A silver chocolate set was presented to Dr. Rusby by the Alumni Association. The college faculty gave him a silver loving cup. Professor C. P. Wimmer officiated as toastmaster, being introduced in this capacity by Dr. Joseph Weinstein, president of the association. The after-dinner speakers were W. H. Carpenter, provost of Columbia University; Dr. C. F. Chandler, vice-president of the college and professor emeritus of chemistry; Dr. Wm. Jay Schieffelin, who spoke in behalf of the college trustees; Professor George C. Diekmann, speaking for the faculty and who presented Dr. Rusby with the faculty's token of loyalty and fidelity, the silver loving cup; the dean, Thomas F. Main, secretary of the college, a founder, and honorary president of the association, and E. W. Runyon, '73.

### College of Pharmacy University of Minnesota.

The first semester closed on Jan. 24 and the semester examinations began on Monday, Jan. 26, and continued throughout the week. The regular work of the second semester begins Feb. 4.

The work in botany was reduced from six hours per week to four hours, to enable the class to begin work in the junior pharmaceutical laboratory in the subject of weights and measures and the physics of pharmacy. This work began about Dec. 1. The new instructor, C. H. Rogers, is conducting this laboratory work. The senior work in dispensing was increased somewhat last year and continued to the end of the first semester.

Among the new equipment received during November and December were 120 tablet-arm chairs, 32 additional steel storage lockers, 100 stools for the pharmacognosy laboratory, pharmacognosy steel chart-case, 15 steel portable drug bins, each of

approximately 100 pounds capacity, a series of animal cages for guinea-pigs, rabbits, dogs and roosters, a drug threshold, 3 additional drug-drying ovens, which have been connected with the two drying ovens already placed in the pharmacognosy plant laboratory basement, a 10 h.p. electric motor.

The supply of crude drugs for the work in pharmacognosy has arrived. In the neighborhood of 350 different samples were received, each representing the very best obtainable commercial drug. The order probably represents the finest assortment of vegetable drugs ever brought into the Northwest. The specimens with others already on hand have been arranged alphabetically in the new steel dust-proof drug drawers, of which there are 550. A sufficient quantity of each drug has been procured so that every student will be given a sample for his permanent collection and a quantity for drug powdering.

Practically the entire crop of official vegetable drugs, harvested from the medicinal plant garden the past season by the classes in pharmacognosy, has been packed into air-tight glass jars. A large amount of this material will be used for comparative work with commercial drug samples and for the manufacture of pharmaceutical preparations.

Professor W. H. Tait, now Kent Professor of Law at Yale and formerly President of the United States, will deliver a series of lectures at the University beginning early in March.

### Michigan C.P. Graduate Emulates Ford.

Thirty-two employees of the Tompkins-Coopernail Company, Utica, N. Y., owned by J. W. Tompkins, who have been connected with the company's store on Genesee street for from two to five years, have just been made the recipients of gifts of money from Mr. Tompkins aggregating the total of \$2000. Last August eight young women in the store were given a trip to Bermuda, all expenses being borne by their employer, approximating something over \$1000, thus making the employees during the year beneficiaries in the sum of \$3000 or more. Mr. Tompkins is a graduate of the class of 1877, University of Michigan School of Pharmacy. He was scheduled to attend the Michigan Club's annual banquet held at the Waldorf-Astoria Jan. 29. Mr. Tompkins spent four years in the drug business, retiring to go on a farm. The success of a country peddler, however, inspired his interest in a general merchandising business. He first attempted to peddle to the farmers, but failing in this established a general store at Saugerties. His present well-established department store is the outgrowth of that initial effort.

### B. C. P. to Hold Commencement in Academy of Music.

Thomas J. France, chairman of the committee on supervision and examination of the Brooklyn College of Pharmacy, has succeeded in securing the Academy of Music for that institution's commencement exercises to be held in May. Due to the academy being reserved for the presentation of opera during the past several years, the college had been obliged to hold its commencement in less commodious quarters.

### Philadelphia College of Pharmacy.

John R. Rippetoe, of New York City, delivered the sixth of a special series of lectures at the Philadelphia College of Pharmacy, his subject being "Applied Pharmacognosy." Mr. Rippetoe based his remarks upon his personal experience in the laboratories of the larger pharmaceutical manufacturing houses.

### JOHN WESLEY HYATT GIVEN PERKIN MEDAL.

At a well-attended meeting of the Society of Chemical Industry, held on Jan. 23, 1914, at Rumford Hall, New York City, the Perkin Medal for the year was awarded to John Wesley Hyatt, the inventor of the first practical method for making pyroxylin plastics without the use of solvents, and founder of the enormous industry represented by The Celluloid Company. In a masterly address, Professor Charles F. Chandler, of Columbia University, outlined the attempts made to produce nitro-cellulose plastics prior to Hyatt's work, and showed how Hyatt's method of applying heat and pressure obviated all the difficulties introduced by the use of solvents. Mr. Hyatt, who is still connected with the Newark firm, responded in a delightful vein full of humor. Mr. Frank Vanderpoel, one of Mr. Hyatt's co-workers, paid a warm personal tribute to the inventor as a man.

## BOARD EXAMINATIONS

### District of Columbia.

WASHINGTON, Jan. 20.—As a result of the recent quarterly examinations of the Board of Pharmacy of the District of Columbia the following have been licensed to practice pharmacy: William Armstrong, Byrd, Eugene Cecil Brockman, Andrew Bennett Brown, George Frederick Clayton, William Daniel Barnett and Arthur Daniels. The next examinations of the board will be held April 1 and 11.

### Massachusetts.

BOSTON, Jan. 20.—The Massachusetts Board of Registration in Pharmacy has organized by the selection of Charles F. Ripley, of Taunton, as president and Albert J. Brunelle, of Fall River, as secretary. Mr. Ripley succeeds William S. Flint, of Worcester, and is a former secretary of the board, and Mr. Brunelle succeeds F. J. McCormick, who retired from the board by reason of the expiration of his term. He is succeeded by William S. Briry, of Melrose.

The following persons have been registered as pharmacists: Charles F. Archer, Dorchester; G. A. Beane, Lynn; Leland H. McAvoy, Boston; William Meisner, Springfield; John C. Warwick, Boston; John J. Burns, Dorchester; John F. Fagan, Dorchester; Wm. J. Gilcrease, Lowell; Edward K. Adams, Norwood; Warren R. Colon, Dorchester; Ambrose M. Joyce, Quincy; Harry F. Keeney, Roxbury; Carl B. Carlsen, Cambridge; James A. Benson, Fall River; Maurice E. Cleary, Cambridge; Sylvia Gorshol, Chelsea; Freeman Phillips, Lynn; William J. Poisson, New Bedford; Alfred J. E. Schmidt, Newark, N. J.; Charles J. Tanner, New Bedford; William E. Warner, New York.

The following were granted Assistant Certificates—George J. Enwright, Lowell; Clarence U. Folster, Fairhaven; H. A. Macdonald, Somerville; Louis Kriesman, Somerville; Harry R. Campbell, Lowell; Edward F. Foley, Lynn; Charles A. Kidder, Lynn; George C. Schicks, Lowell; Thomas M. Barry, Lynn; Rodolphe C. Bonin, Lynn; Antonio A. Delage, Boston; Walter J. Hutchinson, Somerville; William H. Ryan, Waltham; George J. Watters, Somerville; C. W. Devanna, Malden; Lawrence Cunningham, Lawrence; Albert M. Fazioli, Everett; Willard A. Hodges, East Milton; Romeo G. Lavoie, Holyoke; Rodrigue Valliere, Holyoke.

### Nebraska.

CLEARWATER, Jan. 20.—The Nebraska State Board of Examiners has organized by the election of the following officers: President, D. J. Killen, Beatrice; vice-presidents, E. W. McConnell, McCook and S. E. Ewing, Creston; treasurer, Orel Jones, Oconto; secretary, J. Earle Harper, Clearwater. The examinations for the year will be held on the second Wednesday and the following Thursday of February, May, August and November. The next examination will be held in Omaha Feb. 11-12.

### New York.

The number of penalties paid the board during the month of December, also the character of the violations, was as follows:

Adulterated and deficient prescriptions.....	10
Adulterated and deficient pharmacopoeial products.....	12
Junior violations.....	5
Non-registration of pharmacy.....	1
Total.....	28 cases

### Vermont.

MONTPELIER, Jan. 20.—At the annual meeting of the Vermont State Board of Pharmacy the following officers were elected: President, E. G. McClallen, of Rutland; secretary, M. G. Beebe, of Burlington; treasurer, W. L. Gokay, of Bennington. The other members to complete the board are W. F. Root, of Brattleboro, and D. F. Davis, of Lyndonville.

### Washington.

That several drug stores in Spokane and other parts of the State of Washington are endangering the health and lives of customers by having prescriptions calling for potent drugs put up by unregistered clerks and by clerks who have even failed to pass the examinations before the board of pharmacy, was the statement of Secretary D. B. Garrison of the State Pharmacy Board at its session in January. "The board has decided to proceed against such cases as fast as possible by means of publicity before taking more drastic action," said Mr. Garrison. "We shall not wait until we have rounded up all the violators of the pharmacy board's ruling but shall give to the newspapers as fast as listed the names of stores and firms violating the law. As part of our new work we have raised the standard required of applicants, requiring that they attain a general average of 75 per cent. in all subjects, with not less than 60 per cent. in any one of them. Furthermore, four of the five subjects will have to be above 70 per cent. Our State pharmacy requirements are now as drastic as those of any State in the Union."

### Wisconsin.

MADISON, Jan. 20.—Out of 77 applicants, the Wisconsin State Board of Pharmacy granted 40 certificates, following the examination, which was concluded yesterday. The next meeting of the board will be held in Madison, April 14 to 17. Those granted certificates included the following:

Registered Pharmacist Certificates—Sr. M. Gonsalva Hunt, Milwaukee; Ernest H. Koehler, Milwaukee; Sigurd C. Helland, Ra-

cine; Alvin G. Kitzerow, Milwaukee; Arthur J. Richter, Fond du Lac; William J. Scheitinger, Milwaukee; Lester L. Jackson, Beloit; Sidney A. Ingersoll, Milwaukee; Fred K. Schmitt, Milwaukee; Ralph E. Lowell, Appleton; Henry Nutzhorn, Dallas; David S. Crocker, Iron River; Edward Fleming, Racine; Anton J. Socha, Edgar; Mathias H. Regner, West Bend; Harold W. Tuttle, Beloit. Assistant Pharmacist Certificates—Walter W. Klug, Milwaukee; Louis Seif, Neillsville; Earl T. Cunningham, Milwaukee; Ralph Kraft, Milwaukee; Leo J. H. Pasching, Eau Claire; Emil J. C. Wegner, Milwaukee; Henry T. Bellung, Appleton; Frank O. Fisher, Fond du Lac; Merritt R. Bach, Beloit; Harry A. Epstein, Milwaukee; Elizabeth Kucera, La Crosse; M. Lee Alberts, Milwaukee; Gustav H. Flagt, Park Falls; Victor L. N. Ziarnik, Milwaukee; Harry E. Sutherland, Sparta; Robert Ferber, West Allis; William D. McGuinn, Milwaukee; Edward W. Panter, Grand Rapids; Clarence C. Bennett, Jr., Milwaukee; Ernest Schultz, Columbus; Howard O. Schulz, Oconomowoc; Joel D. Leslie, Milwaukee; Martha A. Long, Waukesha; Frank X. A. Krawczak, Milwaukee.

### NEWS OF THE BOARDS.

The Iowa State Pharmacy Commission has been brought face to face with a question under the liquor laws and upon which the body must make a ruling. A druggist in Iowa, even if he has no permit to sell intoxicating liquors, may keep on hand "a sufficient quantity" of whiskey, brandy and wine to use as components of prescriptions. The question now is: How much is a "sufficient amount?"

Gov. Dunne, of Illinois, has appointed Thomas D. Gregg, of Harrisburg, that State, as a member of the State Board of Pharmacy, to succeed H. C. Christensen, of Chicago. Mr. Christensen was a Republican member of the Board for seven years. At its annual meeting the Board organized by the election of F. J. Provoost, president, and F. C. Dodds, secretary. L. L. Mzarek is vice-president.

There are 1801 registered pharmacists in Kansas, according to the report of the State Board of Pharmacy filed Jan. 7 with the Governor. The receipts during the year amounted to \$4385 and the expenditures \$4273.59. W. F. Henrior, of Wichita, is president, and W. E. Sheriff, of Ellsworth, secretary of the board.

The Washington State Board of Pharmacy has organized by the election of the following officers: President, Cornelius Osseward, Seattle, 1914; F. D. Marr, Tacoma, 1915; A. F. Maxwell, Pullman, 1916; V. T. McCroskey, Colfax, 1917; secretary, D. B. Garrison, Connell, 1918.

### NEW CORPORATIONS.

American Radium Pharmaceutical Co., Chicago; capital, \$10,000.  
National Co-operative Drug Co., New York; capital, \$1,000,000 (Delaware corporation); incorporators, H. K. Wood, J. F. Curtin and H. O. Coughlan, New York City.  
Mobra Chemical Co. (Delaware corporation); capital, \$250,000; A. N. Bowman, Jr., Scranton, Pa.; L. C. Heine, Bethlehem, Pa., and E. Collins, Jr., Edgewater Park, N. J.  
Gaffney Drug Co., Columbia, S. C.; capital, \$13,000; J. C. Creech, Jr.; J. A. Wood and C. L. Flack.  
McBirney Drug Co., Cincinnati; capital, \$10,000; H. E. Stoes, E. T. McBirney, E. H. Foster, T. A. Pacht and Earl Mann.  
Farmville Pharmacy, Farmville, Va.; capital, \$1000 to \$20,000; William E. Anderson, president; R. L. Paultt, secretary-treasurer.  
R. A. Ellington Drug Co., Inc., Murphy, N. C.; capital, \$10,000; R. A. Ellington, J. T. Taylor, J. H. Moore, J. O. Ragsdale, of Madison, and A. J. Ellington, of Reidsville.  
Pharmo Products Co., Chicago, medicines, medicinal compounds, drugs, etc.; capital, \$100,000; Nathan S. Smyser, Charles R. Young and Arthur A. Basse.  
Corner Drug Store, Abilene, Tex.; capital, \$10,000; incorporators, W. A. Bride, J. M. Magee and George R. Harris.  
McDuffie-May Drug Co., Nettleton, Miss.; capital, \$50,000.  
Ruby Drug Co., Ruby, S. C.; capital, \$3000.  
Pfaltz & Bauer, Inc., Manhattan; capital, \$75,000; H. Pfaltz, Newark, N. J.; F. M. Bauer, Rockaway Park; T. E. Price, Jersey City, N. J.  
Rocky Mountain Drug Co., Stevensville, Mont.; capital, \$5000; Lena Miser, John Dowling, S. S. Tilman.  
Purity Products Co., pharmaceutical chemists, Manhattan; capital, \$50,000; L. E. Orcutt, W. A. Morxley, A. G. Odell.  
Hinkle Pill and Tablet Co., Chicago; M. M. Franey, Asher J. Goldfine and Harry P. Munns.  
Enno Sander Seltzer and Soda Co., St. Louis; capital, \$75,000; Louis Meng and Otto J. Presser.  
The Nyal Co., Detroit, Mich.; capital, \$2,500,000; \$1,178,000 paid in.  
Wells Pharmaceutical Co., St. Louis; capital, \$10,000; Stanley W. Wells, L. C. Wells, Edwin J. French.  
C. J. Moffett Medicine Co., St. Louis; Walter R. Mayne and others.  
Dockum Drug Co., Wichita, Kan.; capital, \$40,000; Harry Dockum, Clyde Sanders, Ralph Quackenbush and Miss H. Ganzborn.  
Herb Juice Medicine Co., Jackson, Tenn.; capital, \$25,000; B. J. Lifsey, W. B. Lemmon and others.

### BUSINESS TROUBLES.

Harry T. Stirling, druggist, Quincy, Mass.; liabilities, \$1356; assets, \$450.  
Dougald Forsythe, druggist, Redfields, Iowa; assets, \$2108; liabilities, \$3107.05.  
Lloyd B. Huron, "Live Wire Drug Store," Tipton, Ind.; assets, \$3500; liabilities, \$8000.  
Adolphus C. Loewe, druggist, Maynard, Mass.; assets, none; liabilities, \$3347.93.



## Getting after the Sundries Sales.

*How F. A. Epstein, of Boston, Swells His Profits by Pushing Every Line He Carries in His Tremont Row Store.*

**F.** A. EPSTEIN, of the Epstein Drug Co., at 28 Tremont Row, is one of the "live wires" of Boston in the matter of merchandising. In fact, as has already been told in the ERA, Mr. Epstein is primarily a drug merchant, and the shop location, on one of the busiest corners in New England, where the tides of humanity flow past from the West and North Ends to the financial and shopping centers, while on the other side of the store the business which is drawn to the courthouse and State House flows past all day long is almost ideal. Then the further fact, that one of the busiest subway stations is opposite the store, increases its importance as a shopping center.



F. A. EPSTEIN

But the Epstein Drug Co. does not depend altogether on the fact that they have a good location to bring them business. Money was not spared to make the drug store attractive, both inside and out, and it has paid.

"I believe in signs," Mr. Epstein said, "both inside and outside. Too many druggists run back-shops and dingy places, gloomy inside and outside. I believe in signs and lights. We have just had all our signs made new, not only repainted, but entirely new signs. It cost a lot of money, but I believe it pays. I travel about the country a good deal by automobile, and I can tell the moment I see a drug store what kind of a merchant the owner is. If I see a drug store with bright yellow and black signs I know the druggist is a live wire.

"Every druggist, however, must make a study of his own location. We are able to do things and handle articles here that might not be done in Washington street or uptown. But if I were in a country town I would make a study of the situation and aim to meet the special conditions that existed there.

"The great thing is buying the right merchandise at the right price. Too many druggists measure merchandise as they do prescriptions. We aim to display only seasonable goods in our windows. Only in the hot Summer days would I put talcum powder in our show windows. On a cold day we display lung protectors, chamois vests, or hot water bottles, or other seasonable goods. On rainy days umbrellas are always among the leaders. And whatever we display I aim to make attractive in price. We will put a 49-cent water bottle in the window, and when the customer inquires for it we show it, and also show superior goods. But we aim to give the customer what he wants and just as quickly as possible. We have arranged the stock in the store so that service will be expeditious.

"The druggist, as truly as the merchant, must sell his goods as low as his competitor. If we couldn't do that I would go out of business. As a general thing, the small druggist is at a disadvantage on this point, but the buying clubs and the get-

together spirit that is growing in these days may help him.

"The ability to buy right merchandise at the right price is the secret of success. We have sold a great many rubber door mats—a \$1 door mat for 49 cents. I am finding toys very popular and profitable. Everybody loves children, whether they have them of their own or not, and customers who come in for one thing, seeing the toys, often buy them for the little ones at home. Moderate priced toys, 25 and 50 cents, are the most popular. We carry celluloid dolls, teddy bears, long-haired animals, red rubber animals, and they are all good sellers. We have sold 500 clocks at 39 cents in a week. They cost 28 cents.

"Once we made a specialty of fountain pens, but when everybody got into the business we dropped them and turned to other things. We still carry them, but do not attempt to specialize. We carry tea and coffee, one grade of each, both S. S. Pierce brands, and here, in Boston, that name sells them. I prefer to handle an article that sells well, and keeps moving, than to handle a less known article at a slightly larger profit, that does not sell itself.

"We have sold 1000 Duplex razors at 11 cents each that cost 12 cents. But that loss was more than made up in the sale of accessories—blades, brushes, soaps and pastes and toilet articles. Many a beginner came in here and bought a razor at 11 cents and then bought a complete equipment.

"We are about to put in law blanks and typewriter supplies, because here in this location I believe we can sell them. Stationery is a profitable line. We are selling japanned cash boxes at 39 and 49 cents. We constantly test new specialties. Here on this corner we have developed a power to sell many things which other places could not handle, and which once we could not have sold. It was an unattractive corner before we took it, and made it what it is. We will sell anything the people want. We are contemplating putting in a line of fancy groceries, like olives and pickles and sardines. We sell now on our fountain counter sandwiches and doughnuts and pie. We serve a cup of coffee, a doughnut and a piece of cheese for five cents. We always carry ham, chicken, cheese and sardine sandwiches, and all day long the counter is full.

"We aim to serve the people. We aim to get the right merchandise at the right price. Instead of being merely a drug store, the successful drug store of the future will be a department drug store."

## Being "On the Job" as a Cash Asset.

**T**HERE is a lesson in progressive merchandising in the action of the drug firm of Hilton & Hefner, Lock Haven, Pa., on two occasions recently, when a public demand was foreseen and crystallized into good, clean cash—several hundreds of dollars of new business going into the till.

Within a few days of the first of December last an announcement was made in the Pennsylvania newspapers that the new sanitation law which went into effect on Dec. 1 banished the roller towel among its other reforms. The following morning the enterprising young salesman from the Hilton & Hefner drug store called at all the hotels, barber shops, etc., and left a sample outfit of absorbent paper towels. This practical demonstration by the drug firm resulted in such a demand the next day for these goods that the stock on hand was completely sold, and a further supply was ordered by telegraph. But a sufficient supply was distributed to allow of the banishment of the roller towel over night. Glasses and tumblers were removed from the water spigots in wash rooms,

and from the ice-water tanks and coolers, and sanitary paper cups were substituted—and Hilton & Heffner took the business because they were sufficiently farsighted to have provided for the need.

"We got busy immediately," said Mr. Heffner, "and secured a nice lot of business as a result of being first in the field. All told, we cleared up several hundred dollars—nice, clean,

## The Passing of The Roller Towel

Which is now outlawed in Pennsylvania removes one of the most efficient means for the transmission of disease germs.

Hotels, Barber Shops, Stores, Factories and all public places will find

### Aseptic Paper Towels

the sensible and economical substitute

150 Towels on a roll 35 cents

Fixtures, 25c to \$1.00

### Benders Liquid Soap

25c bottle 75c quart \$2.50 gallon

Liquid Soap Holders \$1.00 each

## HILTON & HEFFNER

UP-TO DATE DRUGGISTS  
Graduate Prescription Service Night and Day

*How Hilton & Heffner Advertised Paper Specialties.*

cash business—in a short time, and we have been getting repeat orders ever since."

Hilton & Heffner got into the parcel post delivery business almost at the outset. The firm had always had a good mail-order business, and with the advent of the new Government carrying system, advertised its advantages, and immediately offered to pay the postage on all parcel post orders sent them amounting in value to 50 cents or more. A special parcel post map of the United States with Lock Haven as the center of the first zone, together with a guide and the post-office regulations, was conspicuously displayed in the Hilton & Heffner windows, and were placed at the disposal of the public. Parcel post stamps were also placed on sale for the accommodation of the general public.

Hilton & Heffner go after business in many ways, but one of the most effective is advertising—timely, get-the-business advertising—which is combined with the use of circulars printed upon the firm's letterhead and neatly gotten up in imitation of typewriting. One of their recent circulars reads as follows:

DEAR SIR:

There are probably very few weeks in the year in which you do not find the necessity arises for something from the drug store for yourself or family, or for your stock or animal pets.

Procrastination is not only a "thief of time" but also of lives when sickness comes and the tendency to wait till someone comes to town has many times resulted seriously.

The establishment of the parcel post gives us the desired opportunity to render you better service and practically places our entire drug stock at your service without the necessity of making a special trip to town, or sending with a neighbor.

We have established a parcel post mailing department in our store and ask you to send us your orders by mail when you need anything in the drug line.

We will pay the postage on all orders sent by parcel post amounting to 50 cents or over, and can in cases of emergency send liquids in special mailing cases, of which we have a full supply on hand.

We have placed your name on our special mailing list and you will receive advertising matter and samples from drug houses manufacturing medicines of all

## Parcels Post Special

In order to extend as far as possible our sphere of usefulness in this section of the state, we will hereafter **PAY THE POSTAGE** on all parcels post orders amounting in value to 50c or over, anywhere in the first zone (any postoffice or rural route within 50 miles of Lock Haven).

Liquids in glass (patent medicines, prescriptions, etc.) are mailable on local R. F. D. routes without being enclosed in special container, and, in order to take full advantage of this provision, we have established a daily messenger service to Mill Hill, Rosecrans, Logan- too and Woolrich, so that we can send liquids of this character by mail to Lock Haven R. F. D. No. 1, Mill Hill R. F. D. No. 1 and No. 2, Salona R. F. D. No. 1, Flemington, Mill Hill, Salona, Rosecrans, Logan- too Chatham's Run, Woolrich and Castanea postoffices. Liquids in glass mailed to other postoffices will have to be sent in special containers, for which nominal charge will be made, which charge will be refunded on return of container.

## Hilton & Heffner

The Largest Drug Store in Clinton County

*The Announcement of Parcel Post Free Delivery.*

kinds. We do not send this list to any concern that is not reliable and whose goods we cannot recommend, and if you wish to try any of these medicines you can order them sent by mail.

If you have a telephone you can order by 'phone, as we have both Bell and Commercial 'phones. Remittances can be made by check, money order, or one or two-cent stamps, and we will give your orders prompt attention.

We are enclosing a special parcel post bargain list containing seasonable items which will show you the exceptional advantage you enjoy when purchasing from us. Our business is the largest drug business in this part of the State, and when you purchase medicines from us you are getting them in the freshest and best condition, as our stock is being replenished every week-day of the year, our records showing that over 400 different freight and express shipments were received by us last year.

We employ carefully trained college men in compounding prescriptions and manufacturing our medicines, and have the most up-to-date stock in this section of the State.

We would appreciate your business.

Very truly yours,

HILTON & HEFFNER.

Hilton & Heffner—"The Quality Drug Store"—specialize through a parcel post mailing department, a physicians' supply department, as a distributing depot for the State Health Department, and are wholesale and retail dealers in "medicines, chemicals, toilet articles, rubber goods, chamois and sponges, insecticides and spraying materials."

Promptness and efficiency are insisted upon and the key to their success in their mail order business is the announcement in a conspicuous place on their letterhead: "All orders sent out on first mail after receipt."

## Restricting the Sale of "Coal Tar" Drugs.

*Kansas City Retail Druggists' Association Inaugurates Movement to Prevent the Sale of Coal Tar Synthetics Except Upon Written and Non-Refillable Prescriptions—What Is Being Done Abroad.*

**L**AST May the Kansas City Retail Druggists' Association took the first action by any organized body of druggists in this country in regard to restricting the sale of coal-tar synthetic, narcotic and habit-forming drugs. This body took the ground that present laws and ordinances regulating the sale of such drugs are violated with impunity, and that as ordinances have proved ineffective the State Legislature should be asked for a law to control such sales absolutely. Such restriction was indorsed by the A. Ph. A. and the A. M. A. last Summer, following the action of the Kansas City association.

According to the figures compiled and presented by the association, the reported number of cases of poisoning by acetanilide, where administered by physicians, total 94 annually; by antipyrine, 68; by phenacetin, 43; with no notice taken of the many fatalities which have followed the indiscriminate use of such drugs by the laity. In the association's presentation of the case to the Legislature these statements were made:

"Physicians have come to use these drugs very guardedly as effects seem to be inexplicable. Immediate poisoning seems to result from reflex action before the drug can really enter the system; in other cases poisoning occurs by absorption of the unchanged drugs; others are poisoned by reactions which cannot be accounted for. The fact that these deadening drugs are poisons in the true sense of the word is recognized by members of the medical profession. Toxic effects may include cyanosis (blueness) of the nails, skin and mucous membrane, dyspnea, dilation of the heart, slow breathing, collapse, prostration, delirium, hallucination, nausea, vomiting, dizziness, syncope, hemorrhage, subnormal temperature, rash, eruptions and itching, redness and swelling, blindness, deafness, profuse perspiration, excessive nervousness, buzzing in ears, weakness, stupor, and death."

In seeking to make as complete a presentation of the evils resulting from the indiscriminate use of such drugs, the Kansas City association obtained letters from several American consuls in the European capitals; from Louis Nathan, the Parisian chemist; and from Dr. Harvey W. Wiley, formerly chief chemist of the United States Bureau of Chemistry at Washington. From these letters, through the courtesy of President A. N. Doerschuk, of Kansas City, the ERA is privileged to quote the following excerpts:

**DR. HARVEY W. WILEY:**

"I do not believe that coal-tar drugs should be used in any food product, nor in any medicinal product of which they are not an essential ingredient. All coal-tar dyes are made under such conditions as to render it almost impossible to predicate their composition. Especially are they likely to contain arsenic. My attitude in regard to these dyes, while I was in charge of the Bureau of Chemistry, was one of absolute prohibition. Not being able to secure this, I insisted that only a limited number should be permitted, and then only after they had been certified as being free from harmful ingredients.

"I attempted to bring prosecutions against those who used uncertified dyes, but I was prevented from doing so by my colleagues on the so-called Board of Food and Drug Inspection unless I was able to bring evidence that the particular dye in question was injurious to health. As the quantity of dye at my disposal was only that which was contained in the food product, such a determination was, of course, impossible. Thus the regulation became a dead letter, and the indiscriminate use of coal-tar dyes was permitted against my advice and earnest protest.

"The synthetic drugs which derive from coal-tar, and which exert such profound influence on the nerve centers and the circulation, in my opinion should also be strictly controlled, so as to be used only under the direct supervision of a physician. Acetanilide and phenacetin are types of this kind of product. These drugs, doubtless, have valuable qualities when administered to meet certain symptoms, which the physician alone should judge. Their indiscriminate sale, therefore, is a distinct and continuing threat to the community.

"I am in the deepest sympathy with all measures which tend to restrict to legitimate channels the traffic in powerful medicines and drugs, not only those of coal-tar origin, but no matter of what origin. I trust that your association will be successful in securing a strict control of this class of remedies."

### Withdrawn in Germany.

**A. M. THACKARA, American Consul-General, Berlin, Germany:**  
"The synthetic and sleep-producing drugs, such as veronal, veronal-soda, sulfonal, trional, medinal, etc., have been withdrawn from free sale as a result of incidents of poisoning following their use. Drug stores may sell these only on the presentation of a physician's order which must not be refilled. Antipyrine, acetanilide, phenacetin, migrainin, pyramidon, aspirin and salipyrine are only partially withdrawn but must be labeled according to restrictions. Regulations governing the sale of these medicinal preparations have been issued in the form of Imperial Cabinet orders after the workings of these preparations in question have been investigated at length in the Imperial Health Office."

### Secret Medicines in France.

**LOUIS NATHAN, Chemist, Paris, France:**

"Coal-tar products and synthetic drugs may be usually sold by pharmaciens in France to the general public without a physician's prescription. These drugs have not been the subject so far of legislation in this country, and none of them are included in the poison schedule. Notwithstanding, in the event of harmful or untoward effects arising from an overdose being taken by the purchaser of such drugs as sulfonal, veronal, trional, acetanilide, phenacetin, etc., there would be an official investigation and the vendor would be liable to a penalty. He would be prosecuted for infringing a law which dates from 1811, prohibiting the sale of secret remedies; and "secret remedies" are defined as any substance which is not inscribed in the French Codex, where these drugs are not found. This law is the "Sword of Damocles" hanging over every pharmacist in France."

**FRANK H. MASON, American Consul-General at Paris:**

"It may interest you to know that considerable agitation is making itself felt in this country in regard to the sale of this class of drugs as well as cocaine and opium, all of which are forbidden under an old statute. There is, however, a considerable quantity sold, it having been brought into the country by smugglers, and handled through unscrupulous druggists. Numerous arrests have been made, and the police are doing all in their power to track down and punish the very numerous class of persons who are making their living out of this traffic in soporific and poisonous drugs."

### Poisons in England.

**CLERK OF THE PRIVY COUNCIL:**

"The schedule of poisons which may be sold so labeled, only by registered chemists in England, as amended on the 12th of March, 1913, includes:

"Sulfonal and its homologues, whether described as trional, tetronal, or any other trade name or designation, and diethyl barbituric acid, and all other alkaline, aryl, or metallic derivations therefrom, whether described as veronal, proponal, medinal, or any other trade name, mark or designation. All such poisons must be sent out in bottles or packages rendered distinguishable by touch from ordinary containers."

**JOHN L. GRIFFITH, American Consul-General at London:**

"The scheduling of veronal, etc., as poisons was done because of the frequent cases of death and the many untoward effects resulting from its excessive use. Sulfonal and its derivatives were scheduled for the same reasons."

### Official Prescription Blanks for Narcotics in N. Y.?

Senator Boylan recently introduced into the State legislature a bill, drawn up by Charles B. Towns, which, if enacted, would prohibit any druggist from filling prescriptions containing chloral and cannabis indica or to sell medicines containing opium, morphine and its derivatives, cocaine, eucaïne, these drugs, except on official prescription blanks bearing the State seal furnished by the State Health Commissioner. A record is to be kept of the number of blanks issued to each physician, and each blank is to be numbered serially. The bill

also provides that the prescription shall not be filled 10 days after date of writing, the keeping of a record book, the giving of a certificate to the purchaser, the keeping of carbon copies of prescription and certificate, the furnishing of official order blanks to pharmacists, physicians and dentists for securing narcotics from wholesalers, etc. Revocation of the physician's or druggist's license is provided for violation of the proposed law, such violation also constituting a misdemeanor.

#### N.Y. DRUG EXPOSITION LARGELY ATTENDED.

N.Y.S.P.A. Features Traveling Propagandic Exhibit. State and Local Organizations Co-operate.

THE most successful drug exposition ever held in New York City at least in point of attendance, was that presented at Madison Square Garden, Jan. 20-26, inclusive. The main floor was entirely given up to the exhibits of various manufacturers and to the collective exhibition of the New York State Pharmaceutical Association. In getting up the latter feature the organization received the co-operation of the N.Y.R.D.A., the Kings County Ph.S., Westchester County P. A., G.A.S., and the Brooklyn Ph.A. The exhibit consisted of the N.Y.S.P.A. propaganda committee's set of official preparations, prepared by John Koerner, chairman of the committee, and which will later be shipped to various local organizations and to hospitals throughout the State. The Brooklyn College of Pharmacy presented an interesting exhibit of pharmaceuticals, chemicals and drawings prepared by its students, this exhibit being under the supervision of Dr. Hy. J. J. Kassebaum. An old wooden mortar 119 years old, and a metal mortar, the college mortgage having been burned in the latter some years ago, shared attention on the part of the public. A model dispensing table, over which was the caption, "Pharmacy for Pharmacists," was the contribution of J. Leon Lascoff. An interesting display of crude drugs, an exhibit of the foremost pharmaceutical journals, practical demonstrations of urinalysis by Dr. Joseph Weinstein and examples of the old-time and modern systems of prescription filing were other features of this unique, ethical pharmaceutical exhibit.

The National Pharmaceutical Society maintained a booth at which goods donated for its bazaar were sold. Dr. Brothers had charge of the American Medico-Pharmaceutical Association's exhibit. The Welch Grape Juice Company, of Westfield, N. Y., conducted one of its typical booths at which the "habit that won't get you" was advocated. The American Can Company, of this city, displayed a \$85 adding machine, the usual apparatus of this sort having a cypher added to its price. The same people also presented for the druggists' inspection all kinds and sizes of cans. The American Safety Razor Company, Brooklyn, demonstrated its "Ever-Ready" Safety Razor. A temple of borax was the feature of The Pacific Coast Borax Company, this city. Charles Nurnberg Co., Inc., New York, had an interesting exhibit showing the various steps taken in the preparation of their product, clinical thermometers. The Armstrong Cork Company, New York, displayed corks, of course, and P. C. Blakiston's Sons & Co., of Philadelphia, presented an interesting exhibit of medical, chemical and pharmaceutical text-books. In the N.Y.S.P.A. historical section Merck & Co. exhibited the mortar used by Merck in 1688.

Among other exhibitors and their products were:

M. H. Petigor, soda fountains; A. S. Campbell & Co., metal hot-water bottles; The Schwarzwaelder Co., rubber sheeting; The Paroubec Mfg. Co., wrist bandages; Candy Bros. Mfg. Co., Simplex Vacuum Mfg. Co., vacuum bottles; Eimer & Amend, automatic disinfection salsarsan apparatus; I. W. Lyon & Sons, tooth powder; Beech-Nut Packing Co., chewing gum; Advance Novelty Candy Mfg. Co., cough drops; Thaddeus Davids Co., poligraf lettering system; Dusal Chemical Co., seidlitz powders; Thompson & Morris Co., cellular express box; The Empress Mfg. Co., hair color restorer; Clysmic Spring Co., bottled water; "Prana" Carbonic Syphon Co., syphons, and Wentz & Co., advertising stamps.

A noticeable feature at the exposition was the laudable manner in which exhibitors refused to give out drug samples to other than druggists. The ERA representative overheard one exhibitor call back a lady and take back a sample she had collected, after having courteously advised her not to take samples of medicines about which she had no knowledge.

The crush became so great on Friday night of the exposition that the officers of the Fire Prevention Bureau feared loss of life would result in case of fire or accident. It was estimated that more than 15,000 persons were on the main floor and 6000 seeking to get into the building when the clearing order came.

### A Tea-Room in a Drug Store.

*New Departure in Oklahoma City Which Offers a Suggestion to Druggists Operating Soda Fountains With Luncheonette Adjuncts.*

ABSOLUTELY the latest idea in the equipment of a modern drug store has been adopted by the Clark Drug Co., 227 West Main street, Oklahoma City. Amid elaborate decorations of smilax, palms, holly and mistletoe the ladies of Oklahoma City were entertained on the opening day, each receiving a ribbon-trimmed package of chocolates and bonbons as a souvenir.

The store had been completely renovated, and a new room has been opened devoted to the service of the "cup that cheers and does not inebriate." This room is a gem. The walls are covered with lattice-work through which are entwined wistaria vines and their highly decorative clusters of purple blossoms. At the end of the room is a Japanese landscape, placed over a long mirror. At the right side of the room and opening from the central passage are little booths, in each of which four persons can be seated comfortably. The decorations are in Japanese style, and Japanese chimes are suspended at the entrance to each booth.

Another innovation is a ladies' dressing room adjoining the tea room. This is finished in pure white, and is equipped with toilet accessories, face powder, violet and toilet waters, and similar accessories with which to repair the ravages consequent upon a shopping trip. The kitchen, in which luncheonette dainties are prepared, is also finished in pure white, and this department is entirely separated from the main store, thus doing away with odors and the savor of viands.

On the opening day a full orchestra rendered a programme of popular music from noon till midnight.

#### A.D.S. Deserts Fifth Avenue for Times Square.

The Gray Drug Company, a subsidiary corporation of the American Druggists' Syndicate, has leased the corner store and two adjoining stores in the Fitzgerald building, at the southeast corner of Broadway and 43d street, for a period of 10 years at an annual rental said to be \$60,000. It is reported that the American Druggists' Syndicate will give up its display rooms and headquarters at 234 Fifth avenue in the very near future, the lease on these premises running out. The Gray Drug Company will feature A.D.S. goods. This new move on the part of the syndicate, or some of those behind it, will place its products in a part of the city now the scene of keen competition between Liggett, Riker-Hegeman and other independent stores. The space leased is 50 by 90 feet and extends south to the Broadway entrance of the Cohan theater. The lease includes about 5000 square feet of basement space, also a frontage in the subway station at that point.

#### N. Y. Consolidated Drug Co. Re-elects Directors.

At the recent annual meeting of the New York Consolidated Drug Company, held at the headquarters of the German Apothecaries' Society, 192 Third avenue, S. V. B. Swann, George C. P. Stolzenburg and Dr. C. F. Klippert were re-elected directors. George Leimecker, George Bruns, H. H. Blomeier and Otto P. Gilbert were elected members of the inventory committee. The reports of the officers showed that the past year had been very successful and the meeting was a very harmonious affair.

#### Eli Lilly & Co. Promotes C. R. Cosby.

C. R. Cosby, formerly manager of the New York branch of Eli Lilly & Co., has been promoted to be head of the special preparations department of that company at Indianapolis.

#### New York Retail Druggists Annual Banquet.

The New York Retail Druggists' Association held its annual banquet at The Elsemere, 82 West 126th street, on the evening of Jan. 30.

## LEGAL DECISIONS

### Conditional Sale—Bankruptcy—References.

**A** SODA FOUNTAIN was sold on a contract of conditional sale about five months before proceedings in bankruptcy were begun against the purchaser. The seller claimed the proceeds in the hands of the trustee. The contract of sale was never recorded as required by the law of Missouri, in which State the bankrupt resided. Three days before the proceedings were begun the bankrupt gave the seller a chattel mortgage upon the property somewhat in excess of the price in the contract, and this was duly recorded. In the interval between the contract and the mortgage the bankrupt incurred other debts in its business aggregating more than the value of the property in question. The seller claimed under the contract and the mortgage independently. It was held that the contract of sale, not being recorded, was void as to subsequent general creditors of the buyer and its trustee. As the bankrupt was hopelessly insolvent when the chattel mortgage was executed, and the claimant's representatives had reasonable ground to believe a preference was intended, and would result from the mortgage, it was held to be void as against the bankrupt's trustee. But it was held that the right of subsequent creditors to urge their objections to the contract and mortgage was defensive merely against the seller so as to invalidate a lien giving a preference on distribution on bankruptcy, and did not entitle the creditors to priority in the distribution of proceeds as against the seller. He was entitled, on filing his claim as a general one, to participate equally with the subsequent creditors in the distribution of the bankrupt's estate. (*L. A. Becker Co. vs. Gill*, 206 Fed. 36.)

### Validity of Sale by Bankrupt Partner.

One of the members of a partnership conducting a soda fountain business, while a bankrupt, joined in a sale of the stock and fixtures to the father-in-law of his partner and retired from the business, which was continued by his former partner alone, but in the firm name. On a petition by his trustee to have the sale set aside it was held that the fact that the partner who continued to carry on the business thereafter contracted indebtedness on the strength of his possession of the property afforded no ground for an attack by the bankrupt or his trustee on the validity of the sale. (*In re Young*, 206 Fed. 187.)

### Sale of Stock—Seller's Remedies—Right to Retain Advance Payment.

In an action to recover back the advance payment on the purchase of a stock of drugs, it appeared that the plaintiff contracted to purchase the defendant's stock, paying \$2500 in cash, and agreeing to pay the balance on delivery of the bill of sale when the statute relating to sales in bulk had been complied with, which would require at least five days. The plaintiff took possession and retained it for 24 hours. He then claimed that he had been induced to purchase by fraudulent representations, and demanded that the defendant take back the stock and repay the cash already paid. The defendant took charge of the store and continued to operate it in all respects as though no sale had been made or contemplated, selling a large proportion of the stock and purchasing new goods. It was held that the sale was entirely executory at the time the plaintiff repudiated it, and the defendant, having again taken possession before title passed could not enforce specific performance. His only remedy was an action for damages for breach of the contract to purchase. The seller would only be entitled to retain the advance payment as damages for the purchaser's breach of contract. That would ordinarily be the difference between the market value of the stock at the time of the sale and the contract price. But the defendant did not counterclaim for damages. All he asked was a dismissal of the case with costs. As he did not deny that he was placed in the identical position in which he was before the plaintiff took possession, his damages were only nominal. His action in retaking the goods and exercising acts of ownership over them constituted a waiver of his right to either sue upon the contract or bring an equitable action to enforce it. The plaintiff was held entitled to recover the advance pay-

ment made. (*McCrea vs. Ford*, Colorado Court of Appeals, 135 Pac. 465.)

### Scope of Employment—Unlicensed Clerk.

A master is not liable for every wrong which the servant commits while in the performance of his contract of employment. His responsibility only attaches when the servant is acting within the real or apparent scope of his employment and in line with his duties. Suit was brought against the proprietors of a drug store for injuries to the plaintiff due to the alleged negligence of an unlicensed clerk in putting pure trikresol on the plaintiff's arm, which was thought to be blood poisoned. The complaint alleged that after a physician who was in the store at the time had requested the clerk to prepare a 1 per cent. solution of trikresol for use on the plaintiff's arm, the physician left the pharmacy, and the clerk negligently, and because of his incompetency in undertaking to fill the prescription, prepared for and gave to the plaintiff a quantity of pure and unadulterated trikresol, which caused the injury complained of. It was held that the substantive act alleged was the supplying of a dangerous solution of medicine, when a harmless or beneficial one had been prescribed, and that this constituted negligence within the scope of the clerk's employment, for the result of which the master was liable. It was also held that the sale of the trikresol by the unregistered clerk was conclusive evidence of negligence under the Oregon Statute L. O. L. 4750, declaring that it shall be unlawful for any person to sell any drug, medicine, or chemical, or to dispense or compound any prescription of a medical practitioner, unless such person be a registered pharmacist, or a registered assistant pharmacist. Judgment for the plaintiff was affirmed. (*Goodwin vs. Rowe*, Oregon Supreme Court, 135 Pac. 171.)

### Recording Sale of Poisons—Construction of Statute.

The Delaware Statute, 24 Del. Laws, c. 140, 14, provides that before delivering to a customer strychnia, arsenic or corrosive sublimate or any poisonous compound, combination, or preparation thereof, "there shall be recorded in a book kept for the purpose the name of the article, the quantity delivered, the purpose for which it is alleged to be used, the date of delivery, the name and address of the purchaser, and the name of the dispenser." In the first case under the statute it appeared that the defendant had sold bichloride of mercury to a customer and entered the sale on a slip of paper showing the sales for the day, with other daily slips which were regularly put in an envelope kept in his safe. It was held that this was a violation of the statute; but in view of the defendant's evident desire to abide by the law, only the minimum fine was imposed. (*State vs. Hopkins* (Del.) 88 Atl. 473.)

### Sale of Cocaine—Proof.

On appeal from a conviction for an unlawful sale of cocaine it was held that if the sale was made upon the prescription of a physician, that fact lay particularly within the knowledge of the defendant, and consequently it devolved upon him, and not upon the State, to establish it. There was no direct evidence that the negro boy to whom the sale was made was not a physician or dentist; but the presumption was that he was neither, and therefore, if he was a physician or dentist, it devolved upon the defendant to prove it. There was a *prima facie* presumption that the person to whom the sale was made did not belong to the exceptional class of persons to whom the right to practice medicine or dentistry had been given; the presumption relieving the State from the necessity of proving the negative. (*Miller vs. State*, Mississippi Supreme Court, 63 So. 269.)

### Alteration of Contract After Delivery of Goods.

Action was brought upon a contract for the sale of a quantity of hair tonic to a drug store. The defence was alteration of the contract after delivery of the goods. The contract provided that the plaintiff agreed to contract with a certain advertising company for a certain number of lines of advertising, specifying the *Tribune* and *Journal* newspapers, which were published in the defendant's town, the advertising to be executed during a year following delivery of the goods. It further provided that the plaintiff agreed to take back at invoice price all goods remaining unsold in the hands of the purchaser "at the end of the Iowa advertising contract." The

defendant claimed that the word "Iowa" had been added to the contract after delivery, which was denied by the plaintiff. The jury found for the defendant. On appeal it was held that the alteration of the contract after delivery by the insertion of the word "Iowa" was material, since that made the rights of the parties depend, not upon the contract for advertising in the particular papers specified, but upon the termination of such Iowa advertising contracts as the plaintiff might have made. Judgment for the defendant was affirmed. (*Hessig-Ellis Drug Co. vs. Todd-Baker Drug Co.* Iowa Supreme Court, 143 N. W. 509.)

## DRUG LAWS AND RULINGS

**To Ban Hypodermics in Michigan.**—There is a National movement on foot to banish the hypodermic needle and syringe as a means of using cocaine and similar narcotic and habit-forming drugs. The use of such instruments may be regulated by Congress by a provision the Finance Committee is to add to some one of the opium bills now pending. At the next session of the Michigan Legislature an effort will be made not only to strictly prohibit the sale of heroin, morphine and similar narcotics, but also the hypodermic syringe, and Governor Ferris and other State officials, including several members of the State Health Board, are favorable to the plan and will indorse and work for such a bill.

**Pure Food and Drugs Act Defective.**—Officials of the U. S. Department of Agriculture declare that one of the serious limitations of the Pure Food and Drugs Act is that it permits the use of wood alcohol in remedies for external application. Under the definition of drug in the act, the authorities declare it is not possible for them to control cosmetics containing injurious drugs and remedies for obesity and leanness, or to prevent manufacturers from putting wood alcohol into external applications. Secretary Houston declares that additional authority should be given his department so that statements should be required of other drugs than those which must be specified now on the label.

**Dr. Dowling on Trail of Druggists.**—Dr. Oscar Dowling and the Louisiana State Board of Health have been investigating New Orleans drug stores, and declare that some druggists are not only filling prescriptions improperly, but are charging enormous prices. State Chemist George Taylor shows that some druggists charge 50 cents for a prescription that costs them three-fourths of a cent to fill. "This sort of thing is outrageous," said Dr. Dowling, "and these druggists should be exposed, and they will be just as soon as our investigations are completed. When Mr. Taylor has completed analyzing all the prescriptions that he has on hand the druggists who are found guilty of filling prescriptions otherwise than directed will be prosecuted under regulation No. 31 of the food and drug laws of Louisiana which became effective last July."

**Firm Name as a Trade Asset.**—The value of a long-established firm name as a trade asset is attested by the filing, coincidentally, of certificates with the county clerk at Grand Rapids, Mich., one dissolving an old corporation known as the Walter K. Schmidt Co., druggists, 306 Monroe avenue, the other being a notice of an amendment to the articles of association of another firm to the end that it may henceforth be known under the discarded name.

**Kansas City Drug Store Bars Under Fire.**—Commissioner of Police Reynolds, of Kansas City, has asked an opinion from the city counselor as to whether or not the police would be justified in going behind the prescription cases in drug stores to search for liquor. According to City Counselor Garner, under the statutes of 1909 no drug store is permitted to sell or give away liquor in any quantity under four gallons for any purpose except on prescription, and even then the liquor cannot be drunk on the premises, but that he did not think the police had the right of confiscation, as the offense is the sale.

**To Bar Circulars from Patent Medicines.**—The Government's right under the pure food law of 1906 to censor circulars enclosed in packages of medicine is to be passed upon by the Supreme Court. Officials of the Department of Agriculture claim that the public is being deceived every day

by exaggerated statements of the efficiency of nostrums to effect all kinds of marvelous cures. They claim the pure food law was intended to wipe out this evil, manufacturers on the other hand asserting that the pure food law merely authorizes the Government officials to regulate statements on the labels. In Omaha recently the Government seized 13 packages of patent medicines, each containing the statement on an enclosed circular: "We know it has cured and that it will cure tuberculosis," and a further statement that it was "effective as a preventative of pneumonia." The Federal District Court held the medicine misbranded under the pure food law. The manufacturer has appealed to the Supreme Court on the ground that the pure food law deals with labels and not with circulars, and, furthermore, that the law as interpreted by the Nebraska court is unconstitutional in so far as the court held that the law sought to give the Government a right to pass on opinions as to the curative effect of medicines.

**Boylan Measure to End Drug Habits.**—Senator Boylan, of New York City, has introduced in the Legislature at Albany a bill providing for the regulation of the sale of habit-forming drugs. The bill gives magistrates the right to commit victims of habit-forming drugs to hospitals for treatment. The Boylan bill in its provisions is similar to the law enacted last year, but applies to all habit-forming drugs. It provides that no druggist or pharmacist may fill out a prescription for any of these drugs except on a written order of a physician, and stringent regulations are prescribed, under which physicians can administer them. Hypodermic needles also cannot be sold except on written orders of physicians, and records must be kept of all prescriptions and sales of the drugs and the needles. The bill also provides that public officers having control of city or county hospitals must provide separate quarters for persons addicted to drugs who may be committed by magistrates. Punishment is provided in case drug patients violate the rules of the hospitals. Violation of the provisions of the measure by physicians, druggists or others whose business brings them in contact with drugs is made a misdemeanor.

**Tariff Rates on Small Packages of Chemicals.**—The provision in the new tariff law for the first time of the provision relating to the rate of duty on chemical and medicinal compounds put up in packages of 2½ pounds or less has called for new instructions from the Treasury Department, as follows: "Relative to the classification of ink, oil of sweet almond, oil of lemon, oil of orange, and other articles provided for by name in the Tariff act of Oct. 3, 1913, when contained in packages of less than 2½ pounds gross weight, in view of the specific provision in Paragraph 17 of the Tariff act that chemical and medicinal articles dutiable under the act, except soap, whether actually provided for or not, put up in individual packages of 2½ pounds or less, gross weight, shall be dutiable at a rate of not less than 20 per cent. ad valorem. It will be observed that this provision, which is a new one, does not impose a minimum rate of 20 per cent. ad valorem upon all dutiable articles imported in packages of 2½ pounds or less, but does impose such minimum rate upon articles which are chemical or medicinal compounds or combinations or articles similar thereto when imported in such packages. The department is accordingly of the opinion that all the articles provided for in Schedule A, whether by name or otherwise, except soap and sponges, are dutiable at not less than 20 per cent. ad valorem when imported in packages of less than 2½ pounds gross weight."

**Fighting Illegal Drug Sales in Los Angeles.**—A vigorous campaign against the illegal sale of drugs is being waged in Los Angeles, Cal., by the attorney for the State Board of Pharmacy, E. E. Leighton, who is assisted by State Inspector Jones. Several arrests have been made and prosecutions will follow. The arrests Attorney Leighton and Inspector Jones state, are only the beginning of a widespread campaign to stop the illegal traffic, and in order to relieve and cure the thousands of victims, a movement is now under way to secure a State building for patients to be treated. Plans are already in progress to induce the Legislature to appropriate \$20,000 for such an institution. "There are several thousand drug slaves now in California," said Inspector Jones. "In spite of increased difficulty in getting opiates the number of victims has increased. After the habit is once formed the slave will do almost anything to get the drug. Our aim is to force the price of these drugs so high, through con-



viction and jail sentences, that it will be unprofitable and too risky for anyone to try to sell them. We are after the peddlers." Attorney Leighton says he will ask for jail sentences for all persons prosecuted and convicted of peddling drugs. He also declares that the need for a home for those held in the grasp of the habit is imperative. He says a man should stay at least a year in a ward before being freed. When the drug victims are sent to the insane asylum they are usually there about two or three weeks and then escape, he asserts.

**Must Label Drugs Properly.**—The United States Supreme Court has declared for a broader enforcement of the pure food law regarding labeling of drugs and preparations containing poisons. It held that a headache remedy labeled "no acetanilide," but which contained acetphenetidin was misbranded.

**Regulation of Bichloride Sales Sought in Albany.**—The numerous deaths from poisoning by bichloride of mercury tablets have induced Senator Blauvelt to introduce a bill "Regulating the Sale of Bichloride of Mercury"—the essential feature of which is as follows: "It shall be unlawful for any person to sell any substance or compound known as bichloride of mercury, except upon the written prescription of a duly registered physician, which shall be retained by the person who dispenses the same, shall be filled but once, and of which no copy shall be taken by any person, and unless said substance or compound be in the form of cubes and colored green, so as to be readily distinguishable from non-poisonous tablets of similar appearance in common use. Any person who violates the provisions of this section shall be guilty of a misdemeanor." The act sets July 1 next as the date it would take effect.

**New Anti-Narcotic Law in Tennessee.**—The State anti-narcotic law, passed by the last Legislature, became effective Jan. 1. The law is very stringent in its provisions, limiting the amount of opium, coca leaves, or their derivatives a druggist may carry in stock to five ounces. Narcotics may not be sold except on the prescription of a physician. The Board of Narcotic Control has agreed that confirmed "dope fiends" can be issued certificates by physicians, allowing them a certain quantity of the drug for a stipulated period, as it is the purpose of the statute to prevent the spread of the drug habit rather than to effect a cure of those already addicted to it. The law in general prohibits the sale, giving away or otherwise disposing of opium, coca leaves or their derivatives except on physicians' prescriptions or by physicians, dentists or veterinary surgeons in the course of their professional duties. No druggist is allowed to keep more than five ounces on hand at one time. Druggists are required to keep a registry of all sales of the drugs. This registry is intended to be so complete that the drugs can be traced from wholesaler to consumer. These entries as well as physicians' prescriptions are to be kept two years. This is for the inspection of the food and drug department inspectors.

**Cocktails at the Prescription Counter.**—At the request of Prosecuting Attorney Sidener, the St. Louis police were instructed to watch for violations of the excise laws in drug stores. Sidener had been informed, he said, that in several drug stores anyone "on the inside" could obtain his favorite intoxicant by giving the soda youth the proper signal and that frequently customers were taken behind the prescription counter and served with cocktails and even champagne.

**Short Weight Campaign in Wisconsin.**—The campaign recently launched by the Wisconsin department of weights and measures against the alleged practice of some druggists, jewelers and dental dealers in using short weights has resulted in the confiscation of two large bottles full of defective weights from 16 drug stores about Wisconsin. These defective weights are said to be from 5 to 45 per cent. light. Chief Inspector Downing says that the practice of washing delicate weights with acid is responsible for much of the depreciation in weight. The State Department has equipped its field men with new sets of weights to test the measures.

#### GOVERNMENT WINS INSECTICIDE AND FUNGICIDE CASES.

WASHINGTON, D. C., Jan. 20.—The Government has recently secured judgments against a number of concerns for violations of the Insecticide Act. These

involve the misbranding or adulteration of insect powders, moth balls, roach exterminators and various other insecticides and fungicides shipped in interstate commerce. Following is a résumé of each case:

**"Persian Insect Powder."**—The Lewy Chemical Co., New York, N. Y., was charged with shipping a quantity of "Persian Insect Powder" alleged to be adulterated, in that it was not composed of the ground flower heads of the pyrethrum plant, but consisted for the most part of ground stems of the pyrethrum plant, the label indicating that the article was wholly Persian Insect Powder. Guilty; \$50 fine.

**"White Tar Moth Balls."**—A shipment of "White Tar Moth Balls" by the White Tar Co., of New York, N. Y., was held misbranded, in that the product did not possess the powers nor produce the effects claimed for it, and was manufactured in Belgium instead of New York, as stated on the label. \$10 fine.

**"Rat Bis-Kit Paste."**—The Rat Biscuit Co., Springfield, Ohio, was charged with the shipment of a quantity of "Rat Bis-kit Paste," alleged to be misbranded. Tests showed it to be ineffective for the extermination of roaches when used in the presence of other available food. Guilty; \$25 and costs.

**"Odell's Roach Powder."**—A quantity of an insecticide called "Odell's Roach Powder," alleged shipper J. Albert Odell, doing business under the name and style of the Pittsburgh Insect Exterminator Co., Pittsburgh, Pa., was shown by analysis to contain corn meal. Misbranding was charged. A plea of *nolo contendere* was entered; fine, \$25.

**"Conkey's Lice Liquid"**—"Conkey's Bug and Moth Killer."—A quantity of insecticide called "Conkey's Lice Liquid," shipped by G. E. Conkey Co., Cleveland, Ohio, was alleged to be misbranded for the reason that the contents of the packages were stated on the labels as two quarts, while examination of a specimen showed that the package contained less than two quarts. Misbranding of "Conkey's Bug and Moth Killer" was alleged because examination of specimens of the article showed that packages purporting to contain one quart contained less than one quart. Guilty; fine, \$10 and costs.

**"Dr. Hess Dip and Disinfectant."**—Misbranding of "Dr. Hess Dip and Disinfectant," shipped by G. Hess and J. L. Clark, of Ashland, Ohio, was charged for the reason that while the label on the package bore the statement "One Quart Dr. Hess Dip and Disinfectant," examination showed that the package contained less than one quart. \$10 and costs.

**"Orchard Brand Atomic Sulphur Fungicide."**—A quantity "Orchard Brand Atomic Sulphur Fungicide," shipped by the Thomsen Chemical Co., Baltimore, Md., was charged to be adulterated for the reason that its strength fell below the professed standard of strength under which it was sold. Guilty; fine, \$5.

**"Orchard Brand Arsenite Zinc."**—Adulteration and misbranding of a quantity of "Orchard Brand Arsenite Zinc," shipped by the Thomsen Chemical Co., Baltimore, Md., were charged for the reason that its strength fell below the professed standard of strength under which it was sold. Guilty; fine, \$5.

**"Orchard Brand Atomic Sulphur Combined with Arsenate of Lead."**—Adulteration and misbranding of a quantity of "Orchard Brand Atomic Sulphur Combined with Arsenate of Lead," shipped by the Thomsen Chemical Co., Baltimore, Md., was charged for the reason that its strength fell below the professed standard of strength under which it was sold. Guilty; fine, \$5.

**"Bordeaux Arsenate of Lead Mixture."**—Misbranding of "Bordeaux Arsenate of Lead Mixture," shipped by the Thomsen Chemical Co., Baltimore, Md., was charged for the reason that an examination of the keg containing the product showed it to contain 24 pounds of the article instead of 25, as indicated on the label. Misbranding was also alleged in that the article was an insecticide and fungicide other than Paris green or lead arsenate, and contained arsenic, and the total amount of the arsenic content was not stated on the label. Guilty; fine, \$5.

**"Bordeaux Mixture."**—Misbranding of "Bordeaux Mixture," shipped by the Thomsen Chemical Co., Baltimore, Md., was alleged for the reason (1) that the product was labeled "Bordeaux Mixture," when it was in fact a mixture of Bor-

deauz mixture and lead arsenate. (2) the contents of the package were stated on the label as 50 pounds when in fact they were considerably less, and (3) the article contained arsenic and the total amount of arsenic contained was not stated on the label. Guilty; fine, \$5.

**"Kerosene Oil Emulsion."**—Misbranding of "Kerosene Oil Emulsion," shipped by Benjamin Hammond, Fishkill-on-Hudson, N. Y., doing business under the name and style of Hammond's Paint & Slug Shot Works, was charged for the reason that analysis of a specimen showed that it consisted partially of water, which does not prevent, destroy, repel or mitigate insects, the name and percentage amount of such inert substance not being shown on the label. Guilty; the court suspending sentence.

**"Lime, Sulphur and Salt," or "Horicum."**—Misbranding was charged of "Lime, Sulphur and Salt" or "Horicum," shipped by Benjamin Hammond, Fishkill-on-Hudson, N. Y., doing business under the name and style of Hammond's Paint and Slug Shot Works. Analysis showed that it consisted partially of water and salt, which do not prevent, destroy, repel or mitigate insects or fungi, and the names and percentage amounts of such inert ingredients were not shown on the label. Guilty; sentence suspended.

**Lead Arsenate.**—Misbranding of a quantity of lead arsenate shipped by Fred L. Lavanburg, New York, was charged for the reason that the label indicated that the article contained 17.30 per cent. arsenic oxide, when as a matter of fact it contained only 12.35 per cent. arsenic oxid. Guilty; fine, \$25.

**Formaldehyde.**—Misbranding of a quantity of formaldehyde shipped by J. T. Baker Chemical Co., Phillipsburg, N. J., was charged for the reason that analysis of a specimen of the article showed that it consisted partially of inert substances (substances other than formaldehyde) which do not prevent, destroy, repel or mitigate insects or fungi. Plea of *non vult*; fine, \$25.

**"Sherwin-Williams Dry Powdered Arsenate of Lead."**—Misbranding of "Sherwin-Williams Dry Powdered Arsenate of Lead," shipped by the Sherwin-Williams Co., Newark, N. J., was charged for the reason that the label on the package bore the statement "One pound net weight," when as a matter of fact the net weight of each package was less than one pound. *Non vult*; fine, \$10.

**"French Bordeaux Mixture."**—A quantity of a certain fungicide designated "French Bordeaux Mixture," alleged to be shipped by Benjamin Hammond, Fishkill-on-Hudson, N. Y., doing business under the name and style of Hammond's Paint & Slug Shot Works, was charged to be adulterated and misbranded in that the label bore the statement: ". . . The preparation is the normal formula, with some 33 per cent. Copper Hydrate in the dried precipitate, . . ." while analysis of a specimen of the article showed it to contain only 18.84 per cent. of copper hydrate in the dried precipitate.

## Drugs and Chemicals at 1915 Exposition.

IN the Palace of Liberal Arts, at the Panama-Pacific International Exposition in San Francisco in 1915, will be found a remarkable exhibit of the equipment, processes and products of the chemical and pharmaceutical arts. In the official classification of exhibits this display constitutes Group 36, coming next to the sciences to which it is so closely allied, those of medicine and surgery, which make up the exhibit in Group 35. The chemical and pharmaceutical exhibit is divided into 22 classes, and from the most minute detail of laboratory equipment to demonstration of apparatus employed in treating waste matter from factories, by chemical or electrical methods, with a view to permitting their return to water courses or to the atmosphere, there will be presented a complete resumé of the progress made in the laboratories of the world, especially during the past 10 years.

An elaborate demonstration of the various biological products, such as bacterins, vaccines and tuberculin will comprise a class that will be of intense interest to a vast number of people. Equipment and processes used in the manufacture of vegetable essences; in the chemical treatment of animal substances and their products, soaps, candles, glycerin, etc., and the by-products of petroleum and coal-ter derivatives are to

occupy a prominent place. Apparatus and processes for the compression and liquefaction of gases, methods of drug adulteration and their detection, perfumes, cosmetics, essential oils and equipment and appliances will be displayed in detail.

The building in which the chemical and pharmaceutical exhibit will be housed is known as the Palace of Liberal Arts and is one of the eight main exhibition palaces of the exposition. It covers an area of 251,000 square feet. It was erected at a cost of \$344,180 and is a structure of great artistic beauty.

The Panama-Pacific International Exposition will be the largest and most wonderful enterprise of its kind. It will include among the buildings the vast Palace of Machinery, the largest frame structure ever built, covering 10 acres of ground; and the whole exposition represents an outlay of \$80,000,000, the greatest sum ever expended for such a purpose.

The Panama-Pacific International Exposition will enjoy the distinction of being the only maritime exposition ever held, fronting as the site does on the Bay of San Francisco and the Golden Gate, where the navies of the world will pass in review before the exposition grounds on the completion of their voyage through the canal. This is the event with which the exposition will open on Feb. 20, 1915, and for the greater part of a year will remain open to celebrate with all the world the building of the Panama Canal.

### Drug Trade Section Elects C. G. Euler.

C. G. Euler, of Antoine Chiris, was elected chairman of the Drug Trade Section of the New York Board of Trade and Transportation, at that organization's January meeting held at New York Drug and Chemical Club. Other officers elected are: Vice-chairman, Irving McKesson, of McKesson & Robbins; secretary, William F. McConnell, 203 Broadway; treasurer, William A. Hamann, of Roessler & Hasslacher Chemical Co. Dr. Henry C. Lovis, who retires as chairman after having served two consecutive terms in that office, was elected a director of the board as representative of the Drug Trade Section. The executive committee consists of Frank L. McCartney, of Sharp & Dohme; Charles A. Loring, Powers-Weightman-Rosengarten Co.; Frederick F. Watermeyer, Fritzsche Brothers; Paul H. Brickelmeyer, Henry Klein & Co., and Adolph Henning, of Lanman & Kemp. Various committee reports, mostly in the nature of recapitulations, were presented. Thomas F. Main, chairman of the legislative committee, reviewed the legislation of the past year.

### Dr. Ernst J. Lederle Succeeded by Dr. Goldwater.

Mayor Mitchel has appointed Dr. Sigis S. Goldwater to succeed Dr. Ernst J. Lederle as Commissioner of Health for New York City. Dr. Goldwater has been for some time superintendent of Mount Sinai Hospital. He was scheduled to take office February 1.

Dr. Goldwater graduated from the medical department of New York University. He entered Mount Sinai Hospital as an interne in 1903 and quickly worked his way to be superintendent. He is known as a good organizer. In 1913 he was vice-president of the New York Academy of Medicine.

### Mrs. Josephine B. Amend Dead.

Her mind disorganized from the strain of nursing her husband, the late Robert F. Amend, treasurer of Eimer & Amend, all through the illness which resulted in his death on Jan. 6, his widow, Mrs. Josephine B. Amend, recently threw herself from a window of her apartment on the 12th floor of the St. Urban, at Central Park West and 89th street. She was instantly killed.

### Daughter of William Jay Schieffelin Married.

Miss Margaret L. Schieffelin, daughter of Mr. and Mrs. William Jay Schieffelin, was recently married to Frederick Osborn, son of Mr. and Mrs. William Church Osborn, at the Madison Avenue Presbyterian Church. The ceremony was followed by a reception at the home of Mr. and Mrs. Schieffelin, No. 5 East 66th street.

### Ex-Riker-Hegeman Manager Buys Montclair Store.

John H. Hubley, until recently manager for Riker-Hegeman Co. at 42d street and Sixth avenue, has purchased the pharmacy of Robert Eastburn, 479 Bloomfield avenue, Montclair, N. J.

## FROM THE BUSINESS FIELD.

The Mashburn Drug Company, of Valdosta, Ga., gave their second annual 'Possum Supper to their customers in December. Quite a number of their guests who reached Valdosta in the early afternoon were given an automobile ride around the city. At 8:30 p.m. the guests were escorted to the New Valdes Hotel, where a sumptuous repast was spread, consisting of "possum and taters," birds, salads, etc. A. E. Dimmock, a Valdosta druggist, was toastmaster. Among those responding with toasts were Mayor Jno. T. Roberts, of Valdosta; Jno. Dickerson, of Jacksonville, who represents Eli Lilly & Co. in the State of Florida; C. L. Parks, representing H. K. Mulford & Co., Philadelphia, Pa.; Dr. E. P. Quillian, Clyattsville, Ga.; Dr. J. M. Hall, Douglass, Ga.; W. A. Bradley, representing the Cleveland Fruit Juice Co., Cleveland, Ohio; Senator W. L. Converse; Fred Bergstrom, of Bergstrom & Newberry; Dr. A. L. Johnston, and Russell Peeples, of Valdosta, Ga. Woods A. Caperton, sales manager for Eli Lilly & Co., Indianapolis, Ind., was a specially invited guest and he made the trip to Valdosta to attend this supper. He brought with him about 80 stereopticon views and two reels of moving picture films and immediately after the supper he gave those in attendance a "moving-picture trip" through the plant of Eli Lilly & Co. About 150 of the Mashburn Drug Co.'s customers were present and all expressed themselves as having had a most enjoyable time.

The National Co-operative Drug Company was organized recently at a meeting at the Planters Hotel in St. Louis, which was attended by about 65 St. Louis retail druggists. O. J. Cloughly, president of the St. Louis R.D.A., whose middle name is "work," presided. The company is to be a co-operative wholesale organization, and the retail druggists who are stockholders in it will buy their goods through the company on the plan of goods bought one week must be paid for the next. Monthly dividends will be paid to the members. The organization is patterned after the Cincinnati Drug Co., whose shares are said to earn 10 per cent. a month, and which has reached a \$500,000 business, it is said here. A like organization, the Chicago Wholesale Drug Co., is said here to have reached the \$1,000,000 mark in business. Philadelphia, Pittsburgh, Cleveland, Detroit and Washington have such wholesale organizations, the local druggists say, and now they are to have a company in St. Louis which will have branches in every city in the Union where there is no such organization. San Francisco druggists were reported to have \$25,000 waiting to invest in the St. Louis organization. One of the branches is to be in New York City. The leaders in the organization expect to have business moving within a few months. O. B. Thuma, of Cincinnati, is president. Subscriptions of stock amounting to \$75,000 were pledged at the Planters meeting.

The Lilly School for Salesmen held its 28th session at the home office of the company at Indianapolis holiday week. Morning and afternoon sessions were held with addresses by department heads and members of the scientific staff on practical subjects related to sales work. The many improvements and changes in manufacturing operations were explained by a trip through the laboratories. Papers on current topics pertaining to sales and detail work were also read and discussed. Dr. J. P. Buckley spoke on the use and technic of the dental preparations. Dr. John Uri Lloyd spoke briefly on Alcresta, the alkaloidal precipitant formerly known as Lloyd's Reagent. J. K. Lilly reviewed the history of the house of Lilly, appropriately illustrating his talk with lantern slides. On New Year's day the salesmen paid a visit to the Lilly biological farm at Greenfield to see the antitoxin and vaccine buildings, the purpose of which was explained by Dr. Rickards, assistant director. Various forms of entertainment included a theater party, smokers and a dinner at the University Club. The visiting salesmen entertained the home office department heads on one evening at the Indianapolis Chamber of Commerce, with a series of humorous sketches of topical interest.

Parke, Davis & Co., for their December posting class, brought to the home laboratories in Detroit a squad of 50 traveling representatives, from every section of the United

States and Canada. The "coaching" period was Dec. 8 to 19, inclusive. Four days were given to a study of the biological and research departments and their work, the remainder of the time being devoted to the general pharmaceutical line. Among the products receiving specific consideration were such leading specialties as the Phylacogens, Pituitrin, Coagulose and the improved Taka-Diastase. But the convention was not wholly given up to study and instruction. There was a theater party at one of the city's play-houses, an excursion to the company's biological farm at Rochester, where a dinner was served. Another dinner party was given at the Hotel Cadillac and included various department heads and others who delivered lectures before the "post-graduate" classes.

G. E. Dunbar, Lilly representative in New York City, led the firm's sales force for the year just ended in the sale of empty capsules, which entitles Mr. Dunbar to the distinction of being president of the Lilly Million Capsule Club for 1914. At a dinner at the University Club at Indianapolis, the first week in January, Mr. Dunbar was presented with a handsome gold watch-foh appropriately engraved as an insignia of his office. Membership in the Lilly Capsule Club is limited to those salesmen who sell over a million empty capsules a year to the retail trade, and a lapel watch chain and button is presented to each member. The club was started two years ago and its membership during that time has increased 80 per cent.

William C. Mason, a former watchman at the laboratories of Sharp & Dohme, manufacturing chemists, at Howard and Pratt streets, Baltimore, who pleaded guilty in the Criminal Court several weeks ago to stealing perfumery, hypodermic syringes, drugs and other articles to the value of perhaps \$100, has been sentenced to one year in the Maryland penitentiary. It is thought that Mason had confederates. Various arrests were made in Washington, Philadelphia and Baltimore at the time, but only in Washington was any considerable quantity of Sharp & Dohme's goods found. The Philadelphia raid disclosed thefts of considerable magnitude from other manufacturing drug houses.

The Wisconsin Pharmacal Co., at the 16th annual meeting held in Milwaukee recently, declared a dividend of 6 per cent. The report of E. G. Raeber, secretary and general manager, showed an exceptionally successful business during the past year. Officers were elected as follows: President, Christian Widule, Milwaukee; vice-president, Charles Pfeiffer, Plymouth; secretary, E. G. Raeber, Milwaukee; treasurer, Louis H. Kressin, Milwaukee. Directors, S. A. Eckstein, Milwaukee; Otto Hackendahl, Milwaukee; O. F. Menges, Madison; Charles Gieseler, Racine; A. W. Albers, Wausau. Stockholders of the company include druggists from all over Wisconsin. The plant and offices are located in Milwaukee.

The Eastern Drug Company's Employees' Mutual Benefit Association's 10th anniversary was observed Jan. 15 with a banquet at the American House, Boston, and nearly 100 members were seated at the tables. President W. R. Dolliver was toastmaster. The guests included William W. Cutler, secretary of the company; Councillor Daniel J. McDonald, Charles H. Perry and Fred S. Lovis, all of whom made brief after-dinner speeches. The following officers were elected: John Tomlinson, president; William E. Quinn, vice-president; Russell Spurr, secretary; John F. Miller, treasurer; P. A. O'Grady, James L. Dugan, G. M. Hutchinson, Herman Schatzl and Miss Verna McCarthy, executive committee.

The Mutual Pharmacal Co., of Syracuse, N. Y., at its annual meeting, Jan. 12, heard reports of prosperity during the year just closed and elected the following officers: President, William A. Curtin, M.D.; vice-president, George M. Price, M.D.; treasurer, Albert E. Larkin, Ph.B., M.D.; secretary, Thomas P. Farmer, M.D.; Executive Committee, Dr. Curtin, Dr. Price and Dr. Larkin. The Board of Directors consists of: William A. Curtin, M.D., Syracuse; William A. Groat, B.S., M.D., Syracuse; Albert E. Larkin, Ph.B., M.D., Syracuse; Thomas P. Farmer, M.D., Syracuse; George M. Price, M.D., Syracuse; Henry B. Doust, M.D., Syracuse; Henry J. Hunter, M.D., Iliou.

The United Pharmaceutical Co., a new corporation under the Massachusetts laws, has been formed by several officers of the United Drug Company. The capital is \$250,000. The plan of the company was outlined in President Liggett's report at the last annual convention of United Drug stock-

holders. Louis I. Stearns, a vice-president of the United, will be president of the new pharmaceutical company, for which a new building has been erected especially equipped for the manufacture of Kavalin pharmaceuticals. Other incorporators are Fred A. Rogers, James C. Brady, Byron M. Hyde, Louis K. Liggett and J. N. Stapp, Jr.

That St. Louis is becoming an exceedingly important drug center is indicated by the fact that in 1913 more than 40 concerns incorporated in that city, some of them being: The National Chemical & Mfg. Co., of Pennsylvania; R. L. B. Co., of Georgia; American Syrup and Preserving Co., of Kansas; The National Co., of Kansas City. Among new corporations formed during the St. Louis Match Co., \$500,000; National Tobacco Co., \$100,000; Eagle Brand, \$100,000; First Family Medicine Co., \$50,000; Dr. M. C. O'Connell, Medicine Co., \$100,000; St. Louis Pop. Co., \$100,000; Plastic Products Co., \$100,000; Kurusol Co., \$100,000; S. S. Co., \$100,000; Hammett Shoe Polish Co., \$50,000.

Parke, Davis & Co.'s Chicago branch sales representatives 51 in number, were in convention at the Sherman House Hotel, Baltimore, inclusive. Selling plans for the early months of 1914 were formulated. Lectures upon various phases of the company's elaborate research work—past, present and prospective—were listened to. Discussions of the newer scientific products, together with methods for their systematic detail among physicians, were entered into. Altogether it was one of the most profitable conventions, in all essential details ever conducted by this aggressive branch of Parke, Davis & Co.

Sharp & Dohme, manufacturing chemists at Howard and Pratt streets, Baltimore, have decided to build an addition to front about 75 feet on Pratt street and running back to Dover street, a distance of nearly 150 feet. The addition is to be of structural steel, with brick facing, and will conform in architectural appearance to the present buildings. The cost of the improvement is estimated at \$100,000. The new edifice will admit of a better arrangement of various departments and facilitate operations to a marked degree, also making possible an increase in the output of goods.

The Parker-Blake Co., of New Orleans, have purchased three pieces of property adjoining their big building at Fulton and Common streets, and the buildings thereon will be razed to make room for an addition of steel, concrete and brick to the present Parker-Blake structure. Arthur D. Parker is at the head of the company, and the house, which is one of the largest and most active in the city, has built up an enormous business. It is hinted that many thousands of dollars will be expended to make the plant the finest wholesale drug establishment in the entire South.

The Louis K. Liggett Co., of Boston and New England, announced on Jan. 1 over the signature of Mr. Liggett as president, a policy of free prescriptions for the worthy poor, as follows: "Our present to the people of Boston this year is: Free prescriptions to the worthy poor. Any reputable physician is authorized to send any worthy poor person to our stores for prescriptions, and we agree to fill them without cost. Nothing is required but a note from the physician, on his professional card, or on his prescription blank, that the patient is entitled to the assistance."

C. R. Kossat and Mrs. Henrietta Kossat, proprietors of the Kossat pharmacy in Milwaukee, have been made the defendants in a suit for \$100,000 brought in the Circuit Court by Albert B. Pregler, who claims that his wife died on May 24, 1913, as the result of her having become addicted to the use of laudanum and narcotics, alleged to have been sold to her by the Kossat pharmacy. Pregler claims that his wife became a slave to the drug habit after having purchased narcotics from the drug store.

The Louis K. Liggett Co. has taken a lease of a store in a new building at the corner of Brighton and Harvard avenues, Albany, Mass., and the new store will be one of the most attractive of the Liggett chain in the vicinity of Boston. The new Elizabeth store at Gratiot and Farnier streets, Detroit, is the 10th in the chain of Liggett stores in this country. It is under the management of James H. Cronin, and in some respects is the finest drug store in Detroit.

The Nyal Drug Co., New York and London Drug Co., a subsidiary of the firm of Frederick Stearns & Co., of Detroit, Mich., has been incorporated under the laws of Michigan

with a capitalization of \$2,500,000. Of the stock it is understood that \$1,675,000 is retained by the Stearns company, while the remainder will be offered for sale. According to the newspaper dispatch citing the incorporation of the company, capital stock amounting to \$1,750,000 has already been paid in.

The Eley-Robertson-Barlow Drug Co., wholesale druggists at Birmingham, Ala., has been purchased by the Collier Drug Co., which is a part of the Avery Drug Co. The newly purchased house will be run strictly as a wholesale business. It occupies a building newly built especially for it at 2205 Second avenue, four stories in height and covering a floor space of 25x140 feet. The Collier company is one of the old drug firms of Birmingham, having been in business for 27 years.

The Dravosburg Drug Co. has been formed at Dravosburg, Pa., a suburb of Pittsburgh, with a capital stock of \$5000. The incorporators are R. L. Patten, of McKeesport, Pa.; F. P. Sunday, J. W. Jones, G. W. Smith and E. A. Martin, all residents of Dravosburg. The company plans to operate the largest retail drug store in that place, which is the headquarters of a large boat-building business.

The A. Spiegel Co., operating three pharmacies in Milwaukee, has leased the building at 126-128 Grand avenue, now occupied by the Philip Gross Hardware Co., and after spending \$40,000 in remodeling the structure, will move its main store from the Plankinton block to the newly acquired building. The Plankinton block will be razed next Spring to make room for a new hotel, theater and office building.

A. F. Menges, prominent druggist of Madison, Wis., will erect a three-story building at Park street and University avenue, in order to give the Menges pharmacy on University avenue more room. The second and third floors will be divided into offices and apartments. It is expected the structure will be ready for occupancy next Fall.

The J. S. Merrell Drug Co. annual dinner for sales force and department heads was held Jan. 3 at the Hotel Jefferson, St. Louis, with George Merrell as toastmaster. The dinner was the concluding feature of a two days' session of the company's salesmen, and C. P. Walbridge, president of the Merrell company, made one of the principal talks of the evening.

A New Terminal Drug Store has been opened at the Michigan Central station at Detroit, Mich., as a concession of the Union News Co., of Chicago. There will be day and night service with a small room set aside as a "first aid room," and the traveler becoming ill suddenly will be assured of proper treatment.

M. Cora Dow, of Cincinnati, will open her 11th drug store in that city at the northeast corner of 6th and Main streets in the new Gwynne Vanderbilt building, April 1. Negotiations for a 10-year lease have just been concluded. The soda-fountain equipment will be the most expensive in Cincinnati.

The Apothecary Shop, the newest and most up-to-date drug store in Elizabeth City, N. C., was thrown open to the public for the first time in late December. Thousands of souvenirs were given away, and free ice cream was distributed.

Noyes Bros. & Cutler, of St. Paul, held their annual banquet for traveling men and heads of departments on Dec. 29, the affair being truly a "get together" festival. Winthrop G. Noyes presided, and 75 were present.

The Southern Drug Co. is a new manufacturer and distributor of drugs which has been organized at Jackson, Tenn., by T. F. Glass, Carl Williams, J. H. R. J. and F. W. Larwill.

The Gould Witch Hazel Company, of Boston, has been incorporated, with a capital of \$500,000, by Michael J. McLaughlin, Ernest J. Sanderson and William E. Ludden.

## RECENT FIRES.

- At Vienna, S. D., Sasse's drug store; destroyed.
- At Chaffee, Mo., Underwood & Martenson's drug store; total.
- At Seattle, Wash., Stewart & Holmes drug Co., drug warehouse purchased from Pacific Drug Co. about eight months ago; loss about \$37,000; insurance \$25,000.
- At Green Cove Springs, Fla., Consolidated Drug Co.; loss \$4000; partially insured.
- At Monticello, Mo., G. B. Knight drug store; J. B. Marchand drug store; loss almost total.
- At Snyder, Tex., Gravum Drug Co.; loss heavy.
- At Lake Village, Ark., R. N. Henry drug store; destroyed.
- At Thorsbury, Ala., A. K. Horn, druggist; loss heavy.

### Building a Demand for Pyorrhoides.

In introducing the Dentinol and Pyorrhoides method of treating pyorrhoea (Riggs' Disease), the Dentinol & Pyorrhoides Company of New York has sought the support of the dentists and physicians by methods which bear the most careful analysis of the purely "ethical" professional man, and yet have proved highly effective in familiarizing the professions with these products. Pyorrhoea until recently was considered a disease almost if not quite impossible, to overcome, but during the past seven years it has been demonstrated that it yields to the Dentinol and Pyorrhoides method. It is claimed by the manufacturers that Pyorrhoides so stimulates the blood circulation in the gum tissues that softness and bleeding are overcome; further it is asserted that Pyorrhoides removes the daily deposits that form tartar, and effectively checks the growth of bacteria, which are responsible for caries of the teeth.



The illustration reproduced herewith is from a booklet—"The Practical Method of Successfully Treating Pyorrhoea"—recently mailed by the Dentinol & Pyorrhoides Co. to all registered dentists in this country. Another interesting booklet just issued is "Oral Hygiene in Modern Therapy," which is filled with citations from medical authorities who trace a large proportion of diseases to oral sepsis, and emphasize the value of Pyorrhoides as a dependable prophylactic in febrile affections. This distribution of high-class literature to dentists and physicians is but a part of the publicity. The distinguishing feature is the Pyorrhoides Clinic, a permanent institution maintained at the New York headquarters of the company where dentists and physicians witness free of charge actual demonstrations of the efficacy of the Dentinol and Pyorrhoides Method, and receive instruction and assistance in the treatment and prevention of pyorrhoea and in general oral prophylaxis. A research department for bacteriological and other investigation, and a correspondence department for practitioners unable to visit the clinic in person are two important features of this work.

"Dollars for Druggists" is the title of a booklet recently mailed to dealers throughout the country. Aside from the information it gives relative to Pyorrhoides and its uses, it is also replete with sales suggestions. Druggists are requested to read the advertisement of the Dentinol & Pyorrhoides Co. in this issue, and send for a copy of "Dollars for Druggists" and the sales helps offered to make Pyorrhoides a business builder.

### Saving, Sanitation, Service.

"Puffer Sealed Fountain" is the scientific reply of a leading fountain manufacturer to the demands of State and civic authorities for absolutely sanitary conditions. The Puffer sealed fountain is built to meet hard usage, to do away with expensive plumbing bills, to banish dirt, dust and vermin. They are sealed at the factory by expert workmen, and are shipped all assembled without a single connection either for sewer or water to be made on the inside of the fountain. Every connection is brought to the outside, and yet every pipe or connection on the inside can be reached readily should occasion require. Plumbers invariably leave openings where dirt and insects may enter—the Puffer factory workmen seal up every connection. The result is real cleanliness, a reduction in plumber's bills, a big cut in the ice consumption, and a higher degree of efficiency in cooling due to the non-loss of the refrigeration agent by evaporation. The Puffer sealed fountain has no wood to decay or swell—marble, slate, metal and cork are the only materials used. Sealed fountains can be obtained in any size from 6 feet up, but where the fountain is over 12 feet it will be shipped in sealed sections, the entire foun-

tain being assembled at the factory and shipped *ready to use*. A new catalogue showing full-page pictures from photographs of the many styles of sealed fountains made by the Puffer company, together with complete details as to their tested economy, efficiency and profit-producing possibilities—as well as the terms upon which they are sold—will be sent to anyone mentioning the ERA.

### Obviates Poisoning by Bichloride of Mercury.

Brief mention was made in the January ERA of the new Antiseptic Leaves prepared by the Wm. S. Merrell Chemical Co., as a substitute for bichloride of mercury tablets. With the increasing number of deaths, due to careless handling and taking such tablets in mistake for harmless medicines, there has been launched a National movement toward establishing a legal shape and color for such bichloride tablets, their packing in special poison containers, etc. The Merrell company have solved the problem in a new manner by the invention of their Antiseptic Leaves, made in the shape of small blotters, which can be handled with safety, and which can never be mistaken for anything else. One full leaf yields 7.3 gr. of corrosive sublimate when immersed for two minutes in 16 ounces of water (a 1 : 1000 solution), and the leaves are scored in quarters for convenience, each quarter yielding 1.82 gr. when immersed in 4 ounces of water. The blotters are printed in red and bear a poison warning in letters an inch in depth. Another feature is that the accidental swallowing of a blotter, or even a small piece of it, is impossible, since the immediate action would be a rapidly enlarged tongue which would prevent the passage of the poison to the stomach. Medical authorities who have tested these new leaves agree that they offer a really safe method for dispensing bichloride of mercury.

### 26,791,000 Reasons Why Resinol Sells.

A \$300,000 sales campaign through 11 National magazines, 14 National weeklies, and advertisements three times a week in 506 daily newspapers, thus reaching 26,791,000 readers, is one of the cogent reasons advanced by the Resinol Chemical Co. to the druggists for the quick-selling powers of Resinol Ointment. This preparation is claimed to be the biggest-selling ointment advertised for skin troubles, and the advertisements have created a National demand of which the druggist takes advantage. In addition to the magazine and newspaper publicity the company is sending out a quarter million samples a year, in response to individual requests; has just mailed 300,000 booklets to druggists' lists; and advertises regularly in a score of drug and medical journals. A free Resinol moving picture slide with the druggist's name and address is another publicity feature. For further details as to sales plans, discounts, etc., see the company's advertisement elsewhere.

### Maplewood Mills Cotton Sold Direct.

In the interest of the retail druggist and the trade, and for the promotion of a still greater business in absorbent cotton, the Maplewood Mills of Fall River, Mass., have inaugurated a new sales policy—the entire production of these mills will now be sold direct to the dealer, thus eliminating the broker. Based on last year's business, this will mean a saving of more than \$19,000 to the retailers of the country, and while the Maplewood Mills will receive no more in cash for their output, they will be the gainers in saving of time, better credit arrangements, and fewer complaints, blunders and misunderstandings. Dealers who made a similar arrangement with the mills last year doubled their business in absorbent cotton and made a proportionately greater profit. Why not write the mills for prices, and then compare quality for quality and price for price with the goods you have been handling?

### Larger Net Profits from Ice Cream.

The Chocolate Cooler Co. is calling the attention of readers of the ERA to the cabinet system of keeping ice cream, claiming that the cabinet saves about two-thirds of the expense for ice, salt and labor, at the same time keeping the cream in better condition and with less waste. If you have never used their cabinet system a request to the Chocolate Cooler Co. will bring full information with details as to what others are saving by their use, as well as a catalogue and names of jobbers handling these cabinets. For the owners of cabinets who are looking for the most sanitary arrangement of ice-cream storage this company is putting out a line of porcelain jar ice-cream.

containers which will fit any style of cabinet, thus doing away with cans which are subject to rust and to wear, while porcelain can be kept spotlessly clean and absolutely sanitary at all times.

#### A Sideline That Pulls Trade.

Nearly everyone has a favorite magazine or periodical which he buys every week or every month—and some have half a dozen. In every town someone gets this business. A satisfied magazine buyer is always a customer for other lines, and, if he is satisfied with his treatment at a drug store magazine stand, will naturally turn to the cigar, confectionery, sundry or drug departments when in need of such articles. Magazines occupy but little space, require but small investment and can be handled with little expense or risk—yet they offer an excellent profit and they do draw trade to the store. Full particulars and information on how to open and run a periodical and magazine department will be sent at once by the American News Co. Use the coupon in their advertisement in this issue or mention the ERA.

#### Dustproof Seidlitz Powders.

The Dusal Chemical Co., Inc., is calling the attention of druggists to a line of U.S.P. Dust-Proof Seidlitz Powders which are packed in 12s, 10s, 8s, 1s and in bulk in a handsome four-color carton. Every powder is sealed in a dust- and moisture-proof wrapper, and the weight is on every wrapper and the number of powders on every package, thus conforming to every State weight and measure law. The Dusal company also manufactures a full line of effervescent salts, lithia, soda mint, soda mint and pepsin, soda mint and charcoal, buyer's label goods and private formulas. A postal card mentioning the company's advertisement in the ERA, and mentioning the quantities usually purchased, will bring interesting quotations to any druggist.

#### New Display Stand for Druggists.

A new idea in counter display has been originated by the B. F. Goodrich Co. for the development of sales in rubber sundries, water bottles, fountain syringes, etc. The device is a patented rack, 27½ inches high and 15 inches wide, finished in colors, and it holds boxes of various shapes and sizes, thus permitting frequent and easy changes. This form of display has the added advantage that the article on display with its box may be lifted out instantly to enable the customer to make a still closer examination. Many druggists have already availed themselves of the offer of the Goodrich company to send one of these new racks with each dozen of its red or chocolate No. 2 seamless molded water bottles, the "Yankee," "Won-peace" or "B.F.G."

#### Higher-Potency Taka-Diastase.

Parke, Davis & Co. announce that after years of experimentation they have doubled the strength of Taka-Diastase, the diastasic ferment the firm first marketed in 1895. During the 19 years which have elapsed the product has become recognized by the medical profession as an efficient agent in the treatment of amylicaceous dyspepsia, and the originators have constantly sought to improve the product. Once before its value was enhanced 50 per cent., and now by improvements in the methods of manufacture Parke, Davis & Co. have again increased its liquefying powers to such an extent that the improved Taka-Diastase "will liquefy 300 times its weight of starch in 10 minutes under proper conditions." Despite this improved efficiency the price has not been advanced.

#### Big Profits in Own-Name Specialties.

Through an advertisement in the ERA of D. C. Leo & Co., Des Moines, Iowa, a Virginia firm was led to give a sample order for a gross of cold tablets under their own label at a cost of \$9. From this sample order business so increased that from Jan., 1909, to July, 1913, a total of 1400 boxes of this preparation was sold with resulting profits of nearly \$3000 upon a total investment in goods of less than \$60. And this was only one Leo item. To the druggist who is interested in building up the most profitable type of business by featuring "own name" goods there is food for reflection in the D. C. Leo advertisement in this issue and that company will gladly send details to any reader of the ERA who mentions this journal.

#### Calendars Customers Consult.

Publicity which pleases customers, keeps the druggist's name before them at all times, with mutual benefits to both donor and recipient, is publicity that pays. In this class of publicity hundreds of druggists place the educational and weather-chart calendars issued by the Grand Rapids Stationery Co., of Grand Rapids, Mich., and the demand for these helps to business is increasing every year. A cut of a sample page of one of these calendars appears in the advertisement of this company elsewhere in this issue, and full details as to the cost, etc., will be given gladly by the company to anyone mentioning the ERA.

#### Wall Paper for 1914.

The new styles of wall paper for this season are very attractive and the manufacturers are introducing some specialties which add very much to the finish of rooms. The "Wall-Cut" Frieze is one of these that should be represented in every wall-paper line. They are refined in coloring and design, and recognized as highest quality of embossed cut-out decoration. These goods are manufactured by the Wallcut Bros. Co., 141-155 East 25th street, New York, who will be pleased to send samples and prices to any dealer who is interested if he will mention the ERA.

#### An Addition to the Sozo Family.

Hall & Ruckel, Inc., established since 1846, has purchased from the Tokalon Company, Inc., the oxygen deodorant known as "Sozo." The transaction included the trade-mark "Sozo" applying to all toilet preparations, and "Sozo" will now join the extensively known Sozo Shaving Cream, Talcum, Poudre de Riz, and the other Sozo preparations manufactured by Hall & Ruckel, together with their time-honored Sozodont dental specialties. This Sozo line is artistically packaged, and the quality of the goods themselves is in keeping with the Hall & Ruckel standards.

#### New-Skin Offer Expires This Month.

The "Free Goods Offer" on New-Skin, which was extended to Feb. 28, will positively be withdrawn on that date, but there is still time for druggists who have not taken advantage of the offer to secure the \$1 worth of free goods with the special \$4 assortment ordered through their jobber, as prescribed in the conditions. New-Skin is a ready seller and a "repeater," and this opportunity is worth investigating.

#### Barr Heads Westchester County Ph.A.

At the annual meeting of the Westchester County Pharmaceutical Association, held at the Sanford Inn, Yonkers, Jan. 14, John H. Barr, of Irvinton, was elected president, and J. B. Sackett, of Tarrytown, was re-elected secretary. Twenty-five members were present.

#### 100 Rats a Month

is a record for one trap in one establishment, but that is the number caught in a livery stable in Scranton, Pa., in one of the traps invented by H. D. Swarts, of that city.

#### AMONG THE ASSOCIATIONS.

The Philadelphia Association of Retail Druggists at their annual meeting Jan. 2 decided to inaugurate an advertising campaign, the work to be done through a special committee. The following officers were elected: President, A. G. Keller; 1st vice-president, William Carpenter; 2d vice-president, A. J. Frankberger; 3d vice-president, M. L. Lewis; secretary, J. H. Barlow; treasurer, George Fehr. R. W. White was chosen chairman of the executive committee of 14 members.

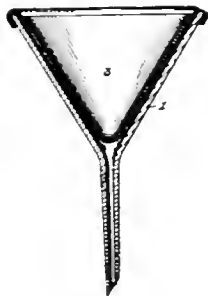
The January meeting of the Pittsburgh Branch, A.Ph.A., was held at the Pittsburgh College of Pharmacy, with the following programme: "Wild Flowers of Nearby Counties," by Attorney George B. Parker (illustrated with hand-colored slides); election of officers; report on proposed changes in the U.S.P., by Dr. Louis Saalbach.

More than 200 children of members of the Women's Club of the Allied Drug Trades of Chicago danced at a special party in their honor at the Hotel Sherman Jan. 2. The hostesses were Mesdames C. E. Douglas, Gustav Frank, H. C. McCracken, John Sutcliff, Fred Korte, George Lenx, F. C. Starr, A. E. Zuber and Miss Lillian Ryan.

# PATENTS AND TRADE MARKS

**FILTERING APPARATUS FOR LABORATORIES.**

**P**ERCY A. BOECK, assignor to the Norton Company, Worcester, Mass., is the inventor of the filtering apparatus shown in the accompanying illustration (Patent No. 1,081,574). The device comprises a funnel, an elastic band covering the rim and extending into the funnel, and a porous



1,081,574

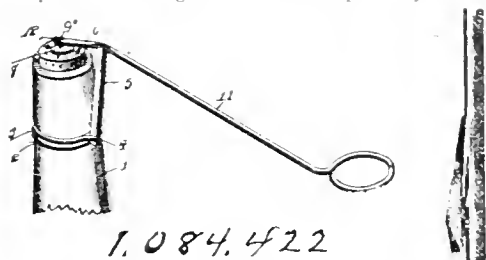
cone conforming in shape to the interior of the funnel located within the same and wholly below the top thereof, and supported by the said elastic band.

**Dropping Bottle.**

This device, designed by a German inventor, Ludwig Kaufmann, assignor to Warmbrunn, Quilitz & Co., Apparate Bauanstalt, Berlin, Germany (Patent No. 1,082,531), consists of a dropping bottle provided with a discharge pipe and with a bent air pipe extending deep into the interior of the bottle, the air pipe being bent toward the wall opposite to the mouth of the discharge pipe and then in the opposite direction and terminating adjacent to the bottom of the bottle, and adapted to act as a siphon. As may be noted in the drawing, the inner end of the discharge pipe is bent in the form of a U and has a chamber formed in its inner leg to retain the liquid to form a seal. The air pipe is provided at a point above its inner end with a hole, said hole being too small to prevent the siphon action, but of sufficient area to allow the entering air to pass into the bottle without passing through the liquid.

**Cork Extractor.**

This novelty is the combination of a bottle having its neck formed with an annular depression, and a cork for the bottle having its outer face provided with an eye, of wire ring arranged within the depression of the bottle neck and having an outturned lip, a rod having one of its ends pivotally secured



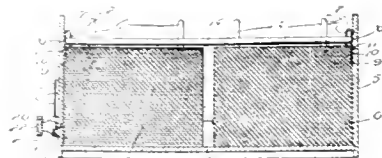
1,084,422

to the lip of the ring to permit of the swinging of the rod upon the bottle neck, said rod having its free end formed with a V-shaped depression. The extractor member is adapted to be fulcrumed within the depression of the rod, while one of its ends is provided with a lip which is to be inserted within the eye provided upon the cork. The inventor is Joseph Gebhart, Zion City, Ill. (Patent No. 1,084,422).

**Prescription File.**

This prescription file, the invention of William F. Beard, assignor to M. J. Bowdish, C. A. White and J. S. Whittington,

Wichita, Kan. (Patent No. 1,084,527), presents some novel features. The specifications cover the combination with a drawer, a plurality of catches arranged in alinement longitudinally of the drawer, each of the catches being wholly within the plane of the drawer and having a downturned flange



1,084,527

terminally formed, with a downwardly opening notch, a rod designed to engage said notches and freely movable downwardly and vertically of the drawer, the rod being held within the notches solely by the upward pressure of the articles in the drawer.

**PATENTS.**

Granted December 16, 1913.

- 1,081,527—Lemuel S. Penn, Dayton, Ohio. Cosmetic.
- 1,081,564—Jacob Pfeiffer, Akron, Ohio, assignor to Miller Rubber Company. Nipple for nursing bottles.
- 1,081,491—Clarence Frederic Davy and Thomas Richardson, Fitzroy, New Zealand. Non-refillable bottle.
- 1,081,508—Albert K. Keller, Philadelphia, Pa., assignor to American Cork and Seal Company. Bottle-seal-assembling machine.
- 1,081,509—Friedrich Kuhles, Maywood, N. J. Non-refillable bottle.
- 1,081,555—Jared H. Plaisted, Melrose, Mass. Non-refillable bottle.
- 1,081,555—Henry M. Russell, Jr., Wheeling, W. Va. Closure for collapsible tubes and the like.
- 1,081,556—Fred E. Sanders, Chelsea, Mass. Bottle closure.
- 1,081,573—Percy Albert Boeck, Worcester, Mass. Porous article.
- 1,081,574—Percy Albert Boeck, Worcester, Mass. Filtering apparatus for laboratory use.
- 1,081,592, 1,081,897—Paul Ehrlich and Alfred Bertheim, Frankfurt-on-the-Main, Germany, assignors to Farbwerke vorm. Meister Lucius & Bruning, Höchst-on-the-Main, Germany. Medicinal preparation.
- 1,081,617—William John Knox, New York, N. Y., assignor to Knox Terpezone Company of America. Gaseous ozonids and their production.
- 1,081,777—Oscar B. Schellberg, New York, N. Y. Cork retainer.
- 1,081,785—Willard G. Steadman, Jr., Southington, Conn. Tooth-powder container.
- 1,081,856—William N. Moore, Pollard, Ala. Liquid sealed jar.
- 1,081,883—Warren E. Bailey, Smith River, Cal. Non-refillable bottle.
- 1,081,896—Harlan E. Eckler, Elyria, Ohio. Cuticle clipper.
- 1,081,897—Paul Ehrlich and Alfred Bertheim, Frankfurt-on-the-Main. Assignors to Farbwerke vorm. Meister Lucius & Bruning, Höchst-on-the-Main, Germany. Medicinal preparation.
- 1,081,906—Lules F. Hancock and Carroll E. Fisk, San Francisco, Cal. Label-moistening machine.
- 1,081,931—Anders Anderson Rosengren, Malmo, Sweden. Machine for sealing bottles.
- 1,081,939—Paul Scholz, Bergen, Norway. Opening device for cans, boxes or the like.

Granted December 23, 1913.

- 1,081,959—Nathan Grunstein, assignor to Chemische Fabrik Griesheim-Elektron, Frankfurt-on-the-Main, Germany. Manufacture of acetic acid.
- 1,082,020—John W. Freeman, Aleene, Ark., assignor of one-half to Squire C. Hodges, Arden, Ark. Non-refillable bottle.
- 1,082,041—Nathaniel Emmons Paine, West Newton, Mass. Tooth brush.
- 1,082,081—Francis E. Hufnail, Minneapolis, Minn. Process of making a medicinal composition.
- 1,082,116—William C. Arsem, Schenectady, N. Y., assignor to General Electric Company, a corporation of New York. Vulcanized glycerol resin.
- 1,082,125—John J. Kime, Lagrange, Ind. Insert-valve for bottle necks.
- 1,082,150—George J. Kelley, Attleboro, Mass. Atomizer.
- 1,082,189—Amos Calleson, assignor to Benjamin Adriance, Brooklyn, N. Y. Feed mechanism for bottle sealing.
- 1,082,301—Thomas Lynton Briggs and Henry F. Merriam, assignors to General Chemical Company, New York, N. Y. Apparatus for the manufacture of fuming sulphuric acid or oleum.
- 1,082,304—Henry J. Cary-Curr, assignor to E. H. Sargent & Co., Chicago, Ill. Extraction apparatus.
- 1,082,407—Guy P. Combs and Patrick J. Burke, Rochester, N. Y. Non-refillable bottle.

1,082,424—Alfred Hoffman, Brooklyn, N. Y., assignor, by direct and mesne assignments, to Alco Deo Company. Chemical process.  
1,082,482—Charles K. Teter and David A. Davies, assignor to The Teter Manufacturing Company, Cleveland, Ohio. Apparatus for heating nitrous-oxide administering appliances.

Granted December 30, 1913.

1,082,502—James J. Clifford, Green Island, N. Y. Demijohn washer.  
1,082,509—Emil Fischer, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. High molecular fatty acid containing arsenic.  
1,082,510—Emil Fischer, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Pharmaceutical compound.  
1,082,528—Matthew Albert Hunter, Troy, N. Y. Low-freezing liquid.  
1,082,529—James Simpson Island, Toronto, Ontario, Canada. Apparatus for forming oxides of nitrogen.  
1,082,530—Felix Kaufner, Bruckl, Austria-Hungary, and August Klages, Salbke, Germany. Apparatus for manufacturing mercury bichloride.  
1,082,531—Ludwig Kaufmann, assignor to Warmbrunn, Quilitz & Co., Berlin, Germany. Dropping bottle.  
1,082,555—Arthur Lee Ridley, Searsport, Me. Cork extractor.  
1,082,573—William Stone, assignor to E. I. du Pont de Nemours Powder Company, Wilmington, Del. Dissolved carbohydrate esters and process of making the same.  
1,082,574—Max Weiler, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Manufacture and production of oxycarboxydiarylcarbinols.  
1,082,602—Ernst Twitchell, Wyoming, Ohio. Process of manufacturing fatty acids and glycerin.  
1,082,681—William Edward Danner, Perth, Ontario, Canada. Tooth powder.  
1,082,777—John Henry Stringham, assignor to American Combustion Company, Jersey City, N. J. Nebulizer of liquids.  
1,082,780—Albrecht Thiele, assignor to Chemische Fabrik auf Actien (vorm. F. Schering), Berlin, Germany. Pharmaceutical compounds.  
1,082,808—Norman Hubbard, Elizabeth, N. J. Bottle holder.  
1,083,107—David B. Landers, Hollywood, Cal. Funnel.  
1,083,110—William H. Mannon, Ouray, Ohio. Non-refillable bottle.  
1,083,183—Theophil Bednarowicz, South Bend, Ind. Bottle filler.  
1,083,184—Walter E. Blackstock, Astoria, Ore. Non-refillable bottle.  
1,083,232—Roger William Wallace and Eugene Wassmer, London, England. Process for the production of ammonia.

Granted January 6, 1914.

1,083,327—Edwin S. Hopson, Russellville, Ky. Container stopper.  
1,083,355—Thomas A. Edison, Llewellyn Park, West Orange, N. J. Art of forming chemical compounds.  
1,083,389—James R. Dunn, Baltimore, Md. Bottle closure.  
1,083,518—Wilhelm Bauer and Alfred Herre and Rudolf Mayer, assignors to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Halogenated 2,3-Naphthatisins.  
1,083,529—Carl Fellerer, Freising, Germany. Atomizer.  
1,083,501—John C. Kising, Stockton, Cal., assignor of one-fourth to Arthur R. Kirkland, Stockton, Cal., and one-fourth to John L. Martin, Los Angeles, Cal. Toilet disinfectant.  
1,083,585—Carl Bosch and Alwin Mittasch, assignors to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Catalytic production of ammonia.  
1,083,589—John E. Buchner, Coventry, R. I. Process of producing formates and the like.  
1,083,698—Nils Nilson, Worcester, Mass. Non-refillable bottle.  
1,083,703—Fritz Rothe, Dessau, Anhalt, Germany. Method of producing ammonia and compounds of ammonia.  
1,083,768—William F. Stone, Woodbury, N. J., assignor to Star Seal Company. Bottle-sealing machine.  
1,083,802—John H. Castona, assignor to Castona Improved Process Co., Gulfport, Miss. Turpentine and resin extractor.  
1,083,849—Raymond Moloney, New York, N. Y. Stopper cap.  
1,083,873—Frederick William Burch, Pueblo, Col. Water bag.  
1,083,888—Albert Pietzsch and Gustav Adolph, Hoellriegelskreuth, near Munich, Germany. Process of producing hydrogen peroxide.

Granted January 13, 1914.

1,083,934—Eduard Kobner and Paul Fritzscheing, assignors to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Hemoglobinometer.  
1,083,953—Maurice Switzer, New York, N. Y., and Joseph D. Lacroix, Baltimore, Md., assignors, by direct and mesne assignments, of one-half to The Wilson Distilling Company, New York, N. Y., and one-half to Herman Ellis, New York. Non-refillable bottle.  
1,084,243—Willis G. Young, assignor to Western Engineering Co., Chicago, Ill. Bottle holder.  
1,084,422—Joseph Gebhart, Zion City, Ill. Cork extractor.  
1,084,427—George A. Hanks, Yonkers, N. Y. Nursing bottle holder.  
1,084,436—Henry Howard, Boston, Mass. Process of making solid sodium bisulphite.  
1,084,457—Charles F. Madden, Beachmont, Mass. Bottle holder.  
1,084,510—Philip Edward Warren, New York, N. Y. Non-refillable bottle.  
1,084,527—William F. Beaird, assignor to M. J. Bowdish, C. A. White, and J. S. Whittington, Wichita, Kan. Prescription file.  
1,084,537—Walter I. Clark, Fort Scott, Kan. Tooth paste container.  
1,084,531—Fritz Klatte, assignor to Chemische Fabrik Griesheim-Elektron, Frankfurt-on-the-Main, Germany. Manufacture of esters and ethers of ethyldiene glycol and of vinyl alcohol.

TRADE-MARKS.

Published December 16, 1913.

33,435—L. H. et E. Darrasse et Cie, Paris, France. A pharmaceutical preparation for wasting diseases.

45,284—C. C. Cannon, Johnsonville, S. C. Liniment.  
72,246—Doster-Northington Drug Co., Birmingham, Ala. Toilet powder, etc.  
72,788—The Oro Chemical Company, Joplin, Mo. Diarrhoea medicine.  
72,942—Geo. S. Myers & Sons, Honesdale, Pa. A preparation for the external treatment of pneumonia.  
73,349—Vereinigte Chemische Werke Aktiengesellschaft, Charlottenburg, Germany. Cholin preparation.  
73,383—Mary E. Leive, Fort Wayne, Ind. Dandruff remedy.  
73,457—Miguel Sobrino, Tampa, Fla. An antiseptic.  
73,464—Bertalan Barna, New York, N. Y. Menthol salt spirit.  
73,556—Henry A. Mullins, New York, N. Y. A preparation for the treatment of chronic constipation.  
73,635—Camden Woolfer, St. Louis, Mo. Corn and bunion remedy.  
73,838—H. K. Mulford Company, Philadelphia, Pa. Vaccines.  
73,848—Steinicke & Apicella, Long Island City, N. Y. Alkaline antiseptic.  
73,851—King & Oliphant, Macon, Ga. Mouth wash and for the treatment of Rigg's disease.  
73,865—Berlin Chemical Laboratories, Inc., New York, N. Y. Tonic for nervousness, etc.  
73,787—J. Frank Alcoe, Flint, Mich. Kidney disease remedy.  
73,888—Richard Hudnut, New York, N. Y. Perfume, face cream, etc.  
74,155—Albert J. Detwiler, Chester, Pa. A salve.

Published December 23, 1913.

62,618—Howard Bros. Chemical Co., Buffalo, N. Y. Eye salve and eye water.  
63,763—E. Wertheimer et Cie, Paris, France. Perfumery and face tints.  
69,298—Henry A. Moore, Cambridge, Mass. Hair tonic and skin creams.  
69,985—Andrew J. Czarniecki, McAdoo, Pa. Appendicitis remedy.  
70,318—Hamlins Wizard Oil Company, Chicago, Ill. Medicinal oil for rheumatism.  
70,756—Druggists' Co-operative Association, Inc., Jersey City, N. J. Charcoal lozenges and other specialties.  
72,059—Duerr-Schaefer Pharmaceutical Co., Benton Harbor, Mich. A medicinal saline compound.  
72,395—Charles Fisher, Chicago, Ill. Rheumatism remedy.  
72,665—Maurice Monin, Paris, France. Toilet powders.  
72,720—The De Villbiss Manufacturing Company, Toledo, Ohio. Atomizers and nebulizers.  
73,154—David M. Smoot, Laneville, W. Va. Liniment.  
73,250—Sallie Booker, North Birmingham, Ala. Straightening oil.  
73,296—Fed-Ami Co., Inc., New York, N. Y. Powder or tablet for the feet.  
73,425—David Slavitsky, Fall River, Mass. A remedy for colds and catarrh.  
73,557—Martha Elizabeth Robins, Richmond, Va. Liver pills.  
73,634—Camden Woolfer, St. Louis, Mo. Corn and bunion plaster.  
73,649—The American Ointment Co., New Brighton, Pa. Medicated ointment.  
73,751—Chamberlin Laboratories, Inc., Chicago, Ill. A medicine for syphilis and similar diseases.  
73,799, 73,800, 73,801—United Drug Company, Boston, Mass. Rubber goods, etc.

Published December 30, 1913.

27,839—Edwin Walker, Erie, Pa. Cork pullers, cork screws, etc.  
38,242—Eberhart Pharmacal Co., Dickson, Tenn. Chill and fever remedy, etc.  
66,681—Baker Chemical Co., Detroit, Mich. Rheumatic remedy.  
70,093—The W. F. Gray Company, Madison and Nashville, Tenn. A medical ointment.  
72,915—William I. Deegan, Chicago, Ill. Hair preparation.  
73,339—John J. Fulton Company, Pierre, S. D. Medicinal preparation for diabetes and diseases of the kidneys.  
73,423—Julia Pavelkovitz, Chico, Cal. Hair restorer.  
73,437—Horace A. Bennett, Newton and Boston, Mass. Rheumatic and lumbago remedy.  
73,548—Harry S. Goldstein, Philadelphia, Pa. Dental cream.  
73,796—Harris Newell Reynolds, New York, N. Y. A germicide for the digestive tracts.  
73,830—Dr. Burke's Catarrh Remedy Co., Kansas City, Mo. Catarrh remedy.

Published January 6, 1914.

66,164—Eva Bayer, Baltimore county, Md. Salves.  
67,000—National Pharmacy Co., Oakland, Cal. A face cream.  
70,329—David Westheimer, New York, N. Y. Medical tonics.  
70,918—Girard E. Thompson, Chatham, Va. Liver pills.  
72,335—Fulton Bag & Cotton Mills, Atlanta, Ga. A deodorant.  
73,096—Backes & Ferguson, Stockton, Cal. Foot salves and powders.  
73,161—George Harry Waltz, Baltimore, Md. Dyspepsia and heartburn.  
73,525—Max Wolodarsky, New York, N. Y. Toilet cream and lotion.  
73,704—Frederick A. Woodmansee, Galesburg, Ill. Remedy for horses and cattle.  
73,907—W. J. Gilmore Drug Company, Pittsburgh, Pa. Medicine for blood disease, etc.  
73,948—Jacobs' Pharmacy Company, Atlanta, Ga. Corn remedy.  
74,018—John Wicliffe Peck, London, England. A mixture for use in the manufacture of surgical splints and medical appliances.  
74,168—James S. Kirk & Company, Chicago, Ill. Cologne.  
74,252—Fishman & McGowan, Sidney, Neb. Eczema ointment.  
74,304—Edward W. Cox, Cleveland, Ohio. Cathartics.  
74,340, 74,341, 74,343, 74,344, 74,345 and 74,346—Tokalon, Inc., New York, N. Y. Perfumery.

Published January 13, 1914.

71,366—Providol Gesellschaft mit Beschränkter Haftung, Berlin, Germany. Medicinal and toilet soap.



# THE DRUG MARKETS

## BUSINESS OUTLOOK BRIGHTENING.

**Marked Advances in Morphine and Codeine and Further Declines in Oils of Lemon and Orange.**

See pages 26 to 40 for Prices Current.

### CHANGES SINCE LAST REPORT.

A—Acid, Boracic, Powdered.....	lb.	.12	—	.18
A—Acid, Molybdic, C.P.....	lb.	—	—	4.25
1-oz. vials.....	oz.	—	—	.35
A—Ammonium Molybdate .....	oz.	.20	—	.24
D—Angelica Seed .....	lb.	.40	—	.45
A—Atropine, 1/8-oz. vials.....	oz.	7.00	—	7.50
A—Atropine Sulphate, 1/8-oz. vials.....	oz.	6.00	—	6.25
A—Balsam Tolu .....	lb.	.85	—	.90
A—Cantharides, Russian, Sifted.....	lb.	1.85	—	1.90
Powdered .....	lb.	1.95	—	2.10
D—Cardamom Seed, Decorticated.....	lb.	1.40	—	1.50
D—Chamomile, Roman or Belgian.....	lb.	.25	—	.30
D—Cocaine, Alkaloid, 1/8-oz. vials.....	oz.	3.95	—	4.15
Hydrochloride, cryst. ....	oz.	3.20	—	3.35
1/8-oz. vials.....	oz.	3.25	—	3.40
A—Codeine .....	oz.	7.00	—	7.60
A—Codeine Phosphate .....	oz.	6.50	—	7.10
A—Codeine Sulphate .....	oz.	6.75	—	7.35
D—Digitalin, 1/8-oz. vials.....	oz.	8.50	—	9.00
D—Elatium .....	oz.	.60	—	.85
D—Ergot .....	lb.	.80	—	1.10
Powdered .....	lb.	.90	—	1.40
D—Ipecac Root, Carthagena.....	lb.	1.85	—	2.00
Powdered .....	lb.	2.05	—	2.20
A—Kino .....	lb.	.50	—	.55
Powdered .....	lb.	.60	—	.65
D—Manganese Bromide.....	oz.	.23	—	.26
Chloride, Crystal.....	lb.	.30	—	.55
Hypophosphite .....	lb.	—	—	1.50
D—Mercury Bisulphate .....	lb.	.60	—	.65
A—Mercury Chloride, Mild (Calomel).....	lb.	1.04	—	1.25
D—Mercury Iodide (Green Proto).....	lb.	3.35	—	3.50
A—Morphine Acetate, 1/8-oz. vials.....	oz.	5.70	—	6.00
Alkaloid, 1/8-oz. vials.....	oz.	7.00	—	7.25
Hydrobromide, 1/8-oz. vials.....	oz.	6.25	—	6.75
Hydrochloride, 1/8-oz. vials.....	oz.	5.70	—	6.00
Sulphate, 1-oz. vials.....	oz.	5.45	—	5.75
1/8-oz. vials.....	oz.	5.70	—	6.00
Valerate, 1/8-oz. vials.....	oz.	7.10	—	7.35
D—Oil Lemon.....	lb.	3.35	—	3.55
D—Oil Olive, Malaga.....	gal.	1.20	—	1.40
D—Oil Orange, Sweet.....	lb.	3.70	—	3.80
D—Potassium Carbonate, C.P.....	lb.	.30	—	.40
A—Saffron, American (Safflower).....	lb.	.60	—	.70
D—Saffron, Spanish, True, Valencia.....	lb.	12.00	—	13.00
A—Sugar Milk, 1-lb. cartons.....	lb.	.23	—	.27
A—Thymol .....	lb.	2.55	—	2.60
D—Vanillin .....	oz.	.40	—	.45
A—Wax, Bees, White.....	lb.	.37	—	.60
A—Zinc Chloride, Fused.....	lb.	.30	—	.40
Iodide .....	oz.	.40	—	.44
Phosphide .....	oz.	.15	—	.22

NOTE—A, advanced; D, declined; C, correction; N, new.

**N**EW YORK, Jan. 24—Quiet conditions have prevailed during most of the time that has elapsed since our last report, but interviews with leading jobbers indicate greater activity and that the drug trade in common with other business enterprises is beginning to feel renewed confidence in the outlook for future commercial prosperity. During the past week mail and telegraphic orders were received from out of town in a larger volume, and some increase was noted in the demand from local buyers, this activity showing that buyers and consumers have begun to replenish depleted stocks in anticipation of increased business. Opium still continues to find a limited outlet, but prices remained unchanged at last month's quotations. Quinine is firm, while morphine has been

advanced, following the general upward trend noted last month. Orris root still continues firm in sympathy with conditions abroad, no quotable change in prices being reported. Spanish saffron is easier, while American has been advanced. Both oil of lemon and oil sweet orange are lower in consequence of developing weakness in Messina. Cocaine is lower, and codeine and its salts have been advanced. Russian cantharides are higher, while ergot prices have declined on increased offerings. Alcohol is in increased demand and firm at present quotations.

**OPIMUM**—Has been extremely quiet, but prices are unchanged at last month's quotations, \$6.25@ \$6.50 being asked for natural, and \$8@ \$8.20 for both granulated and U.S.P. powdered.

**MORPHINE**—Another advance is noted in price of this alkaloid, as also its salts, the schedule of quotations being as follows: Alkaloid, 1/8-oz. vials, per ounce, \$7.60@ \$7.25; acetate, 1/8-oz. vials, per ounce, \$5.70@ \$6; hydrobromide, 1/8-oz. vials, per ounce, \$6.25@ \$6.75; hydrochloride, 1/8-oz. vials, per ounce, \$5.70@ \$6; sulphate, 1/8-oz. vials, per ounce, \$5.70@ \$6; per ounce, \$5.45@ \$5.75; valerate, 1/8-oz. vials, per ounce, \$7.10@ \$7.35. This advance reflects the relatively high import duty now assessed on this alkaloid as a derivative of opium.

**CODEINE**—For the same reason this alkaloid of opium is also firmly maintained by manufacturers, and prices have been advanced to \$7@ \$7.30 per ounce for codeine, \$6.50@ \$7.10 for phosphate, and \$6.75@ \$7.35 per ounce for sulphate.

**COCAINE**—Has been considerably reduced in consequence of lessened demand, jobbers quoting \$3.95@ \$4.15 for alkaloid in 1/8-oz. vials, and \$3.20@ \$3.35 per ounce for hydrochloride; in 1/8-oz. vials, \$3.25@ \$3.40.

**QUININE**—Is meeting with a moderate demand and the market is firm at 26c. per ounce in 100-ounce tins. A development which will undoubtedly make for higher prices was the 10 per cent. advance paid on the 10,863 packages or 959,408 kilos of cinchona bark, which were auctioned at Amsterdam on Jan. 22.

**MENTHOL**—Quotations are unchanged, but the market is firm in consequence of an active inquiry and reports of diminishing supplies. Several large sales have been recently reported in this market.

**ERGOT**—Prices have declined on increased offerings, and reports that the new crop is exceeding expectations abroad. The quotations range from 80c.@ \$1.10 per pound for whole, and 90c.@ \$1.40 per pound for powdered.

**IPECAC ROOT**—Is easier and in better supply, Carthagena fetching \$1.85@ \$2 per pound for whole, and \$2.05@ \$2.20 for powdered.

**KINO**—Is meeting with a fair inquiry and prices have been advanced to 50c.@ 55c. per pound for whole, and 60c.@ 65c. for powdered.

**MANGANESE BROMIDE**—A revision of quotations shows lower prices for this salt, 23c.@ 20c. per ounce being asked. Manganese chloride, crystallized, is quoted at 30c.@ 55c. per pound, and hypophosphite at \$1.50 per pound.

**MERCURIALS**—Slight changes are reported in the quotations on the following salts: Bisulphate, 60c.@ 65c. per pound; mild chloride (calomel), \$1.04@ \$1.25 per pound; protoiodide (green), \$3.35@ \$3.50 per pound.

**OIL PEPPERMINT**—Is meeting with a fair demand and the market continues steady at \$4@ \$4.25 per pound for New York, \$3.90@ \$4 for Hotchkiss, and \$3.75@ \$4 for Western. A report from Michigan states that stocks in the country are smaller this season than those of any corresponding season of recent years, and the shortage in the production this year is certain to be felt later.

**OIL LEMON**—Has suffered another decline and is now quoted at \$3.35@ \$3.55 per pound. Advances from Messina state that considerable weakness has developed in this article there, while it is stated that importers here are making further concessions in the hope of increasing the waning purchasing operations of consumers, the most important period of the season for this product being well advanced.

**OIL ORANGE**—This product has also declined as a result of the continued diminution of purchasing operations, jobbers quoting \$3.70@ \$3.80 per pound for sweet.

**SAFFRON**—American safflower is in scanty supply and firmly held at 60¢ per pound. Still higher prices are predicted by some, owing to the increasing difficulties experienced in replenishing supplies in Mexico, the country of production. It is contended by some that there will be little if any saffron grown in that country next year. A revision of quotations shows a lower range of prices for Spanish (true Valerica), \$120 to \$135 per pound being asked. The market for this article is firm, however.

**SANTONIN**—Lacks quotable change, but an advance is expected by some in the near future.

**BALSAM TOBU**—Shows a slight advance over last month's quotations, 85¢ to 90¢ per pound being asked.

**VANILIN**—Is lower, 40¢ to 45¢ per ounce being quoted.

**TONKA BEANS**—Angostura are unchanged at \$2.25 to \$2.50 per pound. A recent cable from Venezuela states that prospects for next season's crop favor a yield of only 20,000 pounds, and it is predicted that prices will go higher.

**ACID METABIC**—Chemically pure is higher, jobbers asking \$4.25 per pound, and 35¢ per ounce in via's. Ammonium molybdate is also higher, 20¢ to 24¢ being asked.

**SARSAPILLA ROOT**—Cut Mexican root is still obtainable at last month's quotations—40¢ to 45¢ per pound for whole and powdered, but the market exhibits a very strong tone owing to the political situation in the country of production. For this reason there are some in the trade who predict a further advance in prices in the near future.

**BALSAM OF FR**—A scarcity of offerings from the primary sources of supply continues to be noted for Canada, although the demand is steady and prices remain unchanged at \$1.25 to \$1.35 per pound. Oregon is easier in a large way, with jobbers quoting 25¢ to 30¢ per pound.

**THYMOL**—Has advanced sharply, \$2.25 to \$2.60 per pound being the ruling jobbing quotations.

**CANTHARIDES**—Russian are in limited supply and quotations have been advanced to \$1.85 to \$1.90 for sifted, and \$1.95 to \$2.10 for powdered.

**CARDAMOM SEEDS**—Decorticated are lower, \$1.40 to \$1.50 per pound being quoted. Other grades are unchanged in price.

## THE ERA COURSE IN PHARMACY

Information for Era Course Students

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Matriculation Number.	Graduates to Jan. 23, 1914.	Graduating Average.
7167—Henry J. Willett, Attleboro, Mass.....		92
7335—Alfred B. Overby, Lankin, N. D.....		97
7465—Gifford L. Potts, Elkton, Md.....		93
7658—Victor H. Hinkley, Bar Harbor, Me.....		94
7754—Ambrose Reid, Chicago, Ill.....		92
7756—Robert L. Conner, Sewanee, Tenn.....		90

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The Kansas City Association of Retail Druggists has passed resolutions indorsing the action of the police commissioners in their efforts to stamp out the illegal sale of liquor in drug stores.



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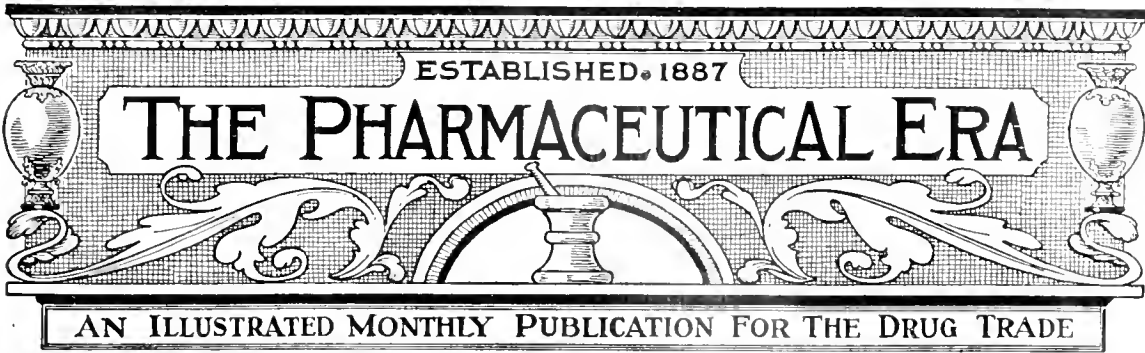
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256 West Twenty-third Street,

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 PUBLISHED ON THE FIRST OF EACH MONTH.

**D. O. HAYNES & Co.** . . . *Publishers*  
 No. 3 PARK PLACE, NEW YORK.

Telephone, 7646 Barclay. Cable Address, "Era, New York."

**SUBSCRIPTION RATES:**

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico,  
 the Philippines and Mexico..... \$1.00 a year  
 To Canada, postpaid..... 1.50 a year  
 To Foreign Countries in Postal Union..... 2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.

REMIT by P.O. or Express Order or New York Draft payable  
 to order of **D. O. Haynes & Co.** Add 10 cents for collection charges  
 if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New  
 York, by D. O. Haynes & Co., a corporation: President and treasur-  
 er, D. O. Haynes; vice-president, E. J. Kennedy; secretary,  
 N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

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**SENDING POISONS THROUGH THE MAILS.**

THE recent arrest of the New York branch manager of Parke, Davis & Co. on the charge of sending poisons through the mails in violation of the regulations set forth in revised Circular No. 58 has caused the National Association of Manufacturers of Medicinal Products to advise its members and the trade generally, not to send, pending a determination of the issues in the suit, any opium or coca leaves, their alkaloids, salts, derivatives or preparations by mail, and that pharmacists, physicians, dentists and veterinarians be required to secure such medicinal preparations, "however urgent the case or however remote they might be from express or freight offices by other means of transportation."

The arrest of Mr. Smith followed the mailing of a quantity of heroin tablets by the New York branch of Parke, Davis & Co. to a Boston wholesale drug house, Carter, Carter & Meigs, a practice which was perfectly legal and especially provided for in Circular No. 58 up to about six months ago, when, it is claimed, the circular was revised and regulations issued that prohibit the transmission

of all poisons through the mails. A detailed statement of the arrest will be found in our news columns. Mr. Smith is out on bail, not under indictment, and the case is allowed to rest until the U.S. District-Attorney shall be instructed by the legal authorities at Washington as to the method of procedure.

We believe that the use of the mails should not be denied to manufacturers, wholesalers or pharmacists who desire to send to legally qualified practitioners of medicine medicines which are not poisons when used in therapeutic doses for legitimate purposes. To prohibit doctors and druggists from using the mails for this purpose is in many cases to further endanger the lives of the sick, to say nothing of the inconvenience and expense that will fall upon the doctor, pharmacist and patient if such shipments can be made only by such means as are afforded by freight and express companies.

Until this case is definitely settled, druggists will note that in general, all poisons are held to be unavailable under the postal laws. Section 472 provides:

"All kinds of poisons, and all articles and compositions containing poisons . . . , and all other natural or artificial articles, compositions or materials of whatever kind which may kill or in anywise hurt, harm, or injure another . . . are hereby declared to be non-mailable matter . . . ; but the Postmaster-General may permit the transmission in the mails, under such rules and regulations as he shall prescribe as to preparation and packing, of any articles hereinbefore described which are not outwardly or of their own force dangerous or injurious to health, life or property."

Pharmacists, jobbers and physicians should unite with the members of the National Association of Manufacturers of Medicinal Products in their endeavor to urge the Postmaster-General to promulgate reasonable rules to carry out the intention of Congress not to exclude medicinal preparations from the mail.

**TO HELP THE ARMY HOSPITAL CORPS.**

AN appeal to the pharmacists of the country to use their influence to promote the efficiency of the Hospital Corps of the United States Army is the subject of two letters appearing in the correspondence department of the ERA this month, the writers being Dr. George F. Payne and Professor W. B.

Day, respectively. The bills now before Congress for this purpose are House Bill No. 1 and Senate Bill No. 929, and they seek to remedy the conditions which make it difficult, if not impossible, to secure for the Hospital Corps the class of men necessary for the efficient performance of duties connected with the care of the sick and with sanitary science in general. The bills provide increased pay and establish a higher rank of non-commissioned officers, thereby affording opportunity for promotion such as compares in a measure with other staff corps of the army.

The pharmacist's usefulness has been recognized in other branches of the Government service, notably in the Navy and Marine Corps, where he has an opportunity to rise from the ranks and where he enjoys the status of a warrant officer. A proper recognition of the pharmacists in the army is only delayed by the procrastination of national legislators who find other measures more productive of immediate benefits, and thus postpone action on bills which are introduced for the benefit of pharmacists. The consideration that has been extended to pharmacists in the navy makes American pharmacists more willing to go into that branch of the service, with a consequent decrease in the number of aliens. This would also be the result in the army. So write to your Congressman and Senator favoring this important action. The capable pharmacist is as much of a necessity in the army as is the surgeon, and his reward should be in proportion to that of the medical man.

#### THE ANNUAL LEGISLATIVE EXHIBIT.

JUDGING by the number of bills relating to pharmacy introduced into the New York Legislature during the present session of that body, referred to in our news columns, drug and food legislation still continues to occupy the usual conspicuous place on the calendar. Viewed in its entirety, the bulk of this legislative "exhibit" is a veritable jumble, showing a lack of supervision on the part of the legislators themselves, and as great a lack of co-operation on the part of those who would be most directly affected by the enactment of such measures.

A careful study of the material presented in this "exhibit" is sufficient to convince almost anyone that much of the proposed legislation is useless or will prove impracticable, the good points being so obscured by the bad as to be almost indiscernible—useless, because the errors designed to be corrected are covered by laws now existing, and impracticable, because the proposed measure is put together so loosely that a traction engine could be driven through the most important provisions, with the result that they would prove futile for the very condition they were designed to correct. Such measures, if enacted into law, confuse the situation, and instead of being serviceable to the people of the State, they really afford an excuse for the commission of lawless acts.

This proposed legislation may be taken as typical of that which has faced and is facing the pharmacists in nearly every State. If any lesson is to

be drawn from such a representation it is that laws must be drafted that will stand the test of actual usage, and that when they are finally placed upon the statute books they must form an integral part of a uniform whole. To this end there must be greater co-operation on the part of pharmacists themselves, for under our form of government it is only by putting into practice the rule of providing the greatest good to the greatest number that they can hope to secure legislation that will give at least a minimum of what is desired as a basis for the ultimate acquirement of the maximum of what is needed. Undesirable legislation and failure are the products of misdirected effort, and the conditions which develop these handicaps to legitimate pharmacy will continue just as long as those whose interests are most at stake continue to work at cross-purposes.

#### WHAT THE REAL PROFIT IS.

PERHAPS in no more vital manner has drug merchandising changed during the past 25 years than in the methods of sales-promotion and profit-estimating—the profit-guessers are being eliminated and the profit-assurer is being substituted. In bringing this about no one influence has had more effect than the chain store, that departmentized business in which each branch, under its own manager, is expected to produce a profit, and at the same time sell many advertised articles at a cut rate.

Just how this is done, and successfully done, is an interesting chapter in the story of "Pharmacy in the Past Twenty-five Years" from the pen of President Louis K. Liggett, of the United Drug Company, the second instalment of which appears in this issue. This month's chapter in Mr. Liggett's history takes up the economic reasons for the establishment of the chain store, the costs of doing business, the estimation of overhead, the matter of salaries, and concludes with an explanation of "What the Real Profit Is," that should be framed and suspended over the desk of every druggist in this country. Mr. Liggett is a practical business man, and what he says of both chain store and retail drug merchandising methods is eminently practical and helpful—an epitome not only of how to make money in the drug business, but how to know what you have made and how to bolster up a weak department by forcing up profits elsewhere.

These are not trade secrets, 'tis true, but they might as well be in the case of the druggist who pays a dollar for an article, sells it for a dollar-thirty-three, and then imagines he is making a profit, when he is but coming out even in actual outlay and losing his time in addition.

#### REGULATING NARCOTIC SALES.

NEVER before in the history of legislation affecting personal license has there been such a determined attempt the country over to regulate the sale of habit-forming narcotic drugs. City ordinances, State laws and National acts, aimed at the control

of this traffic, and in many cases so stringent in their provisions that their enforcement would virtually amount to prohibition, have been proposed, and, in many instances, adopted.

The Harrison anti-narcotic bill, probably the most sweeping measure in its provisions ever drafted, has received the indorsement of the National Drug Trade Conference, members of which have taken such personal interest in the passage of the act as to confer with National legislators and urge upon the members of the Senate finance committee its immediate enactment.

The Duffey law in Ohio, the new Tennessee law, the State-wide campaign in California under recent anti-narcotic legislation, and the proposed National act—followed closely by the legislators of Michigan—to banish the hypodermic needle, except in the hands of a physician, are indicative not only of a widely-aroused public interest, but of a real demand for the strictest type of regulation of the sale and use of narcotics.

The druggists of the country are to be found lined up with the advocates of such regulation. There has been no hesitancy on the part of the retail pharmacist. He makes but one demand—and that perfectly fair and equitable: Under any law, ordinance or regulation, city, State or National, *place every dealer in narcotics*, whether physician, dentist, veterinarian or druggist, *upon absolutely the same basis*, subject to the same supervision, making no exceptions, but holding every dispenser of narcotics, whether dispensing physician or dispensing druggist, equally responsible under the law.

#### ECHOES OF THE TRIPARTITE PLAN.

THE announcement of the death of C. G. A. Loder, which occurred in Philadelphia last month and which will be found recorded elsewhere in this issue of the ERA, will serve to recall to many readers the suit instituted by him against the members of the National Wholesale Druggists' Association and others, charging them with violation of the Sherman anti-trust law, and contending that by the enforcement of the trade agreement known as the "tripartite plan" he was unable to purchase drugs and supplies through the customary channels of trade. The result of the litigation was favorable to him, although the "plan" was not finally abandoned until after the courts had ruled in the proceedings known as the "Indianapolis decision," that the combination was in restraint of trade.

The opposition of Mr. Loder to the "tripartite plan" was only an incident in the history of price-maintenance plans and trade agreements in so far as they relate to the conduct of the drug business. In the second instalment of his article on "Pharmacy in the Past Twenty-five Years," appearing on pages 100 and 101 of this number of the ERA, L. K. Liggett gives a short history of the "plan" and its operation, and tells how it was succeeded by the druggists developing their own line of goods to meet the cut-price competition which they them-

selves had developed and were responsible for. Here, then, is the beginning of the era of co-operative manufacturing as now practiced in the drug trade, and the conditions which produced the "tripartite plan" also had much to do with the development of the "chain store" system of drug stores. In other words, as viewed by Mr. Liggett, the chain-system store was and is a direct result of cut prices, a further result being the inauguration of co-operative effort among the leading cutters.

Another reference to the passing of the "tripartite plan" appears in Mr. Mayo's address, abstracted on another page of this issue. That gentleman finds in the decision which declared the plan "illegal" a word of comment, basing his reason therefor upon the action of the Supreme Court of the United States in introducing the word "reasonable" into the Sherman Act. There is in this construction an element of danger to personal liberty, if it permits a bureau chief or his subordinate to issue regulations or rules to "round out the law." In theory, at least, no legislative body can delegate to any individual or bureau official its power to enact laws, and any attempt to act in this direction is a menace to the rights of the individual under our form of government. To be sure, there must be in all progress a unity of action and a certain amount of centralization in the methods followed by the general government, but these should never be inconsistent with liberty or the fundamental rights of the citizen.

#### EDUCATION VS. LEGISLATION.

IN attempting to keep bichloride tablets from reaching a wrong destination—the digestive tract—lawmakers are setting up various hazards through which the tablets must pass, providing a kind of obstacle race to stop the deadly pellets somewhere in their course. Before the bottle leaves the retailer's shelf, its sale must be authorized by some competent person. Before the cork is taken from the bottle, the color or roughness of the glass halts the act. Before the tablet is dissolved or swallowed, the color of the material, the shape of the tablet, or a warning wrapper, puts us on guard. But nothing is done to prevent the next step, the actual swallowing, which can take place in the dark, away from all roughened bottles, and after the tablet has been unwrapped by another person. At the most important point in the whole course no obstacle is placed. If the tablet has won its way thus far, it has an excellent chance of finishing its race.

No mechanical means can prevent the raising of the hand to the lips, and the entrance of the tablet into the stomach, if its real nature is not suspected by this time. The preventive must be a psychological one. This means that there must be implanted in the mind of each individual an almost instinctive hesitation or suspicion before using tablets of any kind, a serious questioning as to whether the nature of the tablet about to be taken is known with absolute certainty. We do not think that enough importance has been attached to this phase of the matter. If an agent can be made operative at the

very last moment before the tablet is swallowed, or administered by another, we have a greater safeguard for the public health than all the restrictions and regulations now in effect or proposed. The subject must be brought vividly home to all who may ever come in contact with poisonous tablets, and this means everybody.

Fortunately, there need be no difficulty in carrying on an educational campaign to warn against the dangers of poisons in the home. Through our public schools nearly every home and individual in the land may be reached. Certainly the school authorities will be only too glad to co-operate in spreading this important knowledge before the younger members of every community, and through them the older persons can also be warned. In carrying on such a campaign, the druggist is the logical leader. He enjoys a certain prestige in his locality in regard to questions of public health, and can turn this standing to most excellent account by bringing before the minds of school children the ever-present necessity for care in handling all sorts of medicines. Such instruction, so far as we know, is given in all too few schools at present. Yet it is at least as important as the study of elementary physiology, the effects of alcohol on the system, and other bits of tabloid science. Every druggist should take an hour or so each week to give a talk before the school children of his neighborhood. No one is more competent to speak on the subject. The teachers can later drum the matter into the heads of their pupils, and the cautions can be passed on to the older members of every family. It is interesting to note that an identical view of the subject is taken by the National Association of Manufacturers of Medicinal Products, who, at their recent meeting, endorsed "a campaign of 'safety-first' education, for the purpose of eliminating the element of human carelessness on the part of the public, which carelessness no law or regulation can of itself correct." When the suspicion and fear of medicine has been made instinctive, a long step will have been taken toward warding off the dangers of poisons in the home, no matter whether these substances are easy or difficult to procure.

#### THE NEW ERA FORMULARY.

A good formula is an asset of intrinsic value to the druggist or manufacturer who can or will use it to extend his business along lines he can successfully control. When the number of formulas, all of them trustworthy, reaches the hundreds or thousands, as the case may be, the chances for success are correspondingly increased. Just such an opportunity for expansion is offered to the purchaser of a copy of the new edition of the ERA Formulary, now in press and soon ready for distribution.

This new book constitutes within itself a well-stored library of general information pertaining to processes and formulas for nearly 8000 preparations, specialties, toilet articles, veterinary remedies, family medicines, and technical materials which find a place or are used in the various de-

partments of human activity as exemplified in professional life, the arts, handicrafts or business pursuits of the present day. Each formula and process is supplemented by instructions for its manipulation, thereby eliminating guesswork on the part of the inexperienced operator, while every care has been taken to make the nomenclature uniform, to check the quantities given in each formula, and to make the index a ready guide to the contents of the book. As an adjunct to the laboratory of the pharmacist or manufacturer we can commend this volume, the full scope of which is outlined in the advertising pages of this journal.

## BOOKS REVIEWED

FOREIGN PUBLICATIONS, for Advertising American Goods. Washington. Government Printing Office.

This bulletin of 236 pages, issued by the Bureau of Foreign and Domestic Commerce, of the Department of Commerce, contains a compilation of reports transmitted by consular officers throughout the world, giving a list of foreign news and trade papers that may be advantageously used for advertising American goods. These publications represent the principal cities and towns in foreign countries, and beside information as to advertising rates, subscription price, circulation, etc., brief statements are given of the population, trade and industries of the various districts covered by the reports. Copies of this bulletin, which should interest every American manufacturer desiring to advertise his goods abroad, may be obtained of the Superintendent of Documents, Government Printing Office, Washington, D. C., for 25 cents each.

STATE "PURE DRUG" LAWS enacted since the passage of the National Food and Drugs Act, June 30th, 1906, Printed in December, 1913, by Bond Bros. & Co., Chicago.

This book of 337 pages is recommended to any manufacturer or dealer who wishes to have at hand the information covered by the above title and which is well brought down to date. Besides the various State "Pure Drug" laws, there is a reprint of the Federal Act as amended; the narcotic laws of the several States; the Canadian Proprietary Medicine law; the National and State insecticide laws, extracts from the pharmacy laws of the several States, net weight laws, advertising laws, sample distribution laws, stock medicine laws, and other laws relating to the drug trade. The book supersedes the previous issues compiled by the National Wholesale Druggists' Association and the Proprietary Association of America and for whose membership it has been primarily prepared. Druggists who do an interstate business will find in it the answers to many queries which concern them as manufacturers and shippers.

*Vierzig Jahre Oesterreichische Pharmazeutische Gesellschaft, 1873-1913.* (Forty Years of the Austrian Pharmaceutical Society.) This is the title of an attractive booklet of 62 pages, recently received from the Austrian organization, summarizing the activities of that body during the 40 years of its existence. The society was originated to supplement the efforts of the General Austrian Apothecaries' Society in conserving and forwarding the interests of the pharmaceutical profession. It has been very prominent in initiating legislation along these lines, and the present report seems to show that the society propaganda work has met with more than ordinary success.

*E. Merck's Annual Report, 1913.* The appearance of this volume is always an important event in pharmaceutical literature each year, and the present issue is even larger than any of its predecessors, comprising 524 pages. The leading article, on "Lecithin," brings out many uses for this substance which are not generally known, and contains a very complete bibliography. Another feature is a supplement of 19 pages, on the "Standardization of Digitalis Preparations," by Dr. R. Heinz,

of the University of Erlangen. The method adopted is a comparative one, based on the minimum lethal dose of strophanthin (ouabain) required to produce stoppage of a frog's heart in 12 hours, compared to the amount of digitalis, etc., needed to effect the same result in a closely similar frog. Further tests are made on mice, to determine the amount of active material which is likely to be destroyed in the gastric tract of patients, before the tonic effect is manifested. Blood pressure experiments on rabbits and cats, and a final test on cats, for tolerance, complete the series. A confusing typographical error has crept into the table on page VII. The words "in 10 minutes" and "in 1 hour" should be interchanged. Also "in 2 hours" should apparently read "in 12 hours." Other noteworthy articles are those on the newer digitalis preparations, radio-active compounds, and organotherapeutic preparations, the latter amounting to 26 pages. The edition of Merck's Report is limited, but usually a few copies are available for distribution among physicians and pharmacists who make application, enclosing 15 cents for postage.

## CORRESPONDENCE

### To Help the Hospital Corps.

To the Editor of the ERA:

I send you below an appeal to the pharmacists of the United States which will explain itself. I would appreciate it very much if you would publish it in your next issue.

Yours sincerely,

GEORGE F. PAYNE.

Atlanta, Ga., Feb. 10, 1914.

#### The Hospital Corps of the United States Army.

*An Urgent Appeal to Every Pharmacist in the United States.*

The American Pharmaceutical Association, backed by the pharmacists of the whole United States, have a bill now before the House, introduced by Representative Hughes, of Georgia, as Bill H.R. No. 1, and now before the Senate, introduced by Senator Bacon, of Georgia, as Senate Bill S. 929. These bills are identical and their text is as follows:

#### A BILL

*To promote the efficiency of the Hospital Corps of the United States Army.*

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that the Hospital Corps of the United States Army shall constitute the enlisted personnel of the Hospital Corps now authorized by law, and shall consist of 30 sergeants-major at \$75 per month; three hundred sergeants, first class, at \$65 per month; sergeants at \$36 per month; corporals at \$24 per month; cooks at \$30 per month; privates, first class, at \$21 per month; and privates at \$16 per month, with such increase for length of service and other allowances as are or may hereafter be established by law.

As chairman of the committee on the Status of Pharmacists in the United States Government Service of the National Association of Drug Clerks and also as a member of the American Pharmaceutical Association, we wish to urge every pharmacist who reads this article to sit down immediately and write a brief letter and then make copies of it and send a copy to each of the members of the committee on Military Affairs of the House and Senate and urge that "You will please see that the Bill H.R. No. 1 and S. 929, which have been fully endorsed by the Surgeon-General of the U.S. Army (as you will see in his last report) is offered as an amendment and placed as a 'rider' on the army appropriation bill now before Congress."

The members of the Hospital Corps of the U.S. Army are now so poorly paid that many are leaving the service, as the positions in the regular army service pay better salaries; even the men who take care of the sick mules are better paid than those who take care of the sick soldiers. Anyone who is in a position to know will readily assure you of the difficulty of getting men in the Hospital Corps, and after getting them the

difficulty of keeping them there on account of the miserably poor pay.

Pharmacists are men of influence in every section; their stores are all in the towns and cities and each one is a nucleus around which cluster the leading sentiments and views of the community. The pharmacists not only of your State but of the whole United States are deeply interested in the matter. Every State government requires the pharmacist who practices pharmacy among the people to be examined and licensed by a State Board and to be an excellent type of man. With the present miserable salaries given the Army Hospital Corps, as just stated above, it is very difficult to get good men and still more difficult to keep them under present conditions. The Hospital Corps of your State troops are, of course, also in this same bad shape. Your help in this matter will be very much appreciated as we feel that present conditions are unjust to those in the military service, to the public, to the medical officers of the army and to the profession of pharmacy, which all true pharmacists wish to see secure the recognition which it deserves.

Yours fraternally,

GEORGE F. PAYNE.

*Member of the American Pharmaceutical Association.  
Permanent Chairman of the Committee of the National Association of Drug Clerks on the Status of Pharmacists in the Public Service of the United States Government.*

### Urge the Passage of Hughes-Bacon Bill.

To the Editor of the ERA:

The American Pharmaceutical Association, with the assistance of the National Association of Retail Druggists and the National Association of Drug Clerks is urging the passage of the Hughes-Bacon bill (H.R. 1, S. 929) intended to promote the efficiency of the Hospital Corps of the United States Army.

The purpose of this bill is to remedy as far as possible the conditions which make it difficult, if not impossible, to secure for the Army Hospital Corps the class of men necessary for the efficient performance of duties connected with the care of the sick and with sanitary science in general. The bill provides increased pay and establishes a higher rank of non-commissioned officers, thereby affording opportunity for promotion such as compares in a measure with the other staff corps of the army.

Pharmacists throughout the country are urged to write to their Senators and Representatives asking them to support this worthy measure. Act at once as the time is short. Just a few lines asking your Senators and the Congressmen from your district to support House Bill No. 1 or Senate Bill No. 929, as the case may be, will be sufficient—but *do it now*. The list of the members of the military committee who now have the bill at their disposal is as follows:

Military Committee of the House—James Hay, Virginia; S. Hubert Dent, Alabama; William J. Fields, Kentucky; Kenneth D. McKellar, Tennessee; William S. Howard, Georgia; Daniel J. Griffin, New York; Robert H. Gittins, New York; Warren Gard, Ohio; Frank T. O'Hair, Indiana; Frederick S. Deitrick, Massachusetts; Percy E. Quin, Mississippi; Daniel E. Garrett, Texas; Maurice Conolly, Iowa; William Gordon, Ohio; Julius Kahn, California; Daniel R. Anthony, Kansas; John C. McKenzie, Illinois; Frank L. Greene, Vermont; John M. Morin, Pennsylvania; Samuel B. Avis, West Virginia; Willis J. Hulings, Pennsylvania; James Wickersham, Alaska.

Military Committee of the Senate—George F. Chamberlain, Oregon; Gilbert M. Hitchcock, Nebraska; Luke Lea, Tennessee; Duncan U. Fletcher, Florida; Henry L. Meyers, Montana; Charles S. Thomas, Colorado; James K. Vardaman, Mississippi; James P. Clarke, Arkansas; Henry A. Dupont, Delaware; Francis E. Warren, Wyoming; Joseph L. Bristow, Kansas; Thomas B. Catron, New Mexico; James H. Brady, Idaho; William S. Kenyon, Iowa; Nathan Goff, West Virginia.

We are especially anxious to have letters from their constituents reach these committeemen.

W. B. DAY, *Chairman,*

*Committee on Pharmacists in the Government Service.*

The New ERA Formulary (\$5.00), now in press, contains nearly 8000 formulas

## II. Pharmacy in the Past Twenty-Five Years, by L. K. Liggett

It is often said that though they protested against it, the patent medicine manufacturers encouraged cut prices to increase the sale of their goods. Whatever the truth may be, it is certain that during the price-cutting period the patent-medicine manufacturers, as well as the cutters, were very prosperous.

Despite occasional lapses, it is characteristic of the average druggist to open the door before Opportunity knocks. To meet the loss of profit on individual sales due to cut prices (the druggists of those days did not realize the importance of volume in a retail business), the druggist endeavored to replace the advertised proprietaries which were the price-cutters' chief target, by manufacturing his own preparations. This gave the retail drug business a new direction and a new impetus. For several years pharmaceutical associations throughout the country devoted much time to the study of making and marketing store-made preparations.

Many pharmaceutical houses also began to manufacture non-secret preparations which they supplied to druggists who did not put up their own goods. These remedies were intended to compete with existing advertised proprietaries, and though their formulas were printed on the labels, and though the druggist's own name appeared on the carton as the "manufacturer," he knew practically nothing about them. Sometimes the druggist tried to shift the responsibility by printing a fanciful name on the package or by printing with his own name the statement "Sole agent for ——— (giving a certain territory)."

This business thrived for 10 or 15 years, but it failed of real success because the poor preparations sold under the druggist's name did not meet the changing demand of a wise public, and, also, because the system was one of deception and no honest druggist could sell the goods with any enthusiasm.

Besides the lessened profits due to price-cutting, the druggists were driven to concerted action by the extravagant claims made in the advertising of patent-medicine manufacturers. These wild claims reached a climax about five years ago, when the exposure of dishonest advertisers by some of the leading magazines increased public suspicion regarding even honest "patents."

### Spanish War Tax.

In 1898 came a great crisis in the cut-price war, when the American proprietary manufacturers tried to force the retail druggist to pay the Spanish War revenue tax on proprietary preparations, a tax which Congress intended should be paid by the manufacturer. The tax was bad enough, but the manufacturers made an extra charge to the retailer to cover the cost of affixing the tax stamps. The tax amounted to 30 cents a dozen on \$1.00 size packages, the rate for small size packages being less in proportion. The increased price, ranging from 30 cents a dozen, the actual cost of the stamps, to \$1.25 a dozen, was prohibitive.

The druggist could not pass the tax on to the public, who were tired of paying war bills, and the druggist was compelled to meet the loss. To remedy this injustice a National convention of protest was called, in October, 1898, by the Chicago Retail Druggists' Association. The meeting was held in St. Louis at a time when both the Proprietary Association of America and the National Wholesale Druggists' Association were gathered in that city.

### The Tripartite Plan.

As a result of this meeting the retailers, wholesalers and proprietary manufacturers, in order to protect themselves, adopted the so-called Tripartite plan. By this plan three-fourths of the druggists in any community were to fix the prices charged for proprietaries. Those selling below the fixed figure were to be blacklisted as "Aggressive Cutters." The jobbers would refuse to sell to boycotted firms, under penalty of having their own supplies cut off by the proprietary manufacturers. The question of what should constitute price-cutting in a given instance was left to the determination of the druggists who did not cut.

The Tripartite plan led to a reign of terror that lasted for several years. The "black list" of price-cutters not sufficiently meeting the needs of the association, a "white list" of wholesale druggists who refused to sell any goods to price-cutters

was established. This last move led to the National government's prosecution of the so-called "drug trust." After much litigation the courts ruled that the Tripartite plan was "a combination in restraint of trade." The officers were enjoined from further use of the plan, and the plan itself was abandoned in 1906.

During this whole period the development of the cut-rate stores was very rapid. In 1900 there were probably between six and seven thousand cities and towns in the United States in which daily or weekly papers were published; less than 500 were cities of over 20,000 population. These, of course, were the cut-rate cities, not necessarily all, but many of them, and they exercised a tremendous influence over the many towns and cities in the country. At a rough estimate, I should say that there were not in the United States at any time more than 150 cities and towns in which there existed an aggressive cut-rate drug business. By cut-rate, I mean the cutting of prices to the point at which there was practically no profit in the proprietary article. Such retail prices ranged from 59 cents to 69 cents for say, Pinkham's Compound, Peruna, and other items.

### Selling "Own Goods."

It was only in the largest cities that these prices obtained. Strange to say, the majority of the large cutters were not acquainted with one another, yet they were all pursuing almost the same tactics; that is, the development of their own line of goods to meet the cut-price competition which they themselves were developing. Large lines of proprietary articles were produced by all the leaders mentioned in my previous article—Jaynes, Jacobs, Dow, Evans, Marshall, etc., and their sole idea of profit was to hold expenses at the lowest possible margin and then sell the largest possible percentage of what they call their "Own Goods."

### Beginning of Co-operation.

It was this development of the retail business that brought about the co-operative plans that have enabled the retailers to do their own manufacturing, and that have in recent years forced the non-secret houses to become imitators. In order to bring about these co-operative plans it was necessary for the retailers to meet and know one another. And it was this meeting and knowing one another that brought about the idea that more than one store could be conducted successfully. Ten years ago you could count on the fingers of your two hands the firms conducting more than one drug store in the United States. Today, there are any number of firms that operate more than one drug store. Many of them operate whole chains; in fact, the chain-system store may be said to have developed as a business within the past five years, and it is a direct result of cut prices, followed, as I have stated, by the inauguration of co-operative effort among the leading cutters.

It is difficult to give credit to the actual chain-store pioneers because every druggist who operated more than one store was to that extent a chain-store druggist. But the first chain stores of any magnitude were those conducted by Charles P. Jaynes, of Boston. Mr. Jaynes sprang into prominence in 1890, and he was closely followed by the Hall & Lyon Company, of Providence. The stores established by Mr. Jaynes and those of the latter company are now included in the largest and most competitive chains in America.

### Effect of Chain Stores.

The chain store has been the subject of many attacks, but in all fairness I say that its influence on the retail drug business has been a good influence. It has its drawbacks, but as with all phases of evolution, these are outweighed by its advantages. The principal drawback of the chain store is the loss of personality, which is of such value to the individual druggist in small towns who comes into direct contact with his customers. To meet the loss of individual personality, the management of chain stores, must, if they are to succeed, substitute a corporate personality. This personality is expressed through the medium of better service, lower prices and a consciousness of responsibility as public servants. The large chain-store organizations have each a distinctive personality, which through uniformity in operating systems is as unmistakably expressed in each link of the chain as though that link were the property of a single druggist.



This service-personality, if I may call it that, of the chain stores is made possible by their enormous buying power which enables them to sell to the public at lower prices, and by the wider opportunities which they offer to young business men who can "make good," which attract to their employ clerks who are willing to give efficient service. In addition to these other advantages, almost all chain drug stores now maintain educational systems, and endeavor to teach the clerks in their stores how best to serve the public, as the public likes to be served. The clerks are also being educated in salesmanship; learning how to raise the individual sale from its nominal figure in the old drug store, to a very high figure in the chain store.

#### The Effect of Chain Stores.

I am often asked what is the effect of chain stores on those druggists who do not share directly in their benefits. The answer to that question is the human equation. For the druggist who prefers to spend his time railing against progress and new editions, the chain store offers no comfort. But the fault is in the man himself, who would have been discouraged and disgruntled by any new idea which threatened to joggle him out of the rut of old methods. The druggist, on the contrary, who has in him the stuff of which merchandisers are made, has learned a lesson from the chain stores. He has, so far as possible, adopted their methods of dealing with the public, adapting those methods to his local conditions. Realizing the handicap represented by the loss of individual personality, suffered by the chain stores, to which I have already referred, he throws the whole force of his own personality into his business, winning trade not by endless jeremiads against chain competition, but by interposing between his townspeople and the big city store, his own capacity to make friends.

This man is the hardest competitor the chain store has to meet. I have always maintained, and still maintain, that the chain stores can never defeat the individual druggist who attends to his own business and is perfectly willing to meet their competition, so long as they do not compete with him with the sole object of ruining his business for the purpose of gaining their own ends. So far the chain stores have never attempted to do that, and I am frank in saying that I do not believe they will ever attempt to do so, for the laws of the land will not permit competition of that character in this age.

Even those druggists who are not members of the chain-store systems or stockholders in co-operative manufacturing enterprises have learned the lesson of co-operation and have formed buying clubs. Many of these clubs are purely local, while others cover a wide field. In all of them the members find a leverage with which to secure price concession from jobbers and manufacturers, and in addition to the money saved, the druggists are brought more closely together, the friendships thus formed frequently serving as the basis for a closer co-operation developing in other directions. One of the most successful of these buying clubs is the Drug Merchants of America, with offices in New York City.

#### Store Systems.

The magnitude of chain-store business has necessitated the utmost economy of time and money in operation. The methods developed by the big stores are adopted by the smaller dealers, and throughout the trade there is a reaction against the rule of thumb and a demand for that definite knowledge without which real prosperity is impossible. The old way of conducting a drug store as a unit, bunching the profits from all classes of merchandise, and offsetting the total against the *approximate* expense of doing business has gone forever. The modern drug store is departmentized, and each department is required to pay its share of the store's running expense *in addition to a fair profit on its merchandise*. In the big stores departmentizing has been brought to such a point that practically the departments are independent of one another, the manager of each having to make his own good showing irrespective of his fellows, just as though he were an independent dealer in confectionery, cigars, stationery, rubber goods, or whatever the merchandise may be.

Even in the smaller stores departmentizing is the rule, where a few years ago it was the exception. At least four departments are practically universal—soda, candy, cigars and general merchandise. This segregation facilitates the ordering of goods, simplifies book-keeping, facilitates the keeping of inventory, obviates the loss formerly occasioned by dead stock, and enables the merchant to determine what goods sell the

best and pay the best profits. This definite knowledge is of direct benefit to the public, because it enables the druggist to sell on a close margin with the assurance that he is justified by the volume of sales.

Another effect of retail departmentizing has been to improve store service. Placed upon his own responsibility, the department manager in order to "make good" has been obliged to keep the service of his department on a par with that of the store as a whole. This service-ideal he has communicated to his employees, and the friendly rivalry between the several departments keys up the entire sales organization.

Of course, the location of a store and the character of the trade largely determine the amount of profit, but some druggists pay too high a cost of doing business. This is due to the fact that many retail druggists are poor business men, although one hesitates to say it. Often they derive their first knowledge of the condition of their business from the figures of the receiver when they go into bankruptcy. Some druggists cling to antiquated methods of book-keeping, neglect the annual inventory, and never know their actual profits because they do not figure costs correctly. This tendency is being rapidly corrected now-a-days, and one of the biggest factors in changing the druggist from a guesser into a man of business, has been the cash register, and later the various machines for tabulating figures and computing costs. The demand for such machines among retail druggists and the increasing use of typewriters in writing labels, the installation of cash-carrying systems, etc., are all symptomatic of the wonderful change in retail drug merchandising.

#### What Real Profit Is.

From observation, it would appear that the average drug store operates on a gross profit of from 35 to 38% on its sales. It has been my experience that too many retail druggists figure their profits on the cost rather than the selling price, and so when I say 38%, I mean the profit on merchandise that costs from 62 to 65 cents for each dollar of the selling price.

Chain-store profits range from 28% to 29% in New England, where there is a large sale of cigars at a very low margin of profit, but may be as high as 38% in New York City, where there is a large sale of sundries, toilet articles, etc. Also, the profit is largely affected by the volume of soda-water business that a man may do. As the average gross profit made in the soda department is 50%, soda has a marked influence on the total profit of the store, if it represents a large volume of the total sales.

From this gross profit must be deducted the expenses. It has been my experience that the expenses, rent, light, heat and power, in a retail store should average 6½%. A new store will not show that percentage. Sometimes it is almost twice as much, but if it is an established business, say three years old, its expense should range in the vicinity of 6½%; 5% for rent and 1½% for light and heat. This is the only fixed charge in a store; all the rest of the expense of doing business can be adjusted to the volume of sales. Formerly clerk hire cost 10%. In many cases it now runs as high as 13%. This is occasioned by increases in wages, shorter working hours and more holidays. After adding to the general expense such other expenses as advertising, soda-fountain supplies, glassware, paper, twine, and the numerous incidentals, it is very difficult to operate a store at much less than 25% expense; in fact, only the ideal store can operate on that basis. When depreciation is added, 28% is about the minimum expense, and thus the profit in the retail business can be estimated at from 2% to 10% or 12% on gross sales.

Charles R. Sherman, of the Sherman & McConnell Drug Company, Omaha, Neb., early discovered that where it might be necessary to sell a certain product at a profit of only 20%, other goods could be made to yield from 40% to 60%, so that by considering the profit margin of each item separately, the total profit of the business could be raised to the desired level.

*Many druggists do not realize that the 25% generally recognized as the average cost of conducting a retail drug business is really equivalent to 33½% on cost. An article which the druggist buys for \$1.00 and sells for \$1.33½ pays the cost of doing business, but nothing else; and if the majority of his items are sold on the same basis, it is costing him money—for time is money—to keep his name over his door.*

(To be continued)

## IV. Classical Discoveries in Pharmacy.

### THE DISCOVERY OF GLYCERIN.

THERE is no doubt that of all pharmacists who have made contributions to modern chemical knowledge, none has presented the world with so many or such important discoveries as the apothecary of Köping, Carl Wilhelm Scheele. To one who reads his note-books and chemical essays, there must always come a feeling of wonder that in the scant 140 years which mark the growth of chemistry as we are accustomed to think of it—chemistry freed from the superstitions and *ignes fatui* of alchemy—the gigantic science of today has had time to develop from the elementary stage revealed in the writings of the Swedish pharmacist. For there we find this young genius isolating for the first time a host of substances which are as familiar to the worker of the present as air and water; substances which, we are almost impelled to believe, must have been known in antiquity, so frequently are they met with in the daily occupations of the modern chemist.

Imagine an apothecary shop in which oxygen, chlorine, manganese, tartaric, lactic, citric and oxalic acids were unknown terms. Yet, until Scheele brought his all-conquering directness of experimentation to the attack on the natural bodies containing these elements and compounds, no investigator, so far as we know, had ever laid eyes on them. (We do not make an exception of oxygen, for although Priestley published the account of his own labors two years before Scheele's "Observations on Fire and Air" appeared, the latter is in all probability the original discoverer of this gas.)

Among the more important substances first prepared by Scheele is the "peculiar sweet matter," known to us as glycerin. The first account of the discovery appeared in Crell's *Chemische Journal* for 1779, page 190. In a subsequent letter to Dr. Crell, the Swedish chemist gives more details of his experiments. This letter was published in the *Journal* in 1784, page 99, and an excellent translation, here presented, is to be found in Thomas Beddoes's book entitled "The Chemical Essays of Charles-William Scheele" (London and Edinburgh, 1786).

*"Discovery of a peculiar sweet and volatile matter, which is a constituent part of expressed Oils, and the Fat of Animals."*

"Several years ago, upon dissolving litharge in olive oil, I observed a peculiar sweet matter, distinct from the oil floating on the surface, which, when inspissated and treated with nitrous acid, appeared to be a modification of the acid of sugar. I have since more particularly examined this peculiar phenomenon, and have discovered the sweet matter, as well in linseed oil, oil of almonds, and oil of rapeseed, as in oil of olives, and still more lately, both in hog's grease and butter. In my experiments I made use of the following process: One part of pulverized litharge was dissolved in two parts of some one or other of the unctuous substances above mentioned, and some water, the mixture being made to boil all the time. As soon as it was inspissated to the thickness of salve, the whole was left to cool, and then the water was poured off. The water was found to contain the sweet matter in question; and it is to be evaporated to the consistence of syrup. If the oil or fat be fresh, there does not appear any sign of dissolved calx of lead, on addition of the vitriolic acid; but should either the one or the other be old and rancid, some calx will then be dissolved, and should be precipitated by a proper quantity of vitriolic acid. If this inspissated matter be strongly heated, the vapors that arise take fire on the application of a candle. In order to make it pass over from the retort into the receiver, a degree of heat is required equal to that which must be employed for the distillation of vitriolic acid. One-half of the sweet matter goes over unaltered, in the form of a thick syrup, and still retains its sweet taste; what rises afterwards has an empyreumatic smell, and this is followed by an oil of a brown color. There remains in the retort a light spongy coal, which does not contain the smallest particle of lead. This sweet matter cannot be made to crystallize; nor, when mixed with water and set in a warm place, does it run into fermentation; for, after the mixture had stood for four months, tincture of turpentine did not undergo the least change when mixed with it. It will mix with tincture of caustic vegetable alkali, though

neither simple syrup nor honey will do this; but they attract the alkaline fat from the spirit of wine, and then fall to the bottom in the form of a thick mucilage. If nitrous acid be abstracted from off this unctuous sweet substance, it is at last, after many repetitions of the operation, converted into acid of sugar, and the nitrous acid is very much phlogisticated. It would seem to follow, from these experiments, that the sweet matter in question is combined with more of the principle of inflammability than sugar and honey.

"I have also boiled litharge with olive oil, separated from soap by vitriolic acid, with the same result; for I here likewise obtained the sweet matter. I likewise separated the oil from the common salve (*Empi. Simp.*); which must be done in consequence of the laws of double attraction. Let the salve be sliced and rubbed in a glass mortar, with a mixture of eight parts of strong spirit of wine and one part of oil of vitriol. This white mixture is to be poured on a filter, and water is to be added to the liquor that runs through, upon which the oil that was contained in the salve will be separated. I wished to recompose salve, by boiling this oil again with litharge; but it grew thick before it could be made to boil. From the water, which I took care to decant, I obtained some of the sweet matter so often mentioned, though, indeed, but in very small quantity."

### Present Status of the Pharmacopoeia.

By PROF. JOSEPH P. REMINGTON.

AT the recent annual meeting of the National Association of Manufacturers of Medicinal Products, held at the Waldorf-Astoria Hotel, Feb. 10 and 11, Prof. Joseph P. Remington, chairman of the Committee of Revision, presented an interesting address on "The Present Status of the Pharmacopoeia," which, in part, was as follows:

"I have generally been expected on occasions like this to make a few remarks about Pharmacopoeial revision, a subject which interests you materially. The work is going on rapidly now, and a large number of pages of the work are ready to go to press, but we had first to get rid of the easy questions, but when there are several thousand questions to settle, and you leave the hardest nuts to be settled at the end, a few of the hard nuts will take as much time as the main question."

Prof. Remington pointed out that among the subjects yet remaining to be decided is the question of whiskey, a problem hinging upon the manner in which whiskey is made official in the U.S.P. Anent pharmacopoeial publicity, he said that this was the first instance in the world where the leading features and tests of a pharmacopoeia would be published in the pharmaceutical journals practically before the book was published. There has never been a revision in the U.S. which has been so thorough and so open. The Food and Drugs Act has been the cause of renewed interest, and when one's pocket-book is affected the talk becomes loud.

The speaker brought up the question as to whether a manufacturer would be willing to permit his preparation to be admitted to the Pharmacopoeia, with tests of purity and identity, under another name? The Pharmacopoeia would not be likely to introduce a copyrighted name, or a name which is the exclusive property of an individual, corporation or firm. It would have to be introduced under a scientific name, for instance, take the illustration—*aspirin*—acetyl salicylic acid. That would make the name of that preparation free. But it would probably permit some other manufacturer to make under the official name something which would be sold as 'just as good' and it might be just as good. If the preparation was introduced with the consent of the manufacturer, he would probably be expected to supply tests. For a while, at least, it would be the same preparation, but has not the manufacturer the right, if he owns the preparation, to change the tests, or alter, maybe the color, or the strength, of his preparation, and that has been the main objection in previous revisions of the Pharmacopoeia to the introduction of patented or proprietary articles.

"The proposition to introduce widely-known and largely-used medicines, in which the manufacturer would certainly give up some of his rights and some of his profits, could only be introduced properly, I suppose, by the consent of the manufacturer; because if it were introduced without the consent of the proprietor under another name he would feel aggrieved,

and he would certainly look to the protection of his preparation by the usual procedure at law.

"An effort was made to get such consent—a trial was made 12 months ago—in order to see if a manufacturer would be willing to allow his preparation to be put in the Pharmacopoeia in any shape, and the result of the attempt was not encouraging. The manufacturer declined.

"Now, of course, the settlement of this question lies right at the foundation of the work. We cannot go to press until it is settled. For instance, if an article happens to be under the letter "A" at the very beginning of the book alphabetically we cannot make up any page-proof."

Speaking of other vital things in abeyance, Professor Remington referred to the question of volatile oils. "The volatile oils are now manufactured products. They are mostly distillates from odorless plants or parts of plants, and there is no question but that plants at different seasons of the year, different conditions of the weather and the climate, produce products which vary greatly. You will find in the present Pharmacopoeia, and you will undoubtedly find in the next Pharmacopoeia, a wide range of specific gravity in the volatile oils. Some of them vary to such an extent that the specific gravity as a test is practically worthless; after you have settled upon even a wide range of specific gravities, the same kinds of oils, which are perfectly genuine, are found to have a different specific gravity; they are lower than the lowest limit or higher than the highest limit of those which are known to be genuine. Genuine oils have been found which are sometimes laevogyrate and sometimes dextrogyrate. We do not realize and we do not know why these products from time to time should vary to such an extent, and, of course, after the Pharmacopoeia comes out some critic will say that there is an error in the specific gravity when it is put at 0.80. They will say that they have just distilled a lot of these oils which have a specific gravity of 0.93. They will say the 'angle of rotation is not so and so, but so and so,' and they will take an exceptional case, probably, to show that the Pharmacopoeia is not correct with regard to this particular specimen. This is a question which not only causes trouble in reference to the U.S. Pharmacopoeia, but every other pharmacopoeia in the world. We had the same debate at the Pharmacopoeial Congress at The Hague about this question of volatile oils."

Prof. Remington referred to the conference of dealers and distillers and rectifiers of volatile oils held several months ago in Philadelphia to discuss the subject of volatile oils. The Volatile Oil Committee is now considering the report of a committee appointed at this meeting. The speaker also pointed out the efforts which had been made to carry out the Pharmacopoeial Convention's resolution of publicity. He asserted that now is the time to send in criticisms. "We cannot be expected to keep the book open forever, and after a certain date—the date will be published—we cannot be expected, having already given plenty of time for these changes to be considered, to be held responsible for considering those which come in when it is too late. . . ."

Prof. Remington visited Dr. Tirard, editor and chairman of the Revision Committee of the British Pharmacopoeia, when in London last Summer. He saw the British Pharmacopoeia in galley proof. "They are well advanced there, but the Doctor told me they are held up, just as we are, because of some criticism and some difficulties, and I was able to effect harmonious relations with Dr. Tirard and a strong desire on his part for co-operation, so that when the two Pharmacopoeias in the English language are issued they will be, so far as possible, in accord."

The speaker was "very much shocked and disappointed" to find that the International Congress of Applied Chemistry had saddled the organization of the work on him to secure uniformity all over the world in all of the pharmacopoeias of the standards for medicinal chemistry. "If I ever get through with the Pharmacopoeia work and then try to get the chemicals of the world all harnessed together and all of uniform quality, I think I will be put out of business altogether." In conclusion, he pointed out that "never in the history of the world has there been such a spirit of co-operation among learned societies, scientific bodies, commercial bodies and others, and all who are interested in the making of standards of medicine, so that what 10 years ago would have been thought impossible is likely to be accomplished some day, as there is

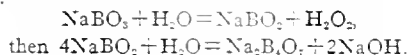
every indication at the present time that there will be co-operative and united work on these problems."

## Peroxides and Perborates.

THE seventh special lecture of the 1913-14 series was given at the Philadelphia College of Pharmacy on February 9 by Dr. Herbert Philipp, of the Roessler & Hasslacher Chemical Company. The lecture was on "The Pharmaceutical and Industrial Uses of the Earth Alkali and Alkali Peroxides and Perborates."

Dr. Philipp explained the theory of peroxides and perborates by assuming that the active oxygen atom in the compounds is a tetravalent element instead of the ordinary bivalent element. Representing "R" as a bivalent metallic element, the structural formula for peroxides would be  $R=O=O$ . It is easily seen that in this formula the tetravalent oxygen can step out, as it were, leaving the ordinary compound with the bivalent oxygen atom. The various alkaline or alkaline earth bases of these compounds do not possess any additional virtue, acting simply as a carrier for the tetravalent oxygen.

Sodium perborate is the most widely used. When brought in contact with water it decomposes according to the following reactions:



From the reaction it is seen that sodium perborate has an alkaline reaction and in this way overcomes the irritating effect of hydrogen peroxide solutions, which are generally acid in reaction. Solutions of sodium perborate are unstable, losing the available oxygen, unless neutralized and preserved by acetanilide, salicylic acid, sulphanic acid or benzoic acid. The powder is stable under ordinary conditions, keeping better in pasteboard cartons than in sealed containers. So long as water is absent it remains stable when mixed with mineral fats and neutral inorganic salts, but rapidly decomposes when mixed with animal or vegetable fats and the terpenes.

This compound is the only one of its class that has been extensively used industrially, probably because of its relative cheapness. In bleaching it has several distinct advantages over solutions of hydrogen peroxide. It is more stable, and weight for weight it has seven or eight times the strength of the 10-volume solutions of  $\text{H}_2\text{O}_2$ . It can be used in bleaching the finest fabrics because of its mild alkalinity, which does not injure the fibre. It has been successfully used in laundry powders, as an oxidizer for organic dyes in dye works and also in analytical work.

Medicinally, it can be used wherever hydrogen peroxide is indicated. It is a valuable addition to dusting powders and is an efficient styptic. It has been suggested that tablets be made containing such a quantity of sodium perborate that when dissolved in a definite quantity of water a solution of  $\text{H}_2\text{O}_2$  of definite strength will result. To date no success has come from this suggestion because of the difficulty in making a stable tablet which will be quickly soluble in water. Sodium perborate is being used in the now fashionable oxygen baths.

The peroxides have been successfully used for the sterilization and preservation of foods, rectification and ageing of alcoholic beverages and for bleaching edible oils. They are too expensive, however, to take the place of the older and more economical processes. The peroxides have been exploited largely as cure for a host of diseases, but Dr. Philipp assured his audience that peroxides do not belong to curative medicine, but occupy a prominent position in preventive medicine. The peroxides of sodium, calcium, strontium, magnesium and zinc are the ones mostly used, magnesium peroxide being the only one that has been used to any extent as an internal remedy.

Sodium peroxide has been put up in fused blocks under the name of oxone. These blocks when immersed in water liberate pure oxygen and are used in an apparatus called an autogenerator. Dr. Philipp demonstrated the use of this apparatus for administering anesthetics in such a way that a patient would always receive a mixture of the anesthetic and pure oxygen in definite proportions and also as an emergency outfit for supplying oxygen in cases of asphyxiation.

The New ERA Formulary (\$5.00), now in press, contains nearly 8000 formulas.



## SELECTED FORMULAS

**Laxative Cold Tablets.**

Anilide .....	60 grains
Camphor .....	15 grains
Powdered capsicum .....	30 grains
Powdered ipecac .....	15 grains
Quinine hydrobromide .....	120 grains
Extract of cascara sagrada .....	30 grains

Mix and divide into 120 tablets.

**Liniment for Chilblains.**

Camphor .....	240 grains
Soap liniment .....	4 fl. ounces
Oil of cajuput .....	1 fl. ounce
Ammonia water .....	4 fl. drams
Tincture of arnica .....	1 fl. ounce
Tincture of cantharides .....	1 fl. ounce
Alcohol, enough to make .....	12 fl. ounces

Mix and apply.

**Earache Drops.**

Almond oil .....	1 fl. ounce
Chloral camphor .....	1 fl. ounce
Glycerin .....	1 fl. ounce

Mix.

**Red Cross Embrocation.**

Liniment of ammonia .....	1 fl. ounce
Liniment of turpentine .....	4 fl. ounces
Oil of amber .....	1 1/2 fl. ounce
Oil of turpentine, enough to make .....	6 fl. ounces

Mix.

**Toothache Wool.**

White wax .....	2 ounces
Carbolic acid, cryst. ....	1 ounce
Chloral hydrate .....	2 ounces

Melt the wax by heat, add the other ingredients, stir till dissolved, then immerse cotton-wool in the liquid.

**Rose Wash (Rose Injection).**

Zinc sulphate .....	1 dram
Tincture of catechu .....	4 fl. drams
Tincture of opium .....	4 fl. drams
Glycerin .....	1 fl. ounce
Rose water, enough to make .....	16 fl. ounces

Mix and dissolve.

**Cowslip Perfume.**

Oil of bergamot .....	160 minims
Oil of caraway .....	40 minims
Oil of lavender .....	20 minims
Oil of lemon .....	80 minims
Alcohol (90 per cent.), enough to make .....	10 fl. ounces

**Smokers' Tooth Powder.**

Salicylic acid .....	30 grains
Camphor .....	10 grains
Cuttlefish bone, in powder .....	120 grains
Hard soap, in powder .....	120 grains
Menthol .....	3 grains
Precipitated calcium carbonate .....	2 ounces
Thymol .....	10 grains
Oil of rose .....	4 minims

Mix according to art.

**Antiseptic Foot Powder.**

Oil of eucalyptus .....	2 drams
Salicylic acid .....	1 ounce
Powdered zinc oleate .....	1 ounce
Powdered boric acid .....	10 ounces
Powdered French chalk .....	12 ounces

Mix according to art.

**Chilblain Soap.**

Euresol .....	3 drams
Eucalyptol .....	3 drams
Oil of turpentine .....	3 drams
Soft soap .....	18 ounces

Directions for use: Rub the chilblains several times a day with the chilblain soap, but do not apply the soap to broken chilblains.

**Polishing Soap for Furniture.**

Soft water .....	3 quarts
Turpentine .....	2 quarts
Beeswax .....	3 pounds
Common soap .....	1 1/4 pounds
Litharge .....	3/4 pound

Slice the soap and dissolve in the water over a slow fire; melt the wax; stir the litharge well in the turpentine, and add to the melted wax. Continue the stirring for a few minutes, then pour into the soap solution and stir until incorporation is complete. Apply to the furniture with a piece of flannel and polish with a dry duster.

**Cleaning Powder for Glass.**

Prepared chalk .....	6 pounds
Powdered French chalk .....	1 1/2 pounds
Calcium phosphate .....	2 1/4 pounds
Quillaja bark, powdered .....	2 1/4 pounds
Ammonium carbonate .....	18 ounces
Rose pink .....	6 ounces

Mix thoroughly after reducing each substance to a fine powder, then pass the mixture through a muslin sieve. To use reduce the powder to the consistence of cream with soft water, then apply to the glass by means of a soft rag or sponge; allow the paste to dry on, then wipe off with a cloth and polish with chamois leather.

**Soap Bubble Liquid (Bubbleine).**

Powdered castile soap .....	1 ounce
Glycerin .....	2 ounces
Mucilage of acacia .....	1 ounce
Water, enough to make .....	8 ounces

Mix, make a solution and strain. It is claimed that one ounce or so less of this solution added to a pint of lukewarm water makes a superior bubble blowing compound, the bubbles made therewith being particularly "tenacious."

**Petroleum Brass Polish.**

Tripoli .....	16 ounces
Spanish whiting .....	16 ounces
Powdered pumice .....	8 ounces
Petroleum .....	2 ounces
Petrolatum, enough to make a soft paste.	

Mix into a paste, incorporating sufficient oil of mirbane to produce the desired odor.

**Zinc Phosphate Cement (for Dentists).**

Zinc oxide .....	120 grains
Nitric acid, a sufficient quantity.	

Moisten the zinc oxide with nitric acid; evaporate to dryness; calcine; cool and powder. When required for use, make into a stiff paste with phosphoric acid.

**Polish for Steel.**

Arsenous acid .....	1 1/2 drams
Elutriated bloodstone .....	1 1/2 drams
Antimony trichloride .....	6 fl. drams
Alcohol, 90 per cent. ....	1 pint

Digest at gentle heat, shaking frequently.

**Roup Powder for Poultry.**

Asafetida .....	4 drams
Black pepper .....	1 dram
Grains of paradise .....	1 dram
Dried ferrous sulphate .....	2 drams
Dried sodium sulphate .....	2 drams

Powder each separately and well mix. Incorporate a heaped tablespoonful with the morning feed of hot "middlings" or mash. The above powder is sufficient for 12 chickens.

**Remedy for Chicken Cholera.**

Iron sulphate .....	1 ounce
Capsicum .....	1 ounce
Black pepper .....	2 ounces
Calcium phosphate .....	8 ounces
Fenugreek .....	4 ounces
Sand .....	4 ounces

Reduce all to powder and mix well. An even teaspoonful is to be given with the feed for a dozen fowls.



## FOREIGN ABSTRACTS

### FROM EUROPEAN LABORATORIES.

#### Device to Prevent Poisoning by Hypnotics—Synthetic Rose Oil from Citronella—Hopf and Hopeine—Pyridine in Coffee.

CIMBAL reports an ingenious method of preventing poisoning by overdose of veronal, etc. He combines a certain amount of ipecac with the hypnotic, sufficient to produce violent vomiting if a fatal dose of the hypnotic is taken. Rhodinol is now being prepared from citronellol, and possesses all the properties of the natural product. This cheap source for rose oil may lead to important developments. A recent sensational murder case in Germany reveals the principal as one Hopf, who perpetrated a bare-faced fraud about 30 years ago, in connection with an alleged active alkaloid from hops. Guyer has found that tinctures of digitalis prepared from the laminae only are not of greater strength than those made from midribs, veins, etc., and that statements to the contrary in text-books are too dogmatic. Steinhorst, after examining a number of vegetable drug extracts, concludes that unless extraordinary precautions are taken, copper and tin are almost certain to be present in amounts which would not pass the official tests.

#### Pyridine in Coffee Infusions—

By distilling the infusion of roasted Mocha coffee, Payen obtained a liquid from which ether extracted an aromatic essence, which possessed the odor of coffee. This oil, called cafeone by Pelouze, was later investigated by Erdmann, who found in it traces of acetic acid and furfural, and an unstable nitrogen compound, together with certain substances resembling creosote. Bertrand and Weisweiler have again attacked the problem, working on 5 kg. of roasted coffee, and distilling it with steam. On concentrating the distillate, 1 or 2 cc. of a dense oil were obtained, and an aqueous solution. These two liquids had not only the characteristic coffee odor, but also an odor of amyl alcohol, furfural, and pyridine. The latter compound was isolated as the double platinum chloride and silicotungstate. Pyridine is present in greater proportion than any other of the constituents of coffee oil thus far isolated. From 200 to 400 mg. have been found per kg. of coffee. It is now to be determined whether pyridine plays an important part in the physiological action of coffee. (Bertrand and Weisweiler, Bull. Sci. Pharmacolog., 1913, p. 705.)

#### Stain for Tubercle Bacillus—

Under certain conditions, preparations of the tubercle bacillus do not give conclusive results with Ziehl's fuchsine reagent. In such cases Meillère recommends the following staining solution: Grübler's crystal violet, 2 g.; recently distilled aniline, 3 g.; 95 per cent. alcohol, 10 g.; glycerol, 5 g.; water, 90 g., to be prepared as needed. The material under examination is spread uniformly on glass plates, dried slowly at about 37°, and fixed by heating on a metallic plate held above a water bath. One or two cc. of the staining mixture are poured on and allowed to dry. After 15 minutes of heating, during which all possibility of superheating must be avoided, the preparation is decolorized by immersing in 10 per cent. nitric acid (by volume). It is not necessary to decolorize every particle of material. Next, the acid is removed by washing in water, then with dilute ammonia, and the process is completed by dehydrating with alcohol-acetone. The examination is made with oil immersion, without using a coverglass. If a coloration of the background is desired, dilute solutions of eosin, Bismarck brown, or aniline green are recommended. In short, whenever the Ziehl stain gives a negative or uncertain indication, staining with crystal violet should be resorted to. If the Ziehl stain were rigorously specific for tubercle bacilli, it could be used alone, but its specificity is still in question. (Meillère, J. Pharm. Chim., 1914, p. 23.)

#### Tincture of Digitalis—

Having occasion to prepare a tincture of digitalis from the laminae of the leaf alone, entirely freed from petioles, midribs, and veins, Guyer was led to examine the strength of such tinctures, to ascertain whether they were markedly more active

than tinctures from the rejected portions. The total solid content of two tinctures of official strength, one made from laminae only, and the other from petioles, midribs, and veins, was 5.87 g and 5.29 g. respectively. Physiological tests showed a relative strength of 18 to 15, the tincture from midribs being slightly weaker. Apparently there is no potential difference between the two kinds of tinctures. The only difference observable is a greenish-brown color in the tincture made from laminae, while the other is more brown than green. The special tincture was probably demanded because of dogmatic statements in text-books that only the separated laminae should be used. (Guyer, Pharm. J., 1914, p. 165.)

#### Perfumes from Lichens—

Attention is drawn to the need of investigating the odorous principles of lichens, with a view to using them in perfumery. As a basis for retaining odors in potpourris and sachets, the common reindeer lichen, *Cladonia rangifer* and *sylvatica*, appear very suitable. The tree lichen, *Evernia prunastri*, called oak moss in France, has been used for some years as a basis for perfumes. It is generally found admixed with other less fragrant lichens, but may be readily distinguished by the frond being gray on the outside and white on the under or channelled side. According to Gattefossé, the odorous principle is a phenol, lichenol, isomeric with carvacrol, and soluble in 3 per cent. sodium carbonate solution. A suitable basis for perfumes is obtained by extracting the lichen with a volatile solvent. (Parry, Perf. Essent. Oil Rec., 1913, p. 408; through J. Soc. Chem. Ind.)

#### Source of Lignum Nephriticum—

An abstract published some months ago stated that Müller had found "Lignum Nephriticum" to be derived from one or more species of *Pterocarpus*. Stapf has recently reopened the question, and concludes that the wood comes from *Eysenhardtia amorphoides*. This conclusion is based both on experiment and on a great deal of literary research. Sections of "Lignum Nephriticum" and *Eysenhardtia* show histological identity under the microscope, and infusions of the two woods give identical fluorescence phenomena. (Small, Pharm. J., 1914, p. 4.)

#### Detection of Turmeric—

It is well known that ground white pepper frequently contains a minute quantity of turmeric, about 0.05 per cent. It is added to give a slight yellow tinge. Microscopic examination will not yield absolutely definite results. The boric acid test will not show less than 1 : 1000. The material is extracted with boiling alcohol, the alcohol evaporated in contact with a silk fibre, and the fibre moistened with a dilute solution of boric acid and dried. By making a blank experiment at the same time, comparisons are possible. Bell's test is by far the best. One g. of diphenylamine is dissolved in 20 cc. of 90 per cent. alcohol, 25 cc. of pure sulphuric acid added, and the mixture cooled. If a drop of this reagent is spread on a slide, and the sample placed on the cover glass, and examined under the microscope, each particle of turmeric will be stained a fine purple. The test is extremely delicate. (Chem. Drug., 1914, p. 106.)

#### Hopf and Hopeine—

The German Hopf, recently sentenced to death at Frankfurt for poisoning his wife and children, was the perpetrator of an astounding fake discovery in 1885 and 1886, the announcement of the isolation of a narcotic alkaloid, hopeine, from American hops. The substance was stated to be a crystalline white powder, scarcely soluble in water, soluble in alcohol, and intensely bitter. It was put on the market by the Concentrated Produce Company, of London. Within a fortnight of the publication of the original article, which appeared in the *Pharmaceutische Zeitung*, three French chemists found the supposed hopeine to be identical with morphine. This was confirmed by two English chemists, but immediately afterward, Weissenfeld, another German, pointed out differences between the two alkaloids. Paul, then editor of the *Pharmaceutical Journal*, showed definitely that the substance was a mixture of morphine and cocaine, and characterized the swindle as

a pair of foolish impudence that almost passes belief." Hoff was in charge of the London office for some time, but disappeared on the day that Paul's paper was published. (Chem. Drug, 1914, p. 124.)

#### Mesothorium—

Since thorium-X and its solutions are perishable, and lose half their activity in four days, they cannot be kept in a drug store. In addition, their preparation offers great technical difficulties. The principal source of these substances is the Auer (Welsch) factories in Berlin. The factory must be informed of the daily dose it is desired to administer, in electrostatic units. The shipment is then made at intervals of three days. The amount of liquid calculated for the first day is less than for the second day, and the latter is in turn less than that for the third day. The content of active substance is so regulated that the correct amount is presented each day. The initial charge is also varied according to the length of time required for transport, being double as strong when the goods are intended for Lisbon, for example, as when they are to be used in Berlin. The price is changed with the dose, not with the initial amount of active material. It is about one mark for a daily dose of 100 units, and hence very much lower than for radium emanation, in addition to the preparations being much better tolerated by the patient. (Pharm. Ztg., 1914, p. 63.)

#### Lecithin and Lecithin Salts—

The instability of lecithin is well known, and there is no good reason for believing that the purer products are more stable than the impure. A lecithin prepared by the older scientific methods can be precipitated almost snow-white from its chloroform solution, contains over 8.5 per cent. of phosphorus, and shows the same decomposability as an impure preparation. Saponification seems to be the process most concerned in the decomposition. Lecithin is very sensitive to mineral acids, and much less so to dilute or weak acids. Pure, fresh lecithin is neutral, but becomes acid after a while. Many salts of lecithin with organic acids possess a rather marked stability. The neutral citrate, which has almost the same acid properties as citric acid itself, on account of the hydrate formula of lecithin, has much greater stability than lecithin itself. If moisture is excluded, the preparation keeps for more than a year. As the lecithin content is 93 per cent., the salt can be used for all purposes where lecithin would be prescribed. It is now to be placed on the market. (Laboschin, Pharm. Ztg., 1914, p. 63.)

#### Heavy Metals in Extracts—

The German Pharmacopoeia prescribes tests for the presence of copper and tin in the ashes of plant extracts. Steinhorst examined a number of such preparations which he had made with special care, and found none of them free from these metals. It was found absolutely impossible to prepare an extract free from copper, unless the entire surface of the vacuum pans, etc., used, could be scoured bright. As this is not possible when working on a large scale, slight amounts of copper must be expected in all such extracts. If tin is present as well, this indicates that the tin lining has been neglected. The amount of metals is proportional to the amount of acids in the plant extracts. A number of careful trials were made, with a vacuum apparatus which had been tinned extra heavily, but in almost every case metals passed into the extracts. On examining 35 extracts made by other firms, only two were found to be free of metals, and these were of the same plant, strangely enough. Many of them showed much more than traces of metals. (Steinhorst, Apoth. Ztg., 1914, p. 39.)

#### Gru-Gru Oil—

Gru-gru is the Trinidad name of *Acrocomia Sclerocarpa*, a tree growing on the poorest soil, and belonging to the same tribe as the coconut palm. The kernel of the fruit, about 5/8 inch across, contains about 50 per cent. of fat. The oil, obtained by hot-pressing the seeds, contains 12 per cent. more stearin than coconut oil, and has about the same value as palm oil. Soap made from the oil is almost white, and of good quality. The stearin would make a valuable edible fat. The tree is not at present cultivated in the West Indies, and the gathering of sufficient quantities of the nuts presents considerable difficulties. The oil might be used in the preparation of oleomargarine. (Knapp, J. Soc. Chem. Ind., 1914, p. 9.)

#### Rose Oil from Citronella Oil—

The researches of Barbier and Bouvaut, and Barbier and

Leser, showed that l-rhodinol is a stereo-isomer of d-citronellol, the two bodies differing in the position of the double bond. It is now possible to pass from one substance to the other, and the rhodinol thus made has properties similar to the natural rhodinol, including an odor of fresh roses. The optical rotation is as far to the right as that of l-citronellol is to the left. All three rhodinols are now known, the d-, l-, and i- forms. (Barbier and Locquin, Comptes rend., 1913, p. 1114.)

#### Administration of Guaiacol—

Guaiacol is probably not used nearly as much in pulmonary tuberculosis as it might be. This may be due to the fact that the doses heretofore have not been large enough, or the remedy may not have been given long enough and regularly. From long experience in bronchial cases, Mayberry finds that 5 minim doses three times daily for a few months are unsatisfactory, but by gradually raising the dose to 12 minims thrice daily for four months or more, highly satisfactory results were obtained. To overcome the objection that the drug impairs digestion, Mayberry gives it before meals, and has seen no harm from its use. A mixture of the following formula is used: Guaiacol, 1 fl. dram; alcohol, 1 fl. ounce; syrup of lemon, 1 fl. ounce; spirit of chloroform, 2 fl. drams; water to make 6 ounces. The dose is 1/2 fl. ounce three times per day. (Mayberry, Brit. Med. J., Jan. 10, 1914; through Pharm. J.)

#### To Prevent Poisoning by Hypnotics—

Cimbal recommends the combination of the hypnotic with ipecac, in such proportions that to the minimum lethal dose of the hypnotic is added the equivalent of 1 g. of ipecac in powder, tincture or infusion. The author finds that in women 0.6 to 0.9 g., and in men 0.9 to 1.2 g. of the drug suffice to induce vomiting, even when administered with strong narcotics. Small doses have only an appetizing effect. Veronal 0.3, phenacetin 0.2, ipecac 0.1-0.15 g., with or without codeine, is a typical formula of this sort. Medinal dissolved in infusion of ipecac is also employed. Cimbal believes that it would be an excellent thing if the chemical factories would turn out all the important narcotics and hypnotics in a form which would make their administration possible in the way described. (Cimbal, Münch. Med. Wochschr., 1913, No. 47.)

## NEW REMEDIES

*Hydrascenerion Zyma* is a titrated hydrastis preparation, used in uterine disorders.

*Jodglysol* is a colloidal solution of iodine and glycogen, to be used in injections as a substitute for iodine and iodides.

*Lytinol* is said to be "sodium dioxybenzene-aluminum iodo-hypoidate," and is used in gonorrhoeal urethritis.

*Methylene Blue-Silver* is a dark blue powder, easily soluble in water, and containing 27 per cent. of silver. It is used in injections, in doses of 0.1 to 0.4 g. Slight pain accompanies the injection. No secondary effects could be noted.

*Optochin hydrochloride* is a new protected name for ethyl-hydrocupreine hydrochloride, used in pneumonia and in ophthalmology.

*Papaverine "Roche"* promises to be therapeutically valuable. It has the effect of lowering the tone of smooth muscle, and hence has been used in acute uremic hypertension. The preparation comes on the market in tablets and ampules.

*Phenoval* is brom-valeryl-phenetidin, forming white, colorless and tasteless needles, insoluble in water, difficultly soluble in ether, acetone, benzene, and benzine, but easily soluble in chloroform, glycerol and cold alcohol. It melts at 149-150°. Its uses are as a mild hypnotic, and especially as a headache remedy, without antipyretic action. It is non-toxic and non-habit-forming and the dose is 0.5 g.

*Transpirol* is said to contain "homologues of benzenecarboxylic acid, as cinnamic acid, etc." It is used to allay the odor of perspiration and other secretions.

*Tricalcol* is used for increasing the calcium and albumen content of milk, and is stated to be a colloidal calcium-albumen-phosphoric acid compound.

*Vascosan* is a base for eye salves, which is said to overcome all objections hitherto raised to other bases of the same character.



THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**Violet Toilet Lotion.**

(H.S.F.)—Two much-used formulas for "violet toilet lotion" are the following:

- (1)
- Ammonia water ..... 13 fl. ounces
  - Alcohol ..... 12 fl. ounces
  - Essence of violets..... 3 fl. drams

- Mix.
- (2)
- Stronger ammonia water..... 7 fl. ounces
  - Stronger tincture of orris..... 1 fl. ounce
  - Alcohol ..... 1 fl. ounce
  - Distilled water ..... 4 fl. ounces
  - Chlorophyll ..... q.s. to color

Mix and filter in a closely-covered funnel through tucum. As tincture of cudbear with alkalis gives a purplish tint or violet color, it is possible to give the shade desired to this preparation by substituting a little tincture of cudbear for the chlorophyll.

A violet odor can be imparted to almost any lotion by the addition of the synthetic ionone, which may be used in either the form of an alcoholic solution singly, or in combination with tincture of orris. A spirit of ionone used by perfumers to produce a violet odor is made by dissolving ionone (10 per cent. solution) in rectified spirit to make 20 fl. ounces, adding enough of this solution to the lotion to impart the degree of odor required. A violet tint may be imparted by the use of methyl violet, but the amount necessary to produce the shade desired should be determined by careful experiment.

**Female Regulator.**

(G.B.W.)—Most of the preparations of this character on the market under the above name or similar titles are constructed upon the type of the "compound elixir of cramp bark" of the National Formulary. Formulas from other sources are these:

- (1)
- Aletris or stargrass..... 1 ounce
  - Blue cohosh ..... 1 ounce
  - Cramp bark ..... 1 ounce
  - Helonias or starwort..... 1 ounce
  - Syrup ..... 2 fl. ounces
  - Alcohol ..... 2 fl. ounces
  - Sherry wine, enough to make..... 16 fl. ounces

Extract the drugs reduced to suitable powder with 16 fl. ounces of sherry wine previously mixed with the alcohol, and percolate until 14 fl. ounces of liquid are obtained. Mix the percolate with the syrup, and filter if necessary.

- (2)
- Fluidextract of motherwort..... 2 fl. ounces
  - Fluidextract of yarrow..... 3/4 fl. ounce
  - Fluidextract of rue..... 1/2 fl. ounce
  - Compound tincture of cardamom..... 1 fl. ounce
  - Compound elixir of dandelion, enough to make ..... 16 fl. ounces

- Mix.
- (3)
- Fluidextract of blackhaw..... 1 fl. ounce
  - Fluidextract of blue cohosh..... 1/2 fl. ounce
  - Fluidextract of golden seal..... 1 fl. ounce
  - Fluidextract of Jamaica dogwood..... 1/2 fl. ounce
  - Compound tincture of cardamom..... 1 fl. ounce
  - Tincture of cinnamon..... 1 fl. ounce
  - Compound elixir of dandelion, enough to make ..... 16 fl. ounces

Mix the fluidextracts with the tinctures and elixirs; allow the mixture to stand a few days and then run through a wetted talcum filter.

**Books on Radium.**

(W.A. Van W.)—The following are standard books on radium and radio-activity:

- Joly, Radio-activity and Geology.....\$3 00
- Raffety, Introduction to the Science of Radio-activity ..... 1.25
- Robarts, Practical Radium and Uses in the Treatment of Diseases..... 1.00
- Soddy, Interpretation of Radium..... 1.75
- Cameron, Radio-Chemistry ..... 1.00
- Jones, Electrical Nature of Matter and Radio-activity ..... 2.00
- Baskerville, Radium and Radio-active Substances 1.00
- Rutherford, Radio-activity ..... 4.00

As described in a recent issue of the *Journal of the American Medical Association* ("New and Non-official Remedies"), radium is a bivalent metallic element closely related to barium. It is strongly reactive, making it difficult to isolate in its metallic state and after isolation to keep in a pure state, as it reacts with air, forming the oxide, nitrite and finally the carbonate. On account of this activity it is only produced in the form of its salts, principally as the bromide, chloride, sulphate and carbonate. The most important property of radium is its radio-activity upon which depends its therapeutic value. Radio-activity is defined as "the property of spontaneously emitting radiations capable of passing through plates of metal and other substances opaque to ordinary light and having the power of discharging electrified bodies." A spontaneous disintegration of the atoms characterizes all the radio-active elements and it is in this transmission or splitting of the atom that the rays are shot out, some being material in nature, others electrical or of the nature of light. This spontaneous transmutation of radium is going on at a regular rate, which is independent of the state of combination of radium in the molecule of its compounds.

To determine the radio-active value of radium, use is made of its property of ionizing gases. Thus, when radium is allowed to act on the air in a charged gold-leaf electroscope the air becomes ionized and therefore a conductor of electricity and allows the charge to leak out, causing the leaf in the electroscope to move. By observing the rate of movement of the leaf in a calibrated apparatus the radio-activity can be determined. Quantities and concentrations of radium emanation are expressed in terms of "curies" and Mache units. A "curie" is the amount of emanation in equilibrium with 1 gram of radium; a microcurie, one millionth of a "curie," is the amount of emanation in equilibrium with 0.001 mg. radium and is equivalent to about 2500 Mache units.

The rays are divided into three groups, the alpha, beta and gamma, which differ in their velocity and penetrative power. The alpha and beta rays consist of minute particles of matter electrically charged and moving with a velocity almost equal to that of light. They are for the most part of relatively feeble penetrating power. The gamma rays are vibrations in the ether, very similar to X-rays, and of high penetrating power. Therapeutically, the last group is the most useful. Radium emanation is continuously given off from aqueous solutions of radium salts. It can be collected as it escapes from the solution, drawn off through the use of the mercury pump, or by other suitable means, quantitatively determined by either the alpha or gamma ray electroscope, brought into solution in water for internal or external use or be set free in an emanatorium for inhalation treatment. It may be collected into small glass containers and then used in place of the applicators prescribed under surgical use.

The compounds accepted by the Council on Pharmacy and Chemistry of the American Medical Association for inclusion in the forthcoming edition of "New and Nonofficial Remedies" are radium chloride and radium sulphate. While nearly pure

salts of this group are obtainable, the market supply is of a mixture of radium chloride and barium chloride, or of radium sulphate and barium sulphate, respectively, the mixtures being sold on the basis of their radium content.

#### Compound Syrup of White Pine.

(H. L. T.)—A standard formula for compound syrup of white pine may be found in the National Formulary, and the preparation made from it is the only one entitled to the name without other qualification under the Federal Food and Drugs Act. For the sake of uniformity you should use the N. F. preparation, but a formula in which fluidextracts are employed is the following:

Fluidextract of white pine.....	1 fl. ounce
Fluidextract of wild cherry.....	1 fl. ounce
Fluidextract of bloodroot.....	56 minims
Fluidextract of spikenard.....	64 minims
Fluidextract of balm of gilead buds....	64 minims
Fluidextract of sassafras bark.....	32 minims
Morphine sulphate .....	3 grains
Chloroform .....	64 minims
Purified talcum .....	2 drams
Water, enough to make.....	16 fl. ounces

Mix the fluidextracts with about 6 ounces of water and the purified talcum, and stir and agitate about 15 or 20 minutes. Transfer the mixture to a wetted filter, and when the liquid ceases to drop from the funnel, wash the contents of the filter with water until 8 ounces of filtrate have been obtained. In this dissolve the sugar and morphine sulphate by agitation and add enough water, previously passed through the filter, to make, with the chloroform, when added to the syrup, 16 fl. ounces. Lastly add the chloroform and shake thoroughly.

#### Milk of Magnesia.

(H. L. T.)—A standard formula for this preparation is given in the National Formulary, and the same remarks as to the use of the name on any other preparation than the N. F. product noted above apply to milk of magnesia. However, a so-called "improved formula" devised by S. L. Hilton, of Washington, D. C., and published in the ERA of May, 1911 (page 200), is the following:

Magnesium sulphate, U. S. P.....	350 grams
Sodium hydroxide .....	119 grams
Gelatin .....	0.150 gram
Distilled water, q. s. to make.....	1000 cc.

Dissolve the magnesium sulphate in 400 cc. distilled water, filter the solution through paper; dissolve the gelatin in 50 cc. of hot water and add this solution to the magnesium sulphate and then wash the filter with several portions of distilled water using in all not more than 250 cc.

Dissolve the sodium hydroxide in 400 cc. of distilled water; when the solution has cooled, add 300 cc. of distilled water, mix thoroughly, and when both solutions have cooled to room temperature, add the solution of sodium hydroxide to the solution of magnesium sulphate by some means that will deliver the solution of sodium hydrate in rapid drops. Stir the magnesium sulphate solution briskly until all of the soda solution is added then dilute with distilled water to make the mixture measure 3000 cc. Let stand until the precipitate has settled to the 1000 cc. mark on the container, siphon off the supernatant liquid and add 2500 cc. of water, stir well and set aside to settle again to the 1000 cc. mark, siphon off the supernatant liquid and dilute the magma with distilled water until it measures 4000 cc., stir well and set aside to settle to the 1000 cc. mark, draw off the clear liquid, mix the magma well and assay by the process given, diluting, if necessary, so that the preparation will contain 7.5 per cent.  $Mg(OH)_2$ .

For the assay process we must refer you to the issue of the ERA cited above. With this process and the assay method given it is claimed that a uniform product of definite strength can be made.

#### Face Powder.

(L. S. G.)—"Will you please publish in the ERA an A1 formula for a face powder, not a cheap article, but a powder of extra good quality regardless of price?"

As to what constitutes "an A1" face powder is largely a matter of individual preference, the exact cost of production

oftentimes bearing no definite relation to the price charged the consumer. However, here are some typical formulas from various sources from which you should be able to make a selection:

(1)

Bismuth subcarbonate .....	1 ounce
Zinc oxide .....	3 ounces
French chalk .....	4 ounces
Precipitated chalk .....	4 ounces
Corn flour .....	5 ounces
Perfume .....	a sufficiency

Mix thoroughly and sift. The powder may be tinted pink by the incorporation of a little carmine dissolved in ammonia water, while a "brunette" powder is made by admixture with sufficient burnt umber or sienna.

(2)

Whitest Venetian chalk.....	2 ounces
Rice flour .....	2 ounces
Zinc white .....	1 ounce

Mix and perfume with a sufficiency of the following:

Oil of bergamot.....	45 minims
Oil of ylang ylang.....	30 minims
Oil of neroli.....	30 minims
Eau de cologne.....	5 drams

Mix thoroughly.

Swan Down.

Zinc oxide .....	8 ounces
Powdered orris .....	2½ ounces
French chalk .....	10 ounces
Essence of musk.....	10 minims
Jasmine extract.....	60 minims
White rose extract.....	60 minims
Cassie extract .....	60 minims

Mix thoroughly, allow to stand in the air a short time, and pass through a fine sieve ("Pharmaceutical Formulas").

#### Soluble Antiseptic Powder.

(A. N. N.)—A typical formula "for a compound antiseptic powder that can be dissolved in water or be used in the dry form" is that for soluble antiseptic powder of the National Formulary. This preparation, according to the "Physicians' Manual of the Pharmacopœia," is said to be "similar in composition to the various antiseptic powders of more or less secret character sold under trade names." It can be used either as a dusting powder, or in 5 per cent. solution. For the sake of uniformity this is the formula that should be employed.

Formulas for compounds employed for a similar purpose are the following, the last one given being that for "compound alkaline powder" of the British Pharmaceutical Codex Formulary:

(1)

Boracic acid .....	10 ounces
Sodium baborate .....	4 ounces
Alum .....	1 ounce
Zinc sulphocarbolate .....	1 ounce
Thymic acid .....	1 dram

Mix thoroughly. For an antiseptic wash dissolve 1 or 2 drams in a quart of warm water.

(2)

Sodium bicarbonate, in powder.....	1 ounce
Sodium chloride, in powder.....	1 ounce
Borax, in powder.....	1 ounce

Mix. This powder is used to make a wash for the nose in catarrh, 30 to 60 grains being dissolved in 10 fl. ounces of warm water.

#### Black Leather Varnish.

(S. W. D.)—

Rosin .....	30 parts
Turpentine .....	30 parts
Oil of turpentine.....	30 parts
Sandarac .....	60 parts
Shellac .....	120 parts
Alcohol, 90 per cent.....	900 parts

Digest, then add—

Lampblack (previously triturated with a little alcohol) .....	15 parts
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Recommended as producing a satisfactory black which will not crack or peel off.





# WOMEN IN PHARMACY



Conducted by EMMA GARY WALLACE

## IV. The Woman Pharmacist's Future.

### IN RELATION TO GOVERNMENT EXPANSION.

**W**E HEAR much about the economics of the home, the individual business, and the community under such names as domestic science, modern efficiency, civic improvement, and social service, but few—very few—are awake to the economics of national progress.

Your horizon and mine has widened within the last 10 or 15 years; so has that of Uncle Sam and Miss Columbia. If it were not so, if the Federal vision remained fixed, then the few who were successful in scrambling to the top of the ladder would stay there and the lower rungs would become much more crowded than they are now. As it really is, however, the ladder keeps growing longer and requiring more rungs so there are more places—more worth-while places, to fill.

#### Pharmacists a Growing Need.

Wherever there are people who are intelligent according to modern standards, health supplies, hygienic sanitation, medical and surgical needs must be met. With our increased possessions come increased opportunities. Alaska, Hawaii, Cuba, the Philippines, Panama, and territorial development, all spell opportunity directly and indirectly. Openings there are which the woman pharmacist can fill directly by seeking them, and when it is impracticable for her to do this, her brother pharmacist is called upon to serve, and so the place he has left is open to her. Indirectly, Government expansion has extended the field for her services.

But, to take advantage of these or any other opportunities, preparation must be made and the situation so thoroughly studied and understood that open doors will be recognized and, when the psychological moment arrives, entered. Sometimes people blunder into the right opening, but more often success is the result of definite, well-thought-out, and persistently-carried-out plans.

#### Commercial Enterprise Not Appreciated.

We have scarcely come to the point of appreciating the many fields of service opening up because of the wonderful commercial enterprise of our people both at home and abroad.

Some of our great pharmaceutical manufacturing houses maintain branches in London, Tokio, Melbourne, etc., and sometimes there are fine opportunities for the trained, specialized worker who would see something of the world and receive a good salary while doing it. American travel is now so extensive that American service in retail lines is also sought, so that the woman pharmacist with the germ of wanderlust in her blood need not feel obliged to remain at home and "to blush unseem" unless she so desires.

Then, too, in our own country the growing sentiment expressed in the modern slogans of "Safety First," "Quality," "Honest Goods," "No False Claims," etc., has been the means of many, many manufacturing firms, and wholesale and retail houses establishing individual or co-operative laboratories for testing the goods they offer for sale themselves or essay to buy of others. Foods, leather, false hair, silks, cotton, medicines, *ad infinitum*, are subjected to searching analysis, and the woman chemist again finds a new and profitable field open to her.

#### The Government Service.

The idea often prevails that profound and unusual attainments and a great deal of pull are necessary to gain an entrance to the Government service. And yet some positions go a-begging because people are afraid to tackle them or do not know of them. An expert needlewoman, for instance, was wanted to repair tattered and historic flags, and even after the Civil Service Commission sent application blanks broadcast for examinations for the vacancy, yet, it is stated, no one applied for the vacancy, although it offered suitable remuneration.

What does the Government hold in its gift of opportunities for the woman pharmacist? The answer today would be altogether too abbreviated tomorrow, for the service is constantly expanding. But there is no mystery about it. Every department has its head whose duty it is to serve the public. Every person has started toward success who takes time to commune with herself and to inquire—"What do I like to do?" "In what field lies my particular opportunity to use my professional knowledge to agreeable and profitable advantage?"

And having decided, lose no time in seeking authoritative information until the nearest avenue of entrance is discovered. Postage stamps are cheap, the mails swift and sure. For informational guidance, "Ask and ye shall receive," and having received it is necessary to act, not to be content with mere dreaming. The field is wide. Where will ye reap?

## A Successful Professional Woman.

**M**RS. DELLA MAE WRIGHT, of Algona, Wash., affords an excellent illustration of what may be done at home, using the means at hand for self-improvement. We cannot do better than to give you a glimpse of Mrs. Wright's work through her own account:

"I have always, since a little girl, been interested in pharmacy and always had a great desire to be in the drug business. I married into a family of druggists and doctors. My husband, his father, uncles and brothers are all druggists or doctors.

"In 1910 we opened this store in Algona, and I, besides helping in the store, began the study of pharmacy. I found it very difficult to get down to hard study and accomplish much without some system to go by, so in December, 1912, I decided to take up the ERA Course. I found it to be a very good and interesting system of instruction. Finished it in February, 1913. In September I took the Washington State examination and passed with honors. There were 28 applicants of whom only eight succeeded in passing. I was the only woman present, and I give much credit to the instruction I got through the ERA Course. I recommend it highly to anyone desiring to study pharmacy at home. At times while studying, I would feel discouraged and be tempted to give up, but would simply force myself to study. It is an easy matter for one to obtain a study at home, but it takes will-power and determination to keep it up day after day and complete a course such as pharmacy; but when it is completed and one successfully passes a State examination, one then realizes the old saying 'What is worth having is worth working for.' I expect to continue in the drug business as I think it one of the most desirable professions for a woman."

What Mrs. Wright has done, others may do if they will but heed what she says concerning the will-power and determination it takes to stick to any work once it is undertaken. Achievements worth while always cost effort and to the persistent and persevering belong the spoils.

## Sister Pharmacists.

There are many noble women serving as registered pharmacists in religious institutions. In some of these it is against the rule to publish individual histories or photographs, while



MRS. WRIGHT.

in others it is entirely permissible. A quotation from a recent letter will make this clear:

"Your letter addressed to Sister Augustine to hand and will say in reply that we, as religious workers, do not have our histories published.

"I can assure you we are very much interested in pharmacy and are pleased that other women are interested in this work also. We thank you for your kind letter and are sorry that we cannot comply with your wishes. Wishing you success, I am,

"Sincerely yours, SISTER THERESA, R.P.H.,  
"St. John's Hospital, Springfield, Ill."

From the above it will be seen that there is a large number of women pharmacists who are working patiently and helpfully for others, yet of whose work we shall never know.

We wish them happiness in their labor of love and in full measure, the ultimate reward of their self-sacrifice.

## An Illuminating Circular.

IT has been said that difficulties are something to overcome. That they may be overcome is shown by the experience of Miss Mary Kennedy, of Lawrenceburg, Ind., a successful woman pharmacist who has not been discouraged by adverse circumstances. After Miss Kennedy graduated from high school she cherished the hope of being a nurse, but as she was needed at home she was obliged to give up the idea for two years, when she was free to enter the Louisville City Hospital training school for nurses, from which she graduated in 1900.

After a year spent at Grady Hospital, Atlanta, Ga., she accepted a position to organize a training school at St. Joseph's Hospital, Savannah, Ga. After two years of this work she found herself very tired, and so decided to go into private work to better enable herself to teach all branches of nursing. A year of this work showed her that if she were to be an all-around expert, she must understand pharmacy, and entering the Southern College of Pharmacy, Atlanta, Ga., she graduated from that institution in 1905, and passed the State Board the same year. Her average was high enough to be recognized by States giving reciprocity. She is also registered in Indiana. While attending the college of pharmacy she spent her spare time nursing.

It now seemed best for her to return to her home town, and soon after her arrival her attention was drawn to a drug store for sale. Upon what was considered good advice, Miss Kennedy, assisted by her father, purchased this store without invoicing the stock. Subsequent investigation proved that the fixtures which had been represented as solid oak were mostly pine and there was considerably less than half the stock which they had been led to believe they would find. This was discouraging for the young lady who had agreed to pay 6 per cent. interest, taxes, and insurance upon fictitious values.

As Miss Kennedy had no experience in retail work, she was obliged to employ a registered man who proved to be dissipated. She was much discouraged to discover that drugs, toilet articles, etc., were being exchanged for strong drink at nearby saloons. She was forced to discharge this assistant, and conduct the business alone. She was working hard, carrying a heavy burden, and not gaining on the principal of her indebtedness although doing fairly well. Determined to improve the situation, she offered her services as a nurse to the local doctors in emergency and needy cases free of cost. This brought little response and again she was disappointed. Most

of the medical men dispensed their own drugs and so had little need of her.

After several more years of struggle people began to call on her as an emergency nurse in surgical and medical cases and she became acquainted with every one. She finally became assistant at major cases and gave anesthetics for minor cases.

It was not possible for her to go elsewhere as the failing health of her mother prevented, and upon her death Miss Kennedy pledged herself not to leave her father. Mr. Kennedy died a year ago. Along with her drug store work she accepted a position of visiting nurse for an insurance company the past year besides other special work. During the Spring Miss Kennedy was unfortunate enough to be in the flooded district and lost considerable, having had eight feet of water in the store, which is located on one of the prominent corners. Since this time she has moved to higher territory about one and one-half miles distant, where the prospects of a good business are very encouraging.

During the flood Miss Kennedy was the only woman to serve on the relief committee as chairman of furniture and fixtures. She investigated conditions in about 400 homes, and during the actual time of the flood visited all the sick in public places, box cars, etc., and signed applications for clothing and bedding for the needy.

At the request of the State Association for the Study and Prevention of Tuberculosis, she is now organizing a county society.

In speaking of her experience, Miss Kennedy says:

"I feel that my experience in the drug business has been wonderful, but for the burden I have had to carry, which at times seemed an impossibility. I would advise women to seek its study but would not like to see others share what I have shared. However, it has made me a better woman, a better nurse, and a better druggist. Perhaps more flattering positions would not have done this. As a profession for women, I could suggest nothing more interesting, but as a conductor of the business it all depends upon the woman, finance and location."

## Canadian Girl Gains Success.

MISS MARION LE PATOUREL, Phm.B., is associated with her father in his retail drug business in Burlington, a thriving place on Burlington Bay near the western end of Lake Ontario.

Upon finishing school, Miss Le Patourel found herself with a good deal of unoccupied time on her hands, and having long been at home in the store atmosphere, it was quite natural that she should give her father such assistance as lay within her power at this time.

Seeing her natural aptitude for the work, Mr. Le Patourel registered his daughter's name in the Ontario College of Pharmacy at Toronto and in due course of time she entered and successfully completed a very satisfactory course. She is now prepared to render material skilled assistance and to take her share of the responsibility.

Miss Le Patourel finds the work pleasant and not unduly taxing. If a hard day's work sometimes leaves her a bit weary, she reflects upon the advantage of association with her father and being able to regulate conditions and hours as seems best.

The Canadian woman pharmacist is rapidly coming to the fore, and by earnest, conscientious work is demonstrating her fitness for the work.



MISS MARY KENNEDY



MISS LE PATOUREL

# NEWS SECTION



## N. A. M. M. P. Considers Proposed National Legislation.



*Members and Guests of the N. A. M. M. P. at the Annual Banquet at the Waldorf-Astoria, New York City.*

**D**R. HENRY C. LOVIS, president of Seabury & Johnson, was unanimously elected president of the National Association of Manufacturers of Medicinal Products at that organization's third annual meeting held at the Waldorf-Astoria hotel, Feb. 10 and 11. J. K. Lilly, president of Eli Lilly & Co., was elected vice-president; Charles M. Woodruff, legal adviser for Parke, Davis & Co., secretary; A. R. Dohme, president of Sharp & Dohme, and Adolph G. Rosengarten, treasurer, Powers-Weightmann-Rosengarten Co., members of the executive committee.

In his annual address, President Frank G. Ryan asserted that the association should enter a protest in reference to the ruling that sandalwood used in making sandal oil for medicinal purposes shall pay a duty of 20 per cent. because the oil is used in the making of perfumes. "The proposed duty would entirely destroy an industry that even under the old tariff was only carried on in the United States for the purpose of securing a pure product and not from an economical standpoint."

President Ryan recommended that the association go on record as opposed to any change in the Food and Drugs Act which will repeal the so-called variation clause. He said: "To those who have not given careful study to this subject the suggestion may seem desirable; but when carefully examined it will be found that its effect will be very far-reaching, and, in fact, will prohibit the sale of large classes of medicinal products, such as the mother tinctures of the homeopathic physician, and specific tinctures of the eclectics, and any improved pharmaceutical or chemical product not conforming to the standards of the Pharmacopoeia or National Formulary, thus stifling all progress until such time as those in authority may see fit to recognize such improvements."

Mr. Ryan asked that the association indorse the Harrison bill and urge its passage by the Senate. He recommended that the organization approve of the Drug Trade Conference and continue to lend its support thereto. "The Harrison bill was the result of the work of the Drug Trade Conference in which this association was represented by a very active

committee. It is my opinion that the conference has more than justified itself and by its work has shown that it presents a clearing-house where all branches of the drug trade can meet on equal terms and present their views and formulate policies acceptable to all."

The decision of the Supreme Court on the question of control of retail prices by manufacturers of proprietary products did not appear to the president to be either wise or just. "Certainly nothing will more quickly kill a product or commodity proprietary in character than the cut-price sale of the same by department and retail stores. I am convinced that manufacturers should be given the right to control the retail price of their products." Mr. Ryan recommended that the association approve of the control of retail prices of proprietary products by the manufacturers thereof.

In pointing out the importance of diligent work to attain uniform Federal and State legislation, President Ryan referred to the condition brought about by the daily press with reference to the sale of bichloride of mercury as a good illustration. "We are very likely to have a score of different laws in various States and municipalities, each differing from the other, where in fact no law on the subject is necessary, the agitation of the subject having resulted from sensational newspaper articles which in themselves are the real cause of most of the deaths by the means referred to. \* \* \* Laws on the subject will not protect the care-less or the person bent on taking his own life."

On account of the increasing exportation of chemical and pharmaceutical products and the difficulty of protecting trade-marks in foreign countries President Ryan considered it desirable for the United States to become a party to the agreement for the registration of international trade-marks through the international bureau established at Berne, Switzerland. He recommended that the association do all in its power to bring to the attention of the proper authorities at Washington the desirability of the United States becoming a party to this agreement. In concluding his report, President Ryan also recommended that the dues for the present year be suspended.

Secretary Woodruff presented an extensive report which was

circulated in printed form among the members. Two firms joined the association during the past year and one withdrew; there are now 30 members. Mr. Woodruff pointed out that the organization's "relations with sister organizations have been exceedingly amiable, and have made membership in this Association not only a social but a commercial asset." He reviewed legislative work performed in behalf of the association during the past year, referring in particular to the defeat of disinfectant legislation in Missouri, the defeat of an Iowa measure that would have killed pharmaceutical industry in that State, enlarged upon the solicitation for cooperation in opposing disinfectant and anti-narcotic legislation in Pennsylvania, reported the protest by the secretary to President Wilson against the provision of the Civil Appropriation Act forbidding the use of any portion of the appropriation to prosecute violations of the Sherman Anti-trust law by certain classes, explained the status of the question respecting Cuban regulations of pharmacy, elaborated upon the attack upon the guaranty clause of the Food and Drugs Act and also presented pertinent information upon the poison postal regulation, Treasury decision No. 33456, the forced disclosure of trade secrets to Federal officers and miscellaneous matters.

In his report as chairman of the committee on legislation, Mr. Woodruff pointed out that the pure advertising legislation was one of those measures against which there can seem to be no reasonable objection, and yet for which there is no reason founded in sound government. The distinctions between public wrong and private wrong have been entirely lost sight of and a crime has been made of an act which naturally can never amount to anything more than a private wrong and for which a civil remedy has always existed. The message of Governor Haines of Maine in vetoing the bill deserves, reported Mr. Woodruff, to be preserved in the archives of the association. The Sherley amendment, net weight acts affecting drugs, uniform legislation, insecticide legislation, anti-narcotic legislation, and portending legislation. Mr. Woodruff's report was referred to the executive committee to report back to the whole association their recommendations at a subsequent session.

Mr. Woodruff, J. Fred Windolph and Frank R. Eldred were the association's delegates to the House of Delegates of the A. Ph. A. The first named presented the report of the delegation. Treasurer Henry C. Lovis reported a balance on hand to date of \$9,197. The report of the delegates to the National Drug Trade Conference, Adolph G. Rosengarten, Dr. A. R. L. Dohme and Charles M. Woodruff, was presented by Mr. Woodruff. In behalf of the executive committee Mr. Woodruff presented a number of resolutions which were unanimously adopted, the first referring to the U. S. vs. Parke, Davis & Co. suit for mailing heroin contrary to law. They were in brief:

**RESOLVED**, That this Association recommend to its members and the trade generally that, pending a determination of the issues involved in this suit no opium or coca leaves, their salts, derivatives or preparations be sent by mail; but that pharmacists, physicians, dentists and veterinarians be required to secure such medicinal preparations, however urgent the case, or however remote they may be from express or freight offices, by other means of transportation; and be it further

**RESOLVED**, That this Association, confiding in his sense of fairness and justice, respectfully petition the President of the United States to use his influence with the Postmaster General to give the drug trade and medical and allied professions the deserved relief contemplated by the Congress of the United States when it incorporated the present law in the penal code.

In the preamble to this resolution it is pointed out that manufacturers, wholesale and retail druggists have lawfully mailed orders of valuable therapeutic agents which in over doses may be considered poisons, to their respective business and professional customers, and that this custom so long and generally observed has never resulted in a single reported case of injury \* \* \*; that the manufacture, sale and use according to the direction of skillful physicians of medicinal agents, the most valuable of which are often virulent poisons in large doses, is universally recognized as humane and beneficent \* \* \*; that the various drug interests of the Country have been and still are urging the Postmaster General to promulgate a reasonable rule to carry out the intention of Congress not to exclude medicinal preparations from the mail; that the Postoffice department has repeatedly assured the trade that the mailing of medicinal preparations containing poisons in small proportions would not be considered as coming under the operation of the law; that manufacturers and dealers have been continuing a custom to the advantage of physicians and dealers, especially those in remote places not readily accessible \* \* \*, not dreaming they were violating in spirit or letter any positive law as they certainly were not any moral law, and that proceedings have recently been begun against one of the members of the association

for mailing an alleged poison, by reason of a package of narcotic tablets alleged to have been mailed to a regular wholesale druggist customer, notwithstanding the existing regulation which seems to admit narcotics to the mail.

By resolution, the association went on record as opposed to any provision in the U. S. P. or N. F. prescribing the shape, size or color of mercuric bichloride or other poisonous tablets, or shape, size or color of the packages in which they shall be furnished.

"Human ingenuity cannot devise any plan or scheme more likely to prevent poisoning by mistake than the manufacturers have already adopted; and we believe that the most effective way to further minimize the dangers attending the manufacture, marketing and dispensing of poisonous tablets is to enforce the present State laws when necessary, and above all, to inaugurate a campaign of 'safety first' education, for the purpose of eliminating the element of human carelessness on the part of the public, which carelessness no law or regulation can of itself correct."

The resolution expresses the belief that more can be accomplished by urging the public to keep poisons entirely out of the houses as much as possible, and suggests legislation making the possession of stated poisons, except in some special receptacle, suitably marked, a misdemeanor. The association heartily supported the resolutions passed by the National Drug Trade Conference requesting the newspapers of the country to omit details with respect to murders and suicides.

Relative to a recommendation anent duty on sandalwood logs contained in the president's address, it was resolved that it was the sense of the association that sandalwood logs should be so classified as to be admitted free of duty. Sophistication of sandalwood oil as found in the foreign markets for many years has caused some pharmaceutical manufacturers to import sandalwood logs from Mysore, India, and distil the oil exclusively for manufacturing purposes. It is now proposed to assess sandalwood in the log as a substance in the manufacture of perfumes 20 per cent. ad valorem, whereas the primary use of the logs as imported into the United States is for medicinal purposes.

The association reaffirmed its belief in the equity and justice of paragraph first of Section 7 of the Pure Food and Drugs Act, respecting drugs sold under names recognized in the U. S. P. and N. F.

"This section as it now reads entitles the druggist or physician to understand that any such drug conforms to the standards mentioned, unless notice of the actual standard be indicated upon the label. . . . The elimination from this paragraph of what is known as the 'Variation Provision' would change the entire purpose of the law and make the paragraph in intent and effect one to forbid a druggist from furnishing and a physician from purchasing a drug of a strength, either lower or higher, than in his judgment was preferable to that recognized in the U. S. P. or N. F. . . . The variation clause contained in the Federal Act has been incorporated in two-thirds of the States' laws and other States are gradually incorporating it in their laws, despite the opposition of factions this association believes to be either misguided or malevolent."

The above resolution expresses the protest of the association against the propaganda to eliminate the "variation clause," and urges upon "our Congressmen and the members of our State legislature to study the subject thoroughly and to consider well the effect of such elimination: . . . And we further urge upon the Legislature of those States which have not adopted the provision to do so as soon as possible, pointing out to them the fact that the provision without the variation clause has come to be a dead letter as founded in wrong and injustice and as probably unconstitutional in that, without any reason founded in public policy, it favors one class of drugs over another equally worthy."

The association approved Senate Finance Committee reprint of so-called Harrison Bill No. 6282, as amended by the National Drug Trade Conference at its recent meeting in Washington Jan. 13, 1914.

"And we request Section 6 of said bill be amended so that 1/2 grain heroin shall read 1/4 grain heroin; but we oppose efforts we understand are being made to make the term read 1/2 grain heroin, because in our opinion 1/4 grain is the proper exemption and meets every legitimate requirement of medicine and pharmacy; while it is the exemption usually allowed in State laws."

The association approved of the Drug Trade Conference, authorized its support thereto, authorized the continuance of the present delegates to the conference until after the first meeting of the conference in 1915, and the president was authorized to appoint three delegates whose terms of office shall begin immediately after the above extended terms of office, have been completed.

The executive committee was instructed to take what steps

may seem advisable to promote the joining of the United States of America as a party to the convention for international trade-marks through the International Bureau established at Berne, Switzerland.

The association reaffirmed its approval of the efforts of the National One-Cent Letter Postage Association at Cleveland, Ohio, to secure a rate of one cent on letters, etc., where the rate of two cents now prevails.

A memorial respecting the operation of the Federal serum laws was adopted. It pointed out that:

"In serum therapy the field of opinion is just as large with respect to product and processes. . . . This association holds that when Congress passed these Serum Acts it intended only to assure the public that serums, vaccines, toxins, antitoxins, etc., should be made by skilled experts under conditions insuring the highest degree of quality and purity and the greatest possible freedom from foreign contaminating substances; and to that end to license the laboratory rather than the product issued from the laboratory; to authorize a system of inspection and inquiry that should determine the efficiency of those by whom and the sanitary conditions under which these products were produced. It did not intend to grant any power to compel the disclosure of lawful trade secrets; nor the power to enter the field of controversy and exclude from commerce any product that in the opinion of the licensing power, was not efficacious, or not made by a favored process. . . . This association submits that the facilities possessed by the manufacturers are equal to those of the Government. . . . ; and that there is no reason founded in public policy why the processes and products approved by these experts should be officially condemned because their opinions may not conform to the opinions of those who, for the time being, happen to be in power. . . . Trade secrets disclosed to an official inspector soon become common property—a distinct discouragement to that initiative and enterprise which it is one of the objects of this association to foster and promote." (A penal provision should be introduced into the acts referred to to prevent the disclosure of information of the above character.) "This association further believes that these laws should be amended so as to make it clear beyond contention that nothing contained in them shall give the Secretary of the Treasury and the Secretary of Agriculture, respectively, or any officer or board operating under them, the power to compel any propagator or manufacturer to disclose his processes; or to follow and adopt a particular process; or to discard the marketing of a particular form of serum, toxin, vaccine, antitoxin, etc.

By resolution, the association petitioned Congress to pass H.R. Bill 10,310, introduced Dec. 11, 1913, and referred to the committee on patents as being absolutely necessary to correct the evils of the act approved Sept. 18, 1913, entitled: "An act providing for the free importation of articles intended for foreign buildings and exhibits at the Panama-Pacific International Exhibition, and for the protection of foreign exhibitors."

A resolution, proposed by John F. Queeny, of the Monsanto Chemical Works, was adopted and referred to the executive committee. It instructed the secretary to take up with the proper authorities in Washington the question if the ruling affecting saccharin should not be changed, so as to be in accordance with the findings of the Referee Board.

The subject of changing the date of annual meeting to the first week of February, instead of the second, due to Lincoln's Birthday falling in the latter, was left to the executive committee for action.

Delegates were received as follows: American Pharmaceutical Association, Prof. Joseph P. Remington; Proprietary Association of America, Orient C. Pinckney and Harry B. Thompson, attorney, the latter addressing the association; American Association of Pharmaceutical Chemists, George C. Hall, and National Association of Retail Druggists, Samuel C. Henry. Professor Remington also delivered an interesting address on "The Present Status of the Pharmacopœia."

The association held its annual banquet at the Waldorf-Astoria, about 55 members and guests attending. The speakers were Hon. Herman A. Metz, former Congressman Wm. S. Bennett, Chief Judge Isaac Franklin Russell and Caswell A. Mayo. Henry C. Lovis, the new president, was installed in office. Ex-president Ryan officiated as toastmaster. Congressman Metz talked on pending anti-trust legislation, and urged the members to keep in touch with the administration's measures in this direction as they would affect their business as well as all other commercial enterprises. Former Congressman Bennett made a speech full of wit and humor, but based his remarks upon the serious contention that now, more than ever before, is the time Congress needs "specialists," men who possessed intimate knowledge of the industry and trade with which they were connected. Judge Russell pointed out how difficult it was to discover the source of supply for the narcotics used by criminals detained in prison. He believed it would soon be made impossible to obtain narcotics

except in the legitimate channels of the drug trade. Mr. Mayo urged the necessity of well-conceived and effective legislation for the control of narcotic sales, deploring the tendency toward haphazard "regulation" on the part of legislators not well grounded in the facts as to the "evil" they were attempting to control.

Those who were present at the banquet, the majority of whom were also in daily attendance at the convention, were:

Edward Zink, of Eli Lilly & Co.; Ernest W. Bradford, P.A.A., Indianapolis; L. N. Upjohn, Upjohn Co., Kalamazoo, Mich.; Dr. Light; W. E. Upjohn, Upjohn Co.; A. M. Hance, Hance Bros. & White, Philadelphia; Oscar Smith, Parke, Davis & Co.; H. B. Thompson, P.A.A.; S. C. Henry, N.A. R.D., Philadelphia; B. L. Murray, Merck & Co., Rahway, N. J.; E. H. Nelson, Nelson, Baker & Co., Detroit; Robert J. Seabury, Seabury & Johnson, New York; Dr. Hy. C. Lovis, Seabury & Johnson; Judge Isaac Franklin Russell; Dr. A. R. L. Dohme, Sharp & Dohme, Baltimore; Hon. Herman A. Metz; Frank G. Ryan, Parke, Davis & Co., Detroit; Hon. Wm. S. Bennett; Charles M. Woodruff, Parke, Davis & Co.; Caswell A. Mayo, president-elect A.P.H.A.; Frank E. Halliday, N.W.D.A.; George C. Hall, A.A.P.C., Zemmer Co., Pittsburgh; George G. Williams, E. L. Patch Co., Boston; Wayland Stearns, Frederick Stearns & Co., Detroit; W. W. Jones; D. O. Haynes, D. O. Haynes & Co., New York; J. W. Drysdale, J. W. Drysdale & Co., London; R. C. Stofor, Norwich Pharmacal Co., Norwich, N. Y.; J. Fred Windolph, Norwich Pharmacal Co.; E. L. Benjamin, New York City; J. B. Dakin; Jesse L. Hopkins, J. L. Hopkins & Co., New York City; J. H. Cox, Tilden Co., New Lebanon, N. Y.; Chas. J. Lynn, Eli Lilly & Co., Indianapolis; C. A. Loring, Powers-Weightmann-Rosengarten Co., Philadelphia; Frank M. Bell, Armour & Co., Chicago; Romaine Pierson, New York; Frank L. McCartney, Sharp & Dohme, New York; Mr. Foy; T. E. Crossman; E. J. Kennedy, Jr., New York; W. P. Stearns, Stearns & White Co., Chicago; Dwight F. Scott, National Vaccine & Antitoxin Institute, New York; A. E. Remick, Bauer & Black, Chicago; Dr. A. S. Burdick, Abbott Alkaloidal Co., Chicago; H. J. Woodward, Allaire, Woodward & Co., Peoria, Ill.; H. C. Moore; Louis Ruhl, Roessler & Hasslacher Chemical Co., New York; George Simon, Heyden Chemical Works, New York; E. J. Moller; Robert Du Bois; John F. Queeny, Monsanto Chemical Works, St. Louis; Mr. Wasserscheid, Mallinckrodt Chemical Works, St. Louis; Chas. E. Caspari, St. Louis; Franklin Black, Charles F. Pfizer & Co., Brooklyn.

#### GETTING READY FOR THE N.A.R.D.

The Philadelphia Retailers' Association are making their plans for the National convention to be held in that city during the week of Aug. 17. The following committees have been appointed to take charge of the arrangements:

Local committee, Charles Refhuss, chairman; J. H. Barlow, secretary; D. J. Reese, treasurer; exhibition, M. D. Allen, chairman; R. W. White, S. B. Davis, J. H. Barlow; registration, D. J. Reese, chairman; F. W. Fluck, George W. Fehr, W. A. Carpenter; entertainment, Otto Krauss, chairman; W. E. Lee, O. W. Osterlund, Theodore Campbell.

The work is progressing rapidly and all indications point to a successful convention. The committee on exhibition have already received numerous applications for booths, some of the early birds being The Welch Grape Juice Co., Borden's Malted Milk Co., E. R. Squibb & Sons, Valentine H. Smith & Co., Johnson & Johnson, Smith, Kline & French, Colgate & Co., Tryalax Mfg. Co., DeVilbiss Mfg. Co. and the French Lick Springs Hotel Co.

#### BOSTON CHAPTER, W.O.N.A.R.D.

Boston Chapter of the W.O.N.A.R.D. met Feb. 19 at the Hotel Vendome, and the members were given an instructive lecture on "Mexico" by Mrs. Eudora Utley, who has spent much time in that agitated country. Music was furnished by Miss Mildred Noonan. At the social hour following Mrs. Jessie Waterhouse, Mrs. J. H. Green, Mrs. Trueman Hayes and Mrs. Bertha Morrison poured tea. Mrs. Adelaide M. Godding, 1st president of the W.O.N.A.R.D., was a guest, together with a number of presidents of women's organizations in Boston.

## MOSTLY PERSONAL

### Dr. W. A. Hoelscher, Fairy Godfather.

Dr. William A. Hoelscher, who was formerly a vice-president of the St. L. R. D. A., and is now the president, is one of those physicians who has made a success both of the practice of medicine and the conducting of retail drug stores. The biggest thing in Dr. Hoelscher's career is the fact that he



DR. HOELSCHER

has helped others to success in building his own success. When a very young man he often wished that some generous man of means would give him a boost on the road to a career, but that generous party didn't come around. Dr. Hoelscher buckled down to the grind, however, and determined to be that generous man he was looking for himself, and after a while he arrived. The man who had wished for a boost found in himself the man to give himself the boost and he boosted. Result, he soon had a drug store of his own. He built up his business until he had three clerks, No. 1, No. 2 and No. 3. His store organization was so proficient he could go right ahead with his medical practice, and he did for 15 years. During this 15 years he was adding drug store after drug store to a chain of stores, doing for other young men that thing he had once wished some other good fellow of means would do for him. His plan worked like this: After No. 1 clerk had worked several years and began growing a hardy ambition to own a store of his own, Dr. Hoelscher organized himself into a committee of encouragement and gave financial assistance to Clerk No. 1 in opening a store of his own. A year or so later Clerk No. 2, who had become Clerk No. 1 in Store No. 1, felt an ambition to have a store of his own. Again Good Fairy Dr. Hoelscher, remembering the day when he had wished for some one to give him a boost, revived that old committee of one—himself—which he had originally formed to set up the first Clerk No. 1 in business and then he set up the second Clerk No. 1 in a store of his own. There were now three Hoelscher stores. Old Clerk No. 3 had moved up to No. 2 and then No. 1, and pretty soon he was given a boost in a store of his own. And so it went on until 12 clerks had worked their way up to a store of their own, each receiving assistance from Dr. Hoelscher. This was how the Dr. Hoelscher chain of drug stores came into existence.

Says Dr. Hoelscher: "It wasn't purely a financial proposition; it was a mutual working together for myself and for the men successively in my employ whom I trusted. The remarkable thing about this experience is that not one of the men whom I boosted failed to make good. Of course, I was very careful. I demanded that my men be not only capable but also honest. A man may have great ability but if he is not honest, he won't make a success, or at least he won't do, and his employer soon finds him out. A man may be honest but not have ability. Now that is unfortunate. It takes both honesty and ability to succeed. I watched my clerks for these qualities. Sometimes a clerk was promoted to No. 2 before I found that he did not have just the business capacity I demanded or the proper understanding of his profession, but as a rule no man unfitted for the business got so far as No. 2 before I discovered his weakness in the drug business. You know, some men get into the drug business who have fine qualities in character and in business ability who are not just peculiarly fitted for success in the drug business. My policy worked so well that I always had good, even excellent, men in No. 1 clerkship. Now nearly all of the 12 have paid out, and I no longer have a big chain of stores. In fact, my principal interest now is in my old drug store, the Phoenix pharmacy, at Jefferson and Cass avenues."

Dr. Hoelscher has been for several years in the cigar jobbing business. He wanted to find a good business for his son, William A. Hoelscher, Jr., now about 18 years old. The lad

didn't take much to the drug business. Dr. Hoelscher got in behind him and pushed the cigar jobbing business of William A. Hoelscher Cigar Co., now located in North Third street, a few doors north of Olive street. Recently Taylor Stickney, of the Stickney brothers, who until a short time ago were in the cigar jobbing business in St. Louis, became associated with Dr. Hoelscher in the Hoelscher Cigar Company and Mr. Stickney is now the active manager. Dr. Hoelscher will now be able to retire to his drug store, his first and his real love, while Mr. Stickney guides his son through the cigar jobbing business. Mr. Stickney's former firm was one of the biggest jobbing houses in the country. The company will soon move to No. 311 North Broadway, in the heart of the business center downtown. There will be a retail department in connection with the jobbing business. Dr. Hoelscher, relieved from his duties in the cigar business, and with only the care of his drug store, will now be able to give his almost undivided attention to the affairs of the St. L. R. D. A.

### The Busiest Druggist in Milwaukee.

THE best-known druggist in Wisconsin? Why, Sol A. Eckstein, of course. And Mr. Eckstein enjoys the distinction of having been 40 years in business in one location—40 years on Jan. 16, 1914. Twoscore years ago, then a timid lad of 15, Mr. Eckstein entered the drug store

of I. N. Morton in Milwaukee, told the latter that he had seen a "Boy Wanted" sign in the window, and then further stated that he was the boy. He was. He was told to take his coat off and begin putting things to rights in the store—and he's had his coat off the greater part of the time since. He did not ask what his salary was to be. He wanted the job, and he was satisfied that the wages would be in keeping with what he did. He is in the same store today—but, he owns it. Before the end of his first week he was promoted from errand boy to cashier—that is, when he was not delivering parcels he was making change, and when there was nothing to do along either of these specialized lines he was sweeping the floors or washing bottles.



S. A. ECKSTEIN

A delivery boy in Milwaukee 40 years ago was a busy youth when he did go out. There were neither motorcycles nor electric cars, and there was but one horse car line—but boys did not get carfares often in those days. Mr. Eckstein was both intelligent and wideawake. He made no mistakes either in handling money or delivering parcels; he was honest; and his stipend at the end of the first week was just an even \$2. (Today he is paying errand boys two and three times this amount.)

As to his progress from errand boy in the Morton drug store to the presidency of the Wright Drug Co. at 112 Wisconsin street, why, ask any Middle West druggist. Mr. Eckstein is a true cosmopolitan; he knows his New York and his Chicago (and all the country in between and beyond); he belongs to many National associations, and the roster of his affiliations reads like a page from a directory. Read them: First vice-president of the National Association of Retail Druggists; president of Post B, Travelers' Protective Association; chairman press committee, Wisconsin division, T.P.A. (NO, this sketch did not come from the committee); chairman of the executive committee of the Milwaukee Druggists' Association; supreme representative of the Royal Arcanum; chairman of the Sane Fourth of July Commission; chairman of the legislative committee of the Wisconsin Druggists' Association. He retired from the presidency of the latter body a year ago, having held that office for two years, being the only president re-elected since 1887. Mr. Eckstein is also the president of the Temple B'ne Jeshurun.

—**Julius H. Kahn**, proprietor of Kahn's drug store, at DeKalb, Ill., was a boy to have gladdened the heart of Mark Twain. He was born in Quincy, Ill., in 1870, and people of that city still remember how when he was but a toddler he investigated the gas coming from a sewer manhole with a match he had purloined—and sent a whole block of catch-basin lids aeroplaning toward heaven, when the gas exploded. Not dismayed by this practical experiment in pyrotechnics he a little later touched a match to a pile of dry leaves in the streets and nearly burned the town down, since it was necessary to send across the Mississippi to neighboring towns to get fire apparatus to extinguish the resulting conflagration. But schooling turned his thoughts into other channels, and following his common school training he entered the School of Pharmacy of Northwestern University, from which he graduated in 1890 with honors, and was then made an assistant in the chemical department. At this time the old Honore building housed some of the best-known and most brilliant physicians and surgeons in the State, and they had a private drug store on an upper floor, which did not cater to the retail trade. Mr. Kahn was placed in charge of this, and when the building was torn down and the "staff" moved to the Venetian building in Washington street, Mr. Kahn retained his position as head of the drug room. He assisted in many experiments and was the assistant of Dr. J. B. Murphy, the famous surgeon, when the latter discovered "lumpy jaw." Having some trouble with his eyes, and determined to know what the trouble was, Dr. Kahn took a course in optics at the Northern Illinois School of Ophthalmology at Chicago. Later he began a course in medicine at the Chicago Medical College, but the illness of Mrs. Kahn forced him to leave Chicago and go to a smaller town. Later he went to DeKalb, where he purchased a store, and he is now recognized as one of the most enterprising pharmacists in that hustling city. He does not push patent medicines, but in his handling of side lines and in the operation of his soda fountain—one of the finest in the city—has made a reputation all through the State.

—**John S. Alley**, who has just been made vice-president of the Riker-Jaynes Co., was tendered a banquet Feb. 16 in the State suite of the Copley Plaza Hotel by the executives of 50 New England stores of the company. It was a rather informal affair, and the chief aim was to express to Mr. Alley the esteem in which he is held by his fellow workers in the Riker-Jaynes Company. And they did tell him so, and then they went further, and presented him with a beautiful diamond ring, a gift in which every executive present had a part. W. G. Swett, the dean of the organization, made the presentation speech, and Mr. Alley made a feeling and modest response. Mr. Alley is to be general manager of the entire chain of Riker-Jaynes stores in New England, and the Riker-Hegeman stores in Northern New York. His rise in the Riker-Hegeman-Jaynes syndicate has been steady and swift. He is a native of Marlboro, Mass., and went to Boston 16 years ago as a clerk in Jaynes drug stores, under the personal direction of the late C. P. Jaynes. He was promoted to manager, then buyer, and now will be general manager of more than 100 stores.

—**Fred W. Connolly**, a retail druggist at Dorchester, and instructor in pharmacy at the Franklin Union, contributed \$250 to Mayor Curley's "Boom Boston" fund, and Louis K. Liggett, president of the United Drug Company, contributed \$1000. Mr. Liggett was one of the features at a "boom" meeting Feb. 16, and, incidentally, he told the distinguished company of financiers and capitalists something of the difficulties he encountered in Boston when he was starting the United Drug Company. Boston bankers, he said, not only would not loan him money, but discouraged him in his project, so that for the first few years he had to do most of his banking in New York. Mr. Liggett has been appointed a member of the "Boom Boston" committee of 25 by Mayor Curley.

—**Philadelphia** druggists expressed considerable surprise when Gov. Tener failed to reappoint Dr. Christopher Koch as a member of the State Pharmaceutical Board. Dr. O. W. Osterlund, a druggist at 46th and Baltimore avenue, succeeded him. Dr. Koch was vice-president of the board, and for several years past has made a strenuous fight against violators of the drug laws. With Samuel M. Clement, Jr., a Philadelphia attorney, Dr. Koch prosecuted many cocaine and heroin venders, and he is credited with being directly responsible for curbing the traffic to a great extent. It is well known that

Dr. Koch met with considerable opposition while in office and that his opponents made determined efforts to oust him.

—**Ira H. Bander**, of Providence, R. I., manager of the Massachusetts stores of the Louis K. Liggett Co., was given a bachelor dinner Feb. 6 at the Hotel Westminster in Boston, in celebration of his approaching marriage. The dinner was arranged by C. A. Williams, manager of the cigar department of the United Drug Co., W. C. Watt and T. B. Langdon. Julius S. Kahn, of Brookline, was toastmaster, and H. R. Andrew, of Providence, and Fred L. Tompkins, of Brookline, were the chief speakers. The entertainment of the evening was provided by professional talent, and one of the features was the arrival of three huge marriage bells, out of which stepped, to the surprise of the party, three handsome young women.

—**Alvah P. Greave**, proprietor of the Eagle drug store, Boyertown, Pa., was severely burned recently through the ignition of a compound containing lard which he was preparing in the back room of his store. Throwing the blazing material under the water faucet he started for the cellar to quench the flames in his clothing, but failing to do this, rushed across the street to the hotel, where assistance was given him and the blaze put out, but not before he was severely burned about the face and hands. The fire did \$3000 damage to the store and stock, and six firemen were overcome by smoke.

—**John Graham**, the veteran druggist of Portage, Wis., has been engaged in the drug business in the same stand at Portage for the past 61 years. He is now almost 81 years old. Mr. Graham began business when Portage was only a village and was known as Fort Winnebago. A bank failure during the panic of 1873 swept away his possessions, just after he had completed the erection of the building which he now occupies. He rallied from this and other financial depressions and built up one of the most prosperous drug trades in central Wisconsin.

—**Roy Gunn**, a pharmacy clerk in Grove & Linger's drug store, at Main and Exchange streets, Buffalo, was badly mauled by gunmen, who entered the store, made a purchase, and, when his back was turned, covered him with a revolver. Gunn, however, grappled with the men and was badly beaten, after which the cash register was rifled of \$40. During the encounter one of the hold-up men bit Gunn in the cheek, lacerating it quite badly. He was given medical attention and removed to his home. The thugs got away.

—**William R. Copeland**, of New York, has been appointed chief chemist and bacteriologist for the Milwaukee sewerage commission at a salary of \$3600 per year. Mr. Copeland graduated from Harvard in 1892 and since that time has held numerous responsible positions throughout cities of the East. His last position before coming to Milwaukee was that of chief chemist and bacteriologist for the Metropolitan sewer commission of New York.

—**Mr. and Mrs. C. J. Lynn**, of Indianapolis, sailed for Europe from New York, Feb. 12. Mr. Lynn is general manager of Eli Lilly & Co., and while the trip is essentially one of business, Mr. and Mrs. Lynn will combine it with pleasure in their travels. Some little time will be spent in England, and an extensive tour of the Continent is planned. It is expected that Mr. Lynn will be absent several months.

—**Henry J. Landers**, druggist, 8204 Alabama avenue, St. Louis, and his wife and daughter and a nephew were awakened recently at 5 a.m. to find the store under their apartment on fire. The parents wrapped the baby in a blanket and with the nephew fled in their night clothes. The drug stock and house furnishings were destroyed and the building was damaged.

—**Harold Baebenroth**, manager for the past year of the Kenosha, Wis., store of the Kradwell Drug Co., of Racine, Wis., has resigned and has left for Minneapolis, where he has accepted a similar position. E. J. Hayek, with the Kradwell Drug Co. for the past seven years and recently manager of the company's Center street store in Racine, has succeeded Mr. Baebenroth.

—**Theodore Hoyer**, who a number of years ago was employed as a druggist by J. F. Sullivan, of Hurley, Wis., is now a teacher of languages in Tokyo, Japan, and was an eyewitness of the recent earthquake and volcanic eruptions in that country. After leaving Hurley, Mr. Hoyer entered the University of Wisconsin, where he graduated last June.

—**W. W. Curtis**, of Birmingham, Ala., recently visited New York. Mr. Curtis is one of Sharp & Dohme's general representatives, and has working under him about 20 salesmen who cover the Central Southern States. He reports trade conditions were quite satisfactory during 1913, and indicates that the druggists of his section are optimistic as to the present business outlook.

—**P. E. Herman**, general representative of Sharp & Dohme, with headquarters at Cincinnati, Ohio, recently visited the firm's laboratories at Baltimore. He was accompanied by two of his Kentucky representatives, Messrs. Oscar Paul and J. B. Severs. Before returning to their respective territories they visited New York and other Eastern cities.

—**Oscar C. Stockmeyer**, who has been connected with the Huber Bros. Drug Co. of Fond du Lac, Wis., for the past six years, has resigned to accept a position with a pharmacy at Two Rivers, Wis., his former home. He has been succeeded at Fond du Lac by Fred B. Staeben, formerly of Beloit, Wis., but recently of Milwaukee.

—**C. F. Wenneker** has been chosen as chairman of the Manufacturers' Committee of the St. Louis Business Men's League, and C. P. Walbridge as chairman of the Taxation committee. George R. Merrell is a member of the Legislation (Municipal) committee, and Vincent L. Price a member of the Commerce committee.

—**J. W. Drysdale**, of J. W. Drysdale & Sons, import and export commission agents, 16 Fish street Hill, London, England, is spending a few weeks in this country. Mr. Drysdale is well known to many large buyers of drugs and chemicals, many of whom have had business relations with him for the past 30 years or more.

—**Fred A. Hubbard** and Thomas W. White, both of Newton, and who are considered among the most prominent druggists of Massachusetts, had much to do with the organization of a board of trade in Newton, Mass., last month. Mr. Hubbard was elected president, and Mr. White one of the vice-presidents.

—**Harry B. Mason**, of Detroit, spoke at the Massachusetts College of Pharmacy recently, to an audience of 250 people, on "Business Accounting in the Drug Store." Dean Theodore J. Bradley was the chairman and a musical programme and refreshments were also features of the evening.

—**J. H. Sours**, a druggist of Olivet, Mich., had a narrow escape from losing his eyesight recently when some concentrated carbolic acid he was boiling exploded, following the addition of a little water. He was very badly burned about the face, but his glasses protected his eyes in large measure.

—**Joseph Brown**, of the drug firm of Rosseau & Brown, Woonsocket, R. I., has brought suit against the N.Y., N.H. & H. railroad for \$2000 for damages for injuries received by being crushed between a trunk and the baggage car of a train at Point Pleasant station, Webster, last September.

—**Miss Marie C. Reichel**, of Indianapolis, and Mrs. Bertha H. Ellis, of Terre Haute, Ind., were among those who were applicants for registration as pharmacists at the January examination given by the Indiana State Board of Registration and Examination in Pharmacy, in Indianapolis.

—**Irving P. Gammon**, former president of the Massachusetts College of Pharmacy, presided at the annual reunion of the Massachusetts Alumni Association of Bridgton Academy, at the Quincy House, Boston, on Jan. 20. Mrs. Gammon and Irving P. Gammon, Jr., were also present.

—**Charles Wright**, manager of the Hall & Lyon drug store in Essex street, Salem, Mass., has been transferred in line of promotion to one of the big Liggett stores in Boston, while Frank B. Sullivan has been transferred from Boston to the management of the Salem store.

—**Professor John Uri Lloyd**, of Cincinnati, was the principal speaker before the annual meeting of the Southwestern Ohio Eclectic Medical Association, held at the Hotel Sterling, Cincinnati, recently. He spoke upon the lives of many prominent medical men.

—**Charles F. Cutler**, president of the Eastern Drug Co., of Boston, and Stephen L. Bartlett, importer and agent of a Dutch chocolate, have both been re-elected trustees of the Home Savings Bank of Boston. Mr. Cutler is also a member of the investment committee.

—**Warren R. Potter**, who has been confined to the Brooklyn Hospital for more than two months, with typhoid fever, will be well enough to leave the hospital for his home at an early date. Mr. Potter is a member of the sales staff of Sharp & Dohme.

—**George Wagner**, who for the past four years has represented the National Ammonia Co. in New York and vicinity, has resigned his position to take up scientific farming. He was presented with a silver loving cup by his co-workers on January 31.

—**Lewis Marks**, United States Food and Drug Inspector for Eastern Kentucky, Tennessee, Georgia, Alabama and North and South Carolina, will hereafter make Chattanooga his headquarters, being located in the Federal building.

—**E. T. Curtis**, manager of the St. Louis branch of Sharp & Dohme, was a recent visitor in New York City. Mr. Curtis also spent several days in the firm's laboratories at Baltimore, Md., before returning to St. Louis.

—**Edgar E. Barnes**, a drug clerk of Indianapolis, was married to Miss Elizabeth E. Kretz, a stenographer of Cincinnati, Ohio, at the court house at Lawrenceburg, Ind., recently. They will reside in Indianapolis.

—**Wilhelm Bodemann**, who was taken ill with pleurisy the latter part of January, was well enough to attend the annual meeting of the Tampa-Cuba Cigar Co., at Tampa, Fla., where he was re-elected vice-president.

—**H. E. Hobbs**, a Meyer Bros. Drug Co. department manager, St. Louis, recently suffered an accident to one of his eyes, but it was stated at the big jobbing house that he was expected to recover full use of the eye.

—**Lewis C. Ladon**, a retail druggist at South Bend, Ind., recently inherited a package of old stocks and bonds. He took them to New York to determine their value and has received an offer of \$250,000 for them.

—**Fred Schmidt**, who was for a number of years connected with the drug store of Voss & Ehlers, of Cincinnati, has purchased the store of the late Fred Oswald at Wheeler and Warner streets, that city.

—**Harry E. Robertson**, manager of the Frederick Brown Co., No. 17 North 6th street, Philadelphia, has been confined to his room for several weeks, suffering from a severe case of rheumatism.

—**William G. Nebig**, a prominent Philadelphia druggist, at 18th and Susquehanna avenue, is making a tour of the Hawaiian Islands. It is expected that he will be away several months.

—**Henry L. Hudson**, holding to the motto, "The best is none too good for the sick," has made his drug store at 5600 Delmar boulevard one of the finest in the West End, St. Louis.

—**Edward W. Steinicke**, of 129 Vernon avenue, Long Island City, has opened up a branch store at Astoria. The building is new, and the store-room is very attractively fitted.

—**Dr. M. C. Cornell**, of Dallas, Tex., with Mrs. Cornell, were recent visitors at New York and Baltimore. Dr. Cornell has charge of Sharp & Dohme's sales force in Texas.

—**John M. Fallon**, one of the vice-presidents of the Ohio Valley Druggists' Association, has returned from Birmingham, Ala., where he spent a delightful 10-days' vacation trip.

—**A. H. Philips**, son of the well-known druggist, W. H. Philips, Morris Park, L. I., has accepted a position with the A. F. Douden pharmacy, of Jamaica, L. I.

—**L. F. W. Seifert**, the retired pharmacist of City Island, and his son, Carl, are absent from the city on a three weeks' excursion to Panama and the West Indies.

—**Martin Neumann**, of Astoria, L. I., has been suffering with the grippe for the last 10 days. We are pleased to report that he is able to be at his store again.

—**Miss Lorraine Meyer**, daughter of A. C. Meyer, of Meyer Bros. Drug Co., St. Louis, recently gave a dance party at the home, 3954 Flora boulevard.

—**Mrs. William E. Lee**, secretary of the W.O.N.A.R.D., held her annual reception to the Philadelphia chapter at her home in 24th street on Feb. 5.

—**M. Curiel**, of the Crown Cordial & Extract Co., is making a six weeks' trip to the Pacific Coast.



— **W. C. Hayhurst**, manager of the St. Louis branch of Parke-Davis, who was seriously ill for some time, is on the road to recovery.

— **Dr. E. A. North** and Dr. Moses Scholtz were speakers before the meeting of the Cincinnati Academy of Medicine at Cincinnati recently.

— **W. W. Chubbuck**, who is the proprietor of several stores along Rockaway Beach, is opening a branch store at Freeport, L. I.

— **Albert Plaut**, of Lehn & Fink, who has been abroad in the interests of his firm, is expected back in New York early this month.

— **A. M. Ochse**, sales manager, Meyer Bros. Drug Co., St. Louis, who has been ill, is reported recovering.

## OBITUARIES

### Samuel Jones Tilden.

**SAMUEL JONES TILDEN**, president of the pharmaceutical manufacturing house of the Tilden Company, New Lebanon, N. Y., and fiscal supervisor of State charities since June, 1912, died Feb. 17 at a hospital in Albany. He was 61 years of age and had been ill for more

than a year. He was a nephew of former-Governor Samuel J. Tilden, who was the Democratic candidate for President of the United States in the campaign of 1876, and although he was not able to participate in the exercises commemorative of the 100th anniversary of his uncle's birth on Feb. 8, he watched the procession from his window. He had spent the greater part of his life in New Lebanon, N. Y., as the executive head of the company founded originally by former-Governor Tilden, but he occasionally visited the branch offices of the company in St. Louis, in charge of Vice-President T. B. Glazebrook.



MR. S. J. TILDEN.

Mr. Tilden was appointed fiscal supervisor by Governor Dix.

### Constantine G. A. Loder.

**PHILADELPHIA'S** most widely-known druggist, Constantine G. A. Loder, died on Feb. 12, at his residence, 5104 Pulaski avenue, of pneumonia, after an illness of only one week. Mr. Loder's death came as a great shock to his many friends. He personally conducted the business at 16th and Chestnut streets up until the time

of his illness, and the store is now in the hands of his son-in-law, Edward Wiener, an attorney, temporarily.

Mr. Loder first came into prominence when he fought, first single-handed, and then with the aid of the Government, the so-called "Drug Trust," and obtained a verdict for \$62,214. At this time he was one of the most flagrant "rate-cutters" in Philadelphia. He thus incurred the enmity of the other druggists, both retail and wholesale. It was alleged by him that there was a combination formed against him, in violation of the Sherman Anti-Trust Act, which prevented him from obtaining certain supplies. He applied to the Government to take up



C. G. A. LODER

his case and, on their refusing, instituted a suit for \$100,000 against the National Wholesale Druggists' Association. After

all the evidence had been introduced the Government took up Mr. Loder's side of the case, and after a long legal battle was awarded the verdict. In a later case the Government used the same evidence. Much of the animosity towards him has been swept aside the last few years, as the result of retail druggists almost as a whole indulging in price-cutting to some extent.

Mr. Loder was born in Stroudsburg, Pa. about 64 years ago. He was educated there and entered a local pharmacy, where he learned the profession. He then went to Philadelphia in search of his fortune and located at 16th and Chestnut streets. His wife died several years ago. The body was buried from his late residence, 5104 Pulaski avenue, and the interment was in Woodland Cemetery. He was a member of the Manufacturers' Club, Business and Professional Men's Club, the Cedar Yacht Club and other organizations.

### Dr. Ray Vaughn Pierce.

**Dr. Ray Vaughn Pierce**, president of the World's Dispensary Medical Association, and founder and head of the Invalids' Hotel and Surgical Institute in Main street, Buffalo, died at his Southern home on St. Vincent's Island, Florida, Feb. 4. Death was due to paralysis, and he had been in a serious condition for two months before the end came. He was 74 years of age. Dr. Pierce went to Buffalo from Titusville, Pa. in 1867, where as a young man he began the practice of medicine, and soon afterwards began the manufacture of proprietary medicines, notably the Golden Medical Discovery. In 1877 he was elected to the State Senate as a Republican and served for two years. In 1879 he was elected to Congress and served until 1881. He was always interested in pharmaceutical affairs and was an active organization man with the proprietary medicine manufacturers, serving as president of the National Association of Proprietary Manufacturers from 1888 to 1894, and fighting energetically in the interests of price protection, at a time when price-cutting, if possible, was more energetic than at present. At the time of his death Mrs. Pierce, who was Miss Mary J. Smith, and his son Hugh, with the latter's wife, were with him, and they accompanied the body to Buffalo for burial, the funeral taking place from the hospital bearing his name under the direction of the Masonic order. Dr. Pierce was a high-degree Mason and was affiliated with Washington Lodge, 240, of Buffalo. He was also a member of the New York Yacht Club, the Buffalo Club, and a number of fraternal organizations.

### Frank S. Henry.

**Frank S. Henry**, founder and for many years the head of Williams Manufacturing Company, dealers in patent and proprietary medicines, Cleveland, Ohio, died at his residence in that city, Feb. 13, at the age of 68 years. The immediate cause of death was pneumonia, this developing, however, from a cold contracted at Hot Springs, Va., where the deceased had spent several months in the hope of recovering from an attack of arterio-sclerosis. Mr. Henry was born in Waterbury, Vt., Oct. 16, 1846, of old New England stock. On the breaking out of the Civil War he left school and entered the army, where he remained until the surrender of Lee at Appomattox. After the war he attended a business college at Poughkeepsie for a few months, but gave this up to become a commercial traveler with John F. Henry & Co., of Waterbury, Vt., New York and Montreal. He remained with this firm for more than 15 years, traveling in its employ all over this country and the rest of the civilized world. For more than 10 years Mr. Henry traveled for Hall & Ruckel, New York.

Mr. Henry established a proprietary articles and patent medicine business of his own in this city more than 20 years ago, but moved this enterprise to Cleveland, in which city he formed the Williams Mfg. Co. In this concern he was associated with W. A. Jewitt. Until recent years he was a frequent attendant at the N.W.D.A. meetings, of which organization his firm was an associate member.

### A. C. Meyer.

**A. C. Meyer**, head of the firm of A. C. Meyer & Co., manufacturers of Dr. Bull's Cough Syrup and other specialties, died Feb. 4 at his home in Roland Park, a suburb of Baltimore, after a short illness with pneumonia. His will, as probated at Towson, Baltimore county, leaves the entire estate, the value of which is not stated, to members of the family, in trust, two sons-in-law being named as trustees, with the Fidelity Trust

Company as their successor if it transpires that the business of A. C. Meyer & Co. is not capable of paying the annuities set out. The business in this event is to be sold and the proceeds turned over to the Fidelity Company, which is to invest the money and pay the widow one-half and the son and daughters each a tenth of the income. If the business is continued by the trustees, the latter are to pay the widow \$150 a month and each of the children \$80 a month, the net profits at the end of the year being divided in the same ratio. After some specific bequests the residue of the estate is left to Mrs. Meyer, who is also to receive among other property the warehouse on West Lombard street, where the firm formerly carried on operations. Some time ago it moved to South Baltimore into larger quarters.

#### Charles S. Erb.

Charles S. Erb, ex-president of the New York College of Pharmacy Alumni Association, a trustee of the College of Pharmacy, and at one time secretary of the New York State Board of Pharmacy, died Feb. 10, after one day's illness with pneumonia. Mr. Erb was of German parentage and was born in New York City in 1867. He received his education in the public schools, entered the drug business in 1881, and was graduated from New York College in 1886. For a number of years he conducted a store at the corner of 65th street and Amsterdam avenue, and later at 108 Amsterdam avenue. He was a tremendously hard worker and became very well known through his affiliations. In addition to his trusteeship of the College of Pharmacy he was for a number of years chairman of its property committee. He was ex-president of the Manhattan Pharmaceutical Association, a member of the New York State Ph.A., of the German Apothecaries' Society, and of the West Side Dispensary. He was a past master of Charity Lodge, F. & A.M., under whose direction the funeral services were conducted on the evening of Lincoln's birthday (Feb. 12). The interment was at the Lutheran Cemetery.

#### Charles H. Church.

Charles H. Church, dean of the druggists in New Bedford, Mass., and for 65 years connected with business in that city, is dead from bronchial pneumonia. He was born in New Bedford in 1830. As a youth he learned the business with Charles A. Clark, and in 1848 began his career as a druggist at Purchase and Middle streets. For a short time afterwards he worked at the Dr. Stevens' pharmacy in Boston, and then for a while in Brooklyn, N. Y., but he returned to New Bedford in 1852 and purchased the business at Kempton and County streets established by Warren B. Potter. Three years later he bought the store at Purchase and Middle streets, and he ran the two places for two years. As time went on he encouraged his sons, Frank H. and Harry M., to learn the business, and in July, 1881, he purchased the Otis pharmacy at Pleasant and Union streets, which he placed in charge of the boys, retaining at his old store Herbert A. Blackmer as clerk. Mr. Blackmer marrying a daughter of Mr. Church. Mr. Church was an enthusiastic baseball fan, a volunteer fireman, one of the founders of the New Bedford Druggists' Association, and its vice-president for a number of years.

#### Albert S. Bischof.

Albert S. Bischof, retired pharmacist, died Sunday, Feb. 15, at the residence of his son, Dr. Louis Bischof, 120 East 34th street. Mr. Bischof was born in Freiburg, Germany, nearly 82 years ago, where he also studied pharmacy. He came to this country at the age of 21, and almost immediately became known in pharmaceutical circles. Mr. Bischof was a very active member of the German Apothecaries' Society, and as a member contributed considerably to the uplift of the profession. On the occasion of the society's 25th anniversary he was chairman of the entertainment committee and much of the success of that celebration was due to him. Since 1866 he had been a member of the New York College of Pharmacy, from which institution four of his sons have graduated and at which a granddaughter now attends. The Rev. George C. F. Haas conducted the funeral ceremonies, which, besides the relatives, was attended by many friends of the deceased.

#### Dr. Samuel W. Freeman.

Dr. Samuel W. Freeman, who opened a drug store in Chelsea, Mass., Oct. 15, 1858, a store still continued by his son,

died at his home in Everett Feb. 20, in his 84th year. He was born in Limerick, Me., March 17, 1830, and graduated from Bowdoin College in 1854. Later he took the degrees of A.M. and M.D. from the college. He went to Boston upon the completion of his medical studies, and was appointed assistant port physician. The next year he engaged in the drug business on Broadway, Chelsea, where the business is still carried on by his son, Charles W. Freeman. In 1867 Dr. Freeman was elected to the legislature from Chelsea, and later he served the city as an overseer of the poor. In two weeks, on March 8, he would have observed his golden wedding anniversary. He is survived by a wife and two sons—Charles W. Freeman, Ph.G., of Chelsea, and Dr. George F. Freeman, U.S.N., a surgeon.

#### Henry T. Cutter.

Henry T. Cutter, of 871 Lexington avenue, New York, and the founder of the corporation which originally controlled the Hegeman & Co. stores, died recently at his home. He was a native of Newburyport, Mass., having been born there in 1830, was educated in the public schools of that town and as a young man was employed by the firm of Jordan, Marsh & Co., of Boston. During the Civil War he was the proprietor of a large drygoods store in Prince street, Manhattan, which he gave up in the early 70's to embark in a theatrical enterprise. For five years subsequently he was manager of the Chestnut Street Theater, Philadelphia. In 1878 he purchased the drug store of Hegeman & Co., at 203 Broadway, from John Nevin Hegeman, and incorporated it under the old firm name. Later the store was moved to 196 Broadway. Mr. Cutter disposed of the business in 1899, and since that time has been retired from all the activities of commercial life.

#### Conrad A. Speidel.

Conrad A. Speidel, a pioneer druggist of Rock Island, Ill., who had been a resident of that city for 55 years, is dead at the age of 85. He had been in failing health for several weeks, and death was due to the infirmities of age. He was a native of Wurtemberg, Schorndorf, Germany, and learned the drug business there. For several years he was a druggist at Vevey, Switzerland, and then came to this country and worked in a New York drug store. His next move was to Philadelphia, but in 1858 he went to Rock Island and entered the drug business under the name of Speidel & Glacius. He later made changes, but conducted one store in Rock Island for the period of 48 years. One son, Hugo, is a contractor at Paterson, N. J.

#### Aemilius R. Meisner.

One of the oldest druggists in Davenport, Iowa, Aemilius F. Meisner, 74, died at his home recently. For more than 45 years he had conducted a drug store in that city, first operating in 1869, at 416 West Second street. Selling his first store in 1873, he opened another, and later erected his own building at 1115 West Third street, where he was located up till the time of his death. He was born in 1839 at Kappein, Schleswig-Holstein, Germany, was a graduate of Melburg College, and came to America in 1860. He was a veteran of the Civil War.

#### O. N. Garrett.

O. N. Garrett, for 27 years a prominent druggist and senior member of the firm of Garrett & Ayres, Hillsboro, Ohio, and president of the Ohio Pharmaceutical Association in 1902, died very suddenly at his home on the eve of Jan. 1. Mr. Garrett was one of the solid, substantial business men of Hillsboro, and enjoyed the respect, confidence and esteem of all who knew him. His religion was exemplified in his daily life and was not, nor needed to be, heralded from the housetops. Of him it can be truly said the "world is better for his having lived."

#### George Elmer Torrey.

George E. Torrey, one of the best-known druggists in Haverhill, Mass., where he had been employed at the Holden drug store for 10 years, died at his prescription counter of heart disease recently. He was a native of Newburyport, Mass., was educated in the public schools, and learned pharmacy in Newburyport drug stores. He was a Mason and K. of P.

#### George A. Graves.

George A. Graves, a former president of the Chicago Retail

Druggists' Association, who had been actively engaged in the retail drug business in Chicago and adjacent territory for the past 25 years, is dead at the age of 47 years. He left a widow and two sons. His home was at LaGrange.

#### Thomas A. Bronson.

Thomas A. Bronson, a drug broker of 13 Gold street, New York, who was also well known throughout the country as a purchaser of ginseng and other crude drugs for export, died Feb. 24 at the New York Yacht Club, after a long illness. He was 73 years of age, and was born in Philadelphia. At the beginning of the Civil War he left Yale, where he was a student, and enlisted, joining a Pennsylvania artillery regiment. At the end of the war he started in business in Philadelphia, later moving his establishment to New York. His wife died in 1876.

#### Robert Van Sant.

Robert H. Van Sant, wholesale druggist at Oakland, Cal., and formerly at the head of drug stores at Atlantic City, Ocean Grove and Trenton, N. J., is dead at the age of 56. He leaves a widow and one son, Robert H., Jr.

#### OTHER RECENT DEATHS.

—Mrs. Geo. H. Landon, the wife of Geo. H. Landon, of Pocahontas, Va., died at the home of her daughter, Mrs. Floyd Black, of pneumonia. Mrs. Landon was married to Dr. Geo. H. Landon in 1865, just at the close of the Civil War. Dr. Landon is the oldest living druggist in the State of Virginia, having been a practicing druggist before and during the Civil War. To their union is left Frank P. Landon, a druggist at Charlottesville, Va.; J. A. Acton Landon, a druggist at Buena Vista, Va., and George Sibe Landon, a druggist at Pocahontas, Va. Two other sons are not druggists. Mrs. Landon was in her 74th year, having been born in Virginia, May 22, 1839.

—James G. Steele, a pioneer druggist of San Francisco, and formerly city chemist there, died Feb. 3. Just prior to his death he had completed a history of the California College of Pharmacy, which is now being published. He was born in Boston in 1833, and went to California in 1852 to engage in the drug business. He was located for a number of years in the Palace Hotel building in Market street, and for a time was secretary and a member of the board of trustees of the California College of Pharmacy. He was a charter member of the California Pharmaceutical Association.

—Dr. Robert Kennedy Duncan, director of the Mellon Institute of Industrial Research of the University of Pittsburgh, and an author of repute on industrial chemistry and radio-activity, is dead after an illness of several weeks. Previous to his connection with the University of Pittsburgh he had been affiliated with the faculties of Washington and Jefferson College and of the University of Kansas, where he was a member of the faculty of the School of Pharmacy. He was a member of many important chemical societies.

—Peter C. Kraemer, 29, a well-known Buffalo pharmacist, succumbed to an attack of heart failure, Feb. 3, at his home, 225 Monroe street. Mr. Kraemer had retired in apparently good health, but was attacked by heart disease and expired before the arrival of a physician. For the past five years he had been identified with the Sloan-Heegaard Drug Co., and was held in high regard by his firm and associates. He was prominent in social-fraternal circles.

—John E. Lambert, for many years engaged in the retail drug business in Indianapolis, died at his home in that city recently after a short illness from pneumonia. He was born in Rockville, Ind., in 1867 and was in the drug business in Indianapolis 18 years, having succeeded his father. Mr. Lambert had recently opened a new store at East Washington street and Tacoma avenue. The business will be continued by his son Harry.

—Simpson A. McConnell, proprietor of the Concord drug store at Concord, Mass., dropped dead in his store Feb. 10, of heart disease. He was 65 years old. For many years Mr. McConnell had been active in the civic and religious affairs of Concord, and had served as clerk of the Congregational (Trinitarian) Church, and treasurer of the Congregational Brotherhood.

—Dr. Jacob Frantz, millionaire president of the Dentist Supply Company, with office in the Emerson building, New York, died at his home in New Rochelle, N. Y., on Feb. 8, of Bright's disease. Dr. Frantz had lived in Wilmington years ago, and his brother, Dr. A. Frantz, of that city, is secretary of the Delaware State Board of Health.

—Albert Swisher, one of the most popular of Johnson & Johnson's sales force, died Feb. 16, at his home in Lancaster. He has been the Pennsylvania representative of the company for nearly 16 years and is known to druggists from one end of the State to the other. He was an active member of the Masonic and other lodges.

—C. W. A. Friedrich, a well-known patent-medicine manufacturer of Fond du Lac, Wis., died recently after a long illness, at the age of 58 years. Mr. Friedrich was born in Germany, and came to America with his parents at the age of 13 years. He had been engaged in the medicine manufacturing business for 30 years.

—Charles J. F. Lane died from apoplexy at his home in Indianapolis, Jan. 7. He was stricken at his place of business and was taken home where he died in a few hours. Mr. Lane was 56 years old and had been in the retail drug business for many years. A widow and three children survive.

—William T. Eberhart, of Latrobe, Ind., for more than 22 years in the employ of the Showalter Drug Co., died recently from the effects of a fall upon an icy sidewalk. He was a native of Fond du Lac, Wis., a graduate of the Philadelphia College of Pharmacy and a member of the B.P.O.E.

—Mrs. Mahlon T. Moon, mother of Richard Moon, a Camden, N. J., druggist, and of Clarence D. Moon, likewise a druggist, located at Riverside, the same State, died on Feb. 9, 1914, after an illness of several months. Mrs. Moon had a complete nervous breakdown.

—John W. Schleyer, 37, formerly a well-known druggist of Fond du Lac, Wis., the senior member of the drug firm of Schleyer & Ordway, died recently. He had been ill for more than a year. A few years ago he became traveling salesman for a wholesale drug house.

—Jonathan Philip Primley, of Evanston, Ill., formerly a retail druggist, but later engaged in the manufacture of chewing gum and the vice-president of the American Chicle Co., is dead at the age of 63 at his Winter residence at Pasadena, California.

—Frank J. Hromadke, the Trenton, N. J., druggist who jumped his bail bond while awaiting sentence for forgery, committed suicide by poison in St. Louis recently just as he was about to be arrested and brought back to New Jersey for sentence.

—William Hackenberger, 59, a graduate of the Philadelphia College of Pharmacy, and for 36 years a druggist at Cataqua, Pa., is dead. Of the three surviving children, William is a senior at the Philadelphia College of Pharmacy.

—George R. Brown, 77, a former druggist of Poughkeepsie, N. Y., but for 18 years a resident of Evanston, Ill., is dead. He leaves two sons, Frederick Brown, of Newburgh, N. Y., and Edward D. B. Brown, of Washington, D. C.

—Edwin M. Fitz, who for years was connected with the Smith, Kline & French Company, of Philadelphia, and recently with the Cohen Drug Co., died at his home in Collingswood, N. J., after a week's illness with pneumonia.

—Charles Houston, 77, a druggist of Ottawa, Ill., and well known as a druggist at Columbus, Ohio, where he was a personal friend of William McKinley and Mark Hanna, is dead. He was a 33° Mason.

—Thomas Joyce, formerly of the South Boston, Mass., drug firm of Cuddyer & Joyce, and until three years ago a prominent business man in that district, died in Portland, Ore., recently.

—Emil Kuester, a member of the German Apothecaries' Society, who conducted a store at 931 Third avenue, died on the 15th of this month. The deceased resided at 307 East 57th street.

—Wilbur Ralston, 57, a druggist of Springfield, Ill., and for 22 years with the Dodds' drug store in that city, is dead after a very brief illness. He was a native of Pennsylvania.

—Joe T. Parks, chancery clerk of Montgomery county, Miss., and formerly a druggist at Kilmichael, Miss., is dead.

—**Theodore V. Brown**, proprietor of the Red Cross drug store, West Santa Clara street, San Jose, Cal., was stricken with apoplexy while telling personal reminiscences to the school children on Lincoln's Birthday, and died five hours later. He served through the Civil War as a member of the Hospital Corps, was stationed for several years at Washington as chief pharmacist in the office of the Surgeon-General, and was later superintendent of the German Hospital at San Francisco. He had conducted his San Jose store for 12 years.

—**Roy Thompson**, who formerly conducted a drug store in Ottawa, Ill., and later with the firm of Thompson Bros., of Spring Valley, same State, is dead from typhoid-pneumonia.

—**Frank Walter**, a prominent young druggist of Knoxville, Tenn., died recently from erysipelas. While but 29 years old, he was one of the best-known druggists in his section.

—**Charles Danz**, a native of Peru, Ill., and for 16 years an associate of his brother, Martin, in the drug business under the name of Danz Bros., is dead at the age of 55.

—**Henry G. Daniels**, Cincinnati's oldest druggist, who had been established at Laurel and Central avenue for 50 years died at his home after a short illness.

—**Frank C. Sibley**, 70, a pioneer druggist at Ionia, Mich., and later for many years commissioner of the Ionia board of health, is dead after a short illness.

—**Malcolm Patrick**, 79, for many years a prominent druggist of Norwalk, Ohio, is dead of arterio sclerosis.

—**W. H. Miller, Jr.**, 38, a druggist of Anthon, Iowa, is dead after an operation for appendicitis.

—**Frank A. Grandle**, 47, a druggist of Centerburg, Ohio, is dead following an operation.

—**Austin Converse**, a former druggist of Richwood, Ohio, is dead at St. Petersburg, Fla.

## NEWS FROM ASSOCIATIONS

### Annual Convention of the A. Ph. A.

**P**LANS have been pretty well decided upon for the Detroit meeting of the American Pharmaceutical Association, to be held the week beginning Monday, Aug. 24. The Hotel Pontchartrain will be the headquarters, a hotel admirably suited to the purpose. It has a convention floor up at the top of the building, with eight or ten rooms of various sizes, thus being well adapted to the purposes of an organization like the A. Ph. A., which is split up into so many sections and auxiliaries of one kind and another. Furthermore, the convention floor of the Pontchartrain is so high up that it is away from the dirt and noise of the street on the one hand, and on the other, is subjected to the cooling breezes from the river.

The Detroit meeting, indeed, will be delightfully cool and pleasant. Detroit is not at all like the usual American city—hot and stuffy in the Summer. It is located on the Great Lakes, gets the benefit of the water breezes, and is furthermore a city of great beauty and charm. Thousands of people go to Detroit annually to spend their Summer vacations instead of frequenting the customary resorts. It is a city that everybody wants to visit who hasn't already seen it, while the man who has seen it is not satisfied until he can return to it again.

Many delightful features are planned for the convention. There will, of course, be the customary reception and ball on Monday evening. On Wednesday, from 4 to 6, there will be a reception for the ladies. The afternoon and evening of Thursday will be devoted to a boat ride tendered by Parke, Davis & Co., and many of the attractive spots will be viewed that have helped to make the environs of Detroit so noted. On Friday there will, in all probability, be an automobile ride to the parks and to the famous shore drive around Lake St. Clair. Other contemplated entertainments are a smoker for the men, and either a theater party or a ride to Bois Blanc Island for the ladies. Smaller entertainments for the ladies will be sandwiched in all through the entire week.

Detroit has come to be a great manufacturing center—famous in three particulars. In the manufacture of drugs,

stoves and automobiles Detroit unquestionably leads the world. It may be that some of those in attendance upon the convention will want to visit industrial plants in various lines. Thus, for instance, 10 or 15 people may want to go through the Ford or the Cadillac or the Packard automobile factory. Others may want to visit the Solvay Process Works or any one of a hundred other interesting places in the city. It is expected that arrangements will be made for a number of small strips of this kind if sufficient interest is shown by the members. It is up to them. If you are interested please write now to the local secretary so that he may get an idea of what is wanted. Address your letter to Leonard A. Seltzer, 32 Adams West, Detroit, Mich.

It may be interesting to note, too, that certain reforms are to be inaugurated at the Detroit meeting in the conduct of the convention business. All the sessions will be held in the day time, and the evenings will be left free for rest, recreation and enjoyment. The Council, only, will meet at that time, and this will give a chance for the Sections to begin their work in the morning promptly at 9:30. Mr. Seltzer, the local secretary, is working out a plan of bulletin-boards so that a member who is sitting in one Section may know what is going on in others at the same time, thus making for a maximum of interest. Promptness will be exercised all along the line, and there is every expectation that the Detroit meeting will be a hummer!

### N. W. D. A. at Indianapolis.

*Annual Meeting This Year Will Be Held in the Hoosier City During the Week Beginning Oct. 12—President Lattimer Appoints His Committees.*

**T**HE committee on time and place of the next meeting for the National Wholesale Druggists' Association has announced that the annual meeting of that body will be held at Indianapolis beginning Oct. 12. The chairman of this committee is William J. Mooney, of the Mooney-Mueller Drug Co., of that city.

The following committees have been appointed by President Lattimer for 1914-1915:

Arrangements and entertainment for Indianapolis meeting, 1914, William J. Mooney, of the Mooney-Mueller Drug Co., Indianapolis; arrangements and entertainment for the California meeting, 1915, C. F. Michaels, of the Langley & Michaels Co., San Francisco; commercial travelers and selling methods, Lee M. Hutchins, of the Hazeltine & Perkins Drug Co., Grand Rapids, Mich.; credits and collections, B. B. Gilmer, of the Southern Drug Co., Houston, Tex.; drug market, Charles L. Huisking, New York; employers' liability and workmen's compensation, James W. Morrisson, of Morrisson, Plummer & Co., Chicago; fire insurance, James W. Morrisson, of Morrisson, Plummer & Co., Chicago; legislation, Charles A. West, of Eastern Drug Co., Boston; local associations, William T. Bland, of the McPike Drug Co., of Kansas City, Mo.; membership, Benjamin A. Jackson, of the George L. Clafin Co., Providence, R. I.; memorials of deceased members, Harry J. Schnell, New York; paints, oils and glass, W. T. Harper, of J. W. Edgerly & Co., of Ottumwa, Iowa; prevention of adulteration, B. L. Murray, of Merck & Co., New York; proprietary goods, William P. Ritchey, of Bruen, Ritchey & Co., New York; rates and routes, William G. Cook, of the New York Quinine and Chemical Works, New York; trade-marks, F. K. Fernald, of the Dr. Miles Medical Co., Elkhart, Ind.; transportation, Lynn Fort, of the Lamar & Rankin Drug Co., Atlanta, Ga.; special committee on anti-narcotic legislation, Charles A. West, of the Eastern Drug Co., Boston; special committee on census of 1914, Harry J. Schnell, New York; special committee on railway rate question, Dr. William J. Schieffelin, of Schieffelin & Co., New York, and special committee on suits against members, Dr. William Jay Schieffelin, of Schieffelin & Co., New York.

### Chicago Branch, A. Ph. A.

The annual election of officers, reception of new members and social evening of the Chicago Branch of the American Pharmaceutical Association occurred in January at the University of Illinois School of Pharmacy. The newly-elected officers are as follows: President, J. H. Wells; 1st vice-president, W. B. Day; 2d vice-president, Wm. Gray; 3d vice-president, Maurice Miner; secretary-treasurer, F. N. Gathercoal; com-

mittee chairmen: Practical pharmacy, I. A. Becker; medical relations, Dr. Bernard Fantus; publicity, L. E. Warren; legislation, H. C. Christensen.

The secretary-treasurer reported receipts during the year of \$80.00, expenditures of \$67.61 and a cash balance of \$24.90. There were received 20 new members during the year. The total membership is 136, of which 86 are druggists, 17 members of pharmaceutical manufacturing houses, 14 teachers in pharmaceutical schools, 4 editors of pharmacy journals and the remainder chemists or engaged in allied industries.

An especial event of the evening was the welcome extended to new members. Secretary Thos. Potts introduced Hugh Craig, recently installed editor of the *Journal of the National Association of Retail Druggists*, and moved his election to membership in the Chicago branch. The motion was carried by acclamation. Professor Day introduced H. W. Colson, J. A. Dorjahn, Mrs. Mary Zwick, George Kraemer and A. E. Anderson as new members. They were each pleasantly received by the company. Wm. Gray was congratulated upon his recent election to life membership in the A.Ph.A. Mr. Potts, in introducing Mr. Craig, took occasion to speak of the great need among retail druggists for reliable formulas covering the great number of unofficial preparations and household remedies. He spoke of the proposed A.Ph.A. Book of Receipts and said that the A.Ph.A. was derelict in not having published such a work 10 years ago. He mentioned the attempt now being made by the N.A.R.D. to remedy this pressing need of the druggist by furnishing to the retail drug trade not only practicable, reliable formulas for a number of household articles, but also in supplying suitable labels in small quantities at a very low price to retail druggists for these preparations.

Mr. Craig expressed his pleasure in uniting with the Chicago branch and assured us that he expected soon to be as much at home here as he had been for seven years in the New York branch. During the seven years in New York he had not missed a branch meeting and as this, his first meeting with the Chicago branch in January followed within a month the last branch meeting in New York, his record was still intact.

Professor Day took occasion to review some of the accomplishments of the branch during the last seven years. He brought out the fact that when the branch was organized in Chicago the city already possessed one of the strongest and most active local druggists' associations in the world, the C.R.D.A., that the N.A.R.D. maintained its headquarters here with all of their great activity, that the social side of things pharmaceutical was ably cared for by the Social Drug Club, now known as the Chicago Drug Club, and that our city possessed that most unique of all pharmaceutical organizations, the Chicago Veteran Druggists' Association, which especially attracted the older druggists. The Chicago branch, therefore, upon its organization, chose as its special line of work the presentation and discussion of: (1) Legislative matters affecting pharmacists, (2) the revision of our national standards, the U.S.P. and N.F. and (3) original or improved unofficial formulas. Much good work along each of these lines has been accomplished. In addition, the branch usually devoted one evening each season to a popular lecture and one evening to social events.

Under the able direction of Mrs. M. M. Gray and Miss Rose Schmid, refreshments were served and the meeting adjourned with many expressions of felicitation over "an evening well spent."

#### The Mo. Ph. A. at Pertle Springs.

The Missouri Pharmaceutical Association will hold its 36th annual meeting at Pertle Springs for four days, beginning June 16. The date has for many years been the second week in the month, but a change has been made in order to accommodate those who have children graduating from the public schools, which close the second week in June. It is anticipated that an increased attendance will result on account of the later date of the meeting. This is the 13th meeting at Pertle Springs (Warrensburg). The first convention at that place was held in 1888. Missouri pharmacists are partial to Summer resorts and this will be the 26th out of 36 meetings to be held at such a place. One of the remaining 10 meetings was held in tents near a city. The Mo. Ph. A. congratulates the Ill. Ph. A. on deciding to meet at a Summer resort in 1914.

The Mo. Ph. A. was organized primarily to secure a pharmacy law, and has been busy ever since that time trying to

improve the legislation and prevent undesirable enactments. Since the passage of the present law the members have been inclined to let well enough alone. This is an off year, as the Legislature does not meet. It is not likely that much time will be devoted to the discussion of legislation.

The U.S.P. IX is being anticipated, and William Mittelbach, of Boonville, is chairman of the committee which has submitted a number of recommendations for the use of the Committee on Revision. The National Formulary is very popular in Missouri and O. J. Cloughly, of St. Louis, is chairman of the committee. Mrs. M. M. Whitney, of Kansas City, will report on "Drug Adulterations." At one time the report on Trade Interests was a feature of the Mo. Ph. A. meeting. J. A. Kinder, of Cape Girardeau, is now chairman of the committee and promises an interesting and instructive paper at the June meeting. Professor Francis Hemm, of St. Louis, is chairman of the committee on Papers and Queries and reports that practical papers, discussions, exhibits and demonstrations will be a feature this year.

The Board of Pharmacy will hold an examination at Pertle Springs the day previous to the opening of the Mo. Ph. A. meeting. R. A. Doyle, of East Prairie, is a new member of the board. He is expected to take an active part in the 1914 meeting of the Mo. Ph. A. meeting. The entertainment feature so long prominent at Mo. Ph. A. meetings will be under the direction of ex-president Lorenz A. Seitz, of St. Louis. President Edward G. Schroers, of St. Joseph, belongs to the business type of retail pharmacists, but also appreciates and gives due attention to the professional side of the calling. His administration is being marked by progress along the several lines of activities in pharmacy.

#### Wisconsin Ph. A.

The Wisconsin Ph. A. is taking an active part in the campaign being waged in Wisconsin against fraudulent advertising, and the association is officially represented in the central vigilance committee, which has been organized by representatives of all the leading trade associations in the State, for the purpose of seeing that the new Wisconsin reform advertising law is strictly enforced. "We want to convince the buyer that the best goods for him are advertised goods; and that is why we must convince him that advertised goods are honest goods, and why we have organized to prevent fraudulent advertising," said A. M. Candee, chairman of the vigilance committee. "Our vigilance committee hears complaints of misleading advertising and investigates them. We have looked into more than 25 complaints, and in cases where necessary, we have had the advertisers rewrite their copy to eliminate objectionable features. Sometimes the signs on the buildings misrepresent facts. At other times the price tags and window display advertising are misleading, and sometimes it is the advertisements in the newspapers that are objectionable. We have to be especially vigilant against fake concerns which open up from time to time. We keep them out pretty well. We do not want to resort to prosecutions and suits. We prefer constructive, rather than destructive activity. If we can induce the advertiser to eliminate objectionable claims, we think we have accomplished more than we would by invoking the law against him."

#### Maine Ph. A.

In an endeavor to make the annual meeting of the Maine Ph. A. at Bangor of more interest and of more real practical value, the section on papers has decided to offer money and goods prizes aggregating \$65 for the best papers on any subject relating to ethical or professional pharmacy, commercial pharmacy, biological products, apparatus required, the advantages of a college training, etc. Several special prizes are offered for the best papers on: "My Best-paying Side Line"; "Shall We Take Prescriptions Over the Telephone?"; "Are Long-hour Days Imperative in the Drug Business?"; "Methods of Combatting Cut Prices"; "What Shall We Display in Our Windows?"; "Is the Narcotic Law of 1913 Working Successfully?"; "Compounding Difficulties I Have Encountered"; "Why I Am in the Drug Business."

#### Connecticut Ph. A.

The midwinter meeting of the Connecticut Pharmaceutical Association was held in New Haven, Feb. 10, with an unusually large attendance. Considerable was said concerning the laws

relating to the control of the sale of narcotics. John A. Levery, of the State Pharmacy Commission, "answered questions," that is, instead of making an address on narcotic and poison laws, he gave a great deal of pertinent information in response to queries from his audience. Thomas F. Main, of New York, told of the efforts being made to control the interstate shipment of narcotics, and expressed the belief that the Harrison bill, now pending, would check the traffic to a large extent. C. P. Gladding, of Hartford, spoke for the legislative committee of the State association, and predicted a national law to control drug traffic. The matter of price-protection and the control of the retail price by the manufacturer developed considerable discussion, with the result that a committee to consider the subject was appointed by the chair.

#### Massachusetts Ph.A.

The midwinter session of the Massachusetts Pharmaceutical Association was held at the Bay State Hotel, Worcester, on Feb. 9, the time being devoted to the consideration of some 85 bills which affect pharmacy or pharmacists, now before the State Legislature. One hundred and fifty members of the association gathered from various sections of the State, and after the report of the chairman of the legislative committee, Fred A. Hubbard, of Newton, took up the bills separately and either indorsed or rejected them. About half the measures discussed were declared satisfactory to the druggists. The association was very strongly opposed to the sale of narcotics, and the slogan of the gathering was "Restrict both the pharmacist and the outsider in the sale of narcotics." Prof. Chas. F. Nixon, of Leominster, reported on the progress of bills affecting the drug trade in Congress. Officers are chosen at the Summer convention, which will be held either at Swampscott or Nantasket at a time yet to be decided upon. This midwinter meeting is for the purpose of considering legislation, and it was declared to be one of the most successful yet held by the Massachusetts body.

#### BICHLORIDE BILL MAY PASS AT ALBANY.

##### N. Y. Branch Members Learn About State Legislation—Dr. Diekman Reports Progress of Pharmacy.

A BRIEF report on the local legislative situation was made by John Roemer at the February meeting of the New York branch of the American Pharmaceutical Association, held at the New York College of Pharmacy. Mr. Roemer outlined the provisions of the Towns-Boylan anti-narcotic bill which would, if enacted, restrict the sale of all narcotics. Mr. Towns had failed to pass this measure last year and had this year enlisted the help of Mrs. Wm. K. Vanderbilt. Mr. Roemer thought that Mr. Towns was sincere and that there was nothing ulterior in his motives: "His success lies with the pharmacists and the legislature." A member of the branch had been at Albany when the mercury bichloride tablet bill had come up in committee. It was very likely that the measure would have to go through with a possible provision relative to sale on prescription.

Dr. George C. Diekman, chairman of the committee on progress of pharmacy, reported interestingly upon a number of new developments—called attention to the adulteration of oleic acid with paraffin and fish oils, enlarged upon a process for the detection of sesame oil, explained a suggested estimation for morphine and presented a brief of an article on the substitution of tincture of iodine in surgical practice. Some interesting notes of false nux vomica seeds and false buchu leaves and observations by two authors on the mixture of cow butter and yellow wax, were other subjects touched on by Dr. Diekman.

Dr. Jacob Diner made some interesting observations relative to the recent exposition at Madison Square Garden. The members had found themselves in a very embarrassing position and he trusted the incident would prove a valuable lesson. His remarks were to the effect that the branch should not permit some of its interested members to drag that body into a commercial enterprise.

Mr. Roemer read a paper upon the subject, "Value of Present Methods of Water Analysis in Relation to Disease." He enumerated the uses for water—commerce, manufacture, drinking purposes, fisheries, etc. The utility of water, he asserted, was due to its powers of solution. The ability to determine the fitness or unfitness of water required the highest

development of chemistry today. Research has evolved methods and developed standards. Bacteriology, however, has shattered many of the ideas current during the chemical water analysis period. The speaker touched on two classes of water, rain and surface, and stated that the organic matter in water was of vital concern to the analyst. He described the ammonia and chlorine determination processes. In analyzing water, the topographical features of its source, the "survey," should be considered. In water analysis there are certain fixed standards which are not to be exceeded.

Dr. Joseph Weinstein reported a balance in the treasury amounting to \$67.

#### ENACT HARRISON BILL, DRUGGISTS PETITION.

##### Kings County Ph.S. Members Unanimously Adopt Resolution to Advance Anti-Narcotic Measure.

PRESIDENT H. B. SMITH called to order the February meeting of the Kings County Pharmaceutical Society, held at the Brooklyn College of Pharmacy. By resolution, unanimously adopted, the members requested the United States Senate Finance Committee to report out the Harrison bill, and especially requested Senators Root and O'Gorman to give their personal efforts to securing the immediate enactment of that measure. In the words of the resolution, the bill "has been held in the Senate Finance Committee for several months for reasons beyond our knowledge." T. J. France, chairman of the committee of supervision, called attention to the fact that the Brooks' weights and measures law was now in effect.

In behalf of Dr. Wm. C. Anderson, chairman of the legislative committee, who was absent, J. H. Reffuss reported that the new police commissioner was not prepared to state his position on the subject of Sunday drug store sales. The commissioner did say, however, that he would see that the law was observed. According to Mr. Reffuss, the "one day of rest in seven" law will be enforced, but technical violations will for a time be overlooked. A statement to this effect had been secured from the deputy commissioner. Mr. Reffuss further pointed out that, according to the ruling of Attorney-General Carmody, the labor law superseded the 132-hour provision of the pharmacy law, and that Commissioner of Labor James M. Lynch will not allow that a prescription clerk is a "manager" or a "superintendent."

Mr. Reffuss presented a schedule which he said complied with the law, and which he asserted the Commissioner of Labor believed to comply with the law. The schedule is as follows:

Monday (1), Tuesday (2), Wednesday (3), Thursday (4), Friday (5), Saturday (6), Sunday (7) *day off*; Monday (8), Tuesday (9), Wednesday (10), *day off*; Thursday (11), Friday (12), Saturday (13), Sunday (14).

That the members should not drop the labor law question without a fight was Mr. Reffuss' opinion. The next thing would be an eight-hour day, which would mean two men to a store. "They are lifting the burden from the clerk and putting it on the proprietor." The members, he said, should oppose the labor law because in its operation it does not give the clerks as much time off as under the pharmacy law. In living up to the law neither the clerk nor the proprietor is benefitted. An attempt will be made to amend the pharmacy law so as to make it supersede the "one day of rest in seven" law.

Mr. Reffuss concluded by asserting that the society should have a man at every hearing in Albany to rebut all objections, to needed legislation. One man finds it exceedingly difficult to successfully handle the situation at a well attended hearing. N. Y. S. P. A. bills before the present Legislature aim to change the phrase "may appoint" in the pharmacy law in reference to appointment to the Board of Pharmacy by the Board of Regents to "must be appointed"; to do away with the sale of pink strychnine tablets, and to prevent the giving away of premiums. The bill providing that the owner of a pharmacy must be a regularly licensed pharmacist will not be pushed, upon advice of counsel.

#### Drug Trade Section Would Amend Postal Regulation.

At the February meeting of the Drug Trade Section of the New York Board of Trade and Transportation, the legislative committee was authorized to present the following proposed

amendment, as a substitute provision for paragraph 4 of the regulations under Section 472 of the Postal Law:

"Medicinal preparations which contain poisons in sufficient quantity and form, in combination with other ingredients to be used exclusively as a curative or remedial substance and which are not dangerous or injurious to life, safety, health or property may be admitted to the mails for transmission in the domestic mails when enclosed in packages in conformity with the conditions prescribed in Section 474; provided that the article mailed bears a superscription of the manufacturer thereof, or dealer therein, or of the licensed physician, pharmacist, dentist or veterinarian preparing or prescribing the same."

#### G.A.S. CONSIDERING MEETING WITH DOCTORS.

**Chairman N.Y.S.P.A. Propaganda Committee Offers Assistance—Dr. Eugen Friedmann Lectures.**

**P**RESIDENT DR. CHARLES F. KLIPPERT called to order the February meeting of the German Apothecaries' Society, which occasion was marked by an unusually good attendance. S. V. B. Swann, chairman of the legislative committee, presented an extensive and very comprehensive report on prospective State legislation. The features of this report are presented on another page of this issue. Corresponding Secretary C. Baum read a communication from John Roemer, chairman of the N.Y.S.P.A. propaganda committee, in which the latter solicited the views of the society as to holding a joint meeting of physicians and pharmacists under its auspices. Mr. Roemer's committee was ready to carry out any suggestions which the society might make and if desirable would supply supplementary speakers for the occasion. The matter was referred to the scientific committee, of which Otto Raubenheimer is chairman. Felix Hirseman praised the activity of Mr. Roemer in the advancement of propaganda.

Otto Raubenheimer, in his capacity as chairman of the scientific committee, announced that the lectures on the programme for the coming year would be equally as interesting as those presented last year. Several well-known authors had promised to address the society. Mr. Raubenheimer also introduced Dr. Eugen Friedmann, who delivered an interesting lecture on "The Future of Pharmacy," a brief abstract of which is presented below on this page. During the ensuing discussion the subject of the sale of goods in drug stores on Sunday was brought up. George T. Rieffelin reported that Alderman Curran had said there was no city ordinance for the regulation of sales on Sunday. Among those who discussed Dr. Friedmann's lecture were Alderman Fred Trau, Felix Hirseman, George Huether, Charles H. Lowe, Charles F. Schleussner, H. L. Rehse, S. V. B. Swann, Otto P. Gilbert, Emil Roller and others.

Mr. Hirseman called attention to the fact that some of the suggestions anent propaganda made by Dr. Friedmann had been tried years ago and, he was sorry to say, without success. The certification of pharmacies, he asserted, could not be carried out successfully. The Board of Pharmacy was the only proper authority for the suitable inspection of pharmacies and for the uplift of the profession. Mr. Roller called attention to the difficulties and expense which would attend proper propaganda. He praised the interesting remarks of the speaker. All those who discussed the lecture favored propaganda. President Dr. Klippert thanked the speaker in behalf of the society.

Robert S. Lehman, treasurer of the European trip committee, reported that there was no doubt as to the success of the trip. Those who wish to go along should send in their applications at once: the desirable bookings are being rapidly taken up. By letter from Cleveland, Dr. Wm. C. Alpers, chairman of the above committee, expressed the hope that the society would consider him as coming under the constitutional provision, "in the vicinity of New York City," and would continue his membership.

A resolution introduced by Ex-President Charles F. Schleussner condemning the director of a local German theater for presenting a play which he considered unpatriotic, was unanimously adopted. The chairman of the press committee was instructed to have the resolution published in the daily press.

Louis Berger reported that he had met Wilhelm Bodemann, an honorary member, at Tampa, Fla., and that the latter had instructed Mr. Berger to convey his greetings to the society.

The greetings were appropriately received, President Dr. Klippert taking occasion to toast Mr. Bodemann in response to his good wishes.

Dr. Friedmann deplored the dwindling of the prescription business in the average drug store, and stated that this was largely due to the druggists themselves. The time has come when the physicians must be inspired with greater confidence, so that they will be more willing to prescribe, and cease to encourage the traffic in ready-made patent medicines. Messrs. Roemer and Rehfuss have already begun a propaganda among the various hospitals, endeavoring to get the pharmacists and physicians to call the attention of students to the value of the various drugs and chemicals and their combinations. As a further means of increasing prescription work, it is advisable to visit physicians personally, and set forth the objects of the propaganda.

A heavy handicap in America is the almost total ignorance of the therapeutic agents on the part of physicians, which naturally prevents them from writing proper prescriptions. To combat this the best means is a pocket formulary, such as has been issued by the Deutscher Apotheker-Verein, of Berlin. This work contains 576 formulas for prescriptions, carefully classified. In getting up such a formulary, the co-operation of the most prominent hospital heads and physicians is needed. In Germany almost every physician possesses one of these books. Another question is, can every pharmacist put up a prescription *lege artis*? Or are the physicians right when they say, "We are forced to prescribe patent medicines, because we are not sure that a prescription will contain what we order"? This is partly true, and must be changed. Confidence on the part of the physician, and absolute reliability on the part of the druggist are the foundations for any success.

#### GERMAN APOTHECARIES CELEBRATE.

**Society Marks 63d Year of Existence by Holding Kommers, Banquet and Dance at Terrace Garden.**

**I**T was a jolly gathering that celebrated the 63d anniversary of the German Apothecaries' Society, held at Terrace Garden on the evening of Lincoln's birthday. The celebration this year was in the nature of a *kommers*, and included the ladies. This feature was followed by a banquet in the large dining room of the Garden, which was appropriately decorated with American and German flags. Nearly 200 persons sat down to the repast. Dancing concluded the programme.

The *kommers* began at 10 o'clock. Otto P. Gilbert, chairman of the entertainment committee, officiated as the *praeses* and showed his experience in the customs of German students by greeting the members and guests in Latin. He ordered the first salamander as a toast to the ladies. This was followed by a song, "Frauenlob," composed by one of the members, Herman Weller. The well-known comic, Hugo Feix, gave several recitations and songs. His scientific paper on "La Grippe" would not have passed in any medical examination. Miss Irene Ferency sang two songs. She was accompanied by C. W. Wagner.

The second general song by the assemblage, entitled "A Surprise," was composed by President Dr. Klippert. Mrs. George Haustein, a niece of an old-time member, Paul Arndt, played several selections upon the violin, earning considerable applause. F. J. Budelmann, a baritone, sang several songs which were well received. "Our Trip to Europe," was the title of a song composed by Otto P. Gilbert and sung by all. "The Life of a Pharmacist," written by Mr. Weller, was the last general song.

Following the *kommers*, the members, led by the president, marched to the dining room, where five long tables had been arranged and an excellent supper was served. President Dr. Klippert took occasion to greet those present and to give particular praise to Mr. Gilbert for his work as chairman of the entertainment committee in preparing this festival. He thanked the artists who had made up the evening's programme and concluded by toasting the guests, the members joining in heartily in the latter ceremony. Paul Arndt was the only other speaker. He also praised the entertainment committee for its activities and concluded by toasting its members with a "Hoch sollen sie leben."

The banquet ended about 1:45 a.m., the younger element present having been long anxious for the dancing to begin. At 4:30 o'clock the strains of "Home, Sweet Home" concluded

the third feature of the celebration, and even then some of the dancers deemed it "too early" to go home.

The committee which arranged for the celebration consisted of Otto P. Gilbert, chairman; Henry F. Albert, Felix Hirsman, Robert S. Lehman, George T. Rieffelin, Carl Wippermann and Hugo Kantrowitz, the last-named acting as floor manager.

#### Women's Pharmaceutical, Pacific Coast.

The January meeting of the Women's Pharmaceutical Association of the Pacific Coast was held at San Francisco. The chairman of the committee on papers had prepared an elaborate programme for the evening and many new points on the preparation of tincture of cudbear, prescription compounding and a serviceable label varnish were discussed. An interesting paper on "Radium" was read by Dr. Barbat-Winslow; Miss Low read a paper on "Emetine Hydrochloride," and Mrs. Kane presented a paper on "Lloyd's Reagent." Mrs. White showed samples of alcresta, tasteless strychnine tablets, morphine and berberine. The following officers will serve the association for the ensuing year: Mrs. R. E. White, president; Miss Clarissa Roehr, 1st vice-president; Miss Ethel E. Nelson, 2d vice-president; Dr. J. E. B. Winslow, secretary; Mrs. A. D. Kane, treasurer. The February meeting of the association was held in San Francisco Feb. 27.

#### N.Y.R.D.A. Holds Banquet Later Than Usual.

The annual banquet of the New York Retail Druggists' Association was held recently at the Elsemere, East 126th street, Dr. Joseph Weinstein officiating as the toastmaster. The feature of the occasion was the presentation of a beautiful diamond-studded watch charm to Peter Diamond, the gift being in appreciation of the work Mr. Diamond has done in behalf of the organization. Among the speakers were Caswell A. Mayo, president-elect of the A.P.H.A.; J. Leon Lascoff, member of the Board of Pharmacy; John Wall, also on the board, and others. Following the banquet, dancing was enjoyed.

#### THE CHICAGO DRUG CLUB.

The first monthly meeting of the new year was held by the Chicago Drug Club at the new Hotel Sherman, which, when it was the old Sherman House, was the headquarters for the Social Drug Club of Chicago, from which the present organization sprang. All of the living charter members and the "old guard" turned out and mingled with the younger generation in celebrating the "Home Coming Night" of the club in its new headquarters.

The surprise of the evening came when Mr. Comstock, of the well-known firm of Wohl & Comstock, presented the club with a framed steel cut of an emblem which was received with so much favorable comment and appreciation on the part of all those present that on motion made by Mr. Keim, this emblem was unanimously adopted as the official insignia of the club. Presiding Officer Henry Schaper and Mr. Potts both in short talks expressed the appreciation and thanks of the club to Mr. Comstock and his firm.

One of the early presidents and pioneers in the club's history, the Hon. Fred Kellett, presided as toastmaster during the social session. Messrs. Quales, Fry, Larson, Hoelzer and Pelikan, as past presidents, addressed the club and spoke feelingly of their happiness to again find themselves near the spot where the original organization was founded. John Schwalbke, the faithful worker and financial secretary of the club, gave one of his interesting talks on the history of the organization. The speaker of the evening, Hugh Craig, the new editor of the *Journal of the N.A.R.D.*, received a rousing welcome. Among others who addressed the meeting were Dr. Pritchard, Messrs. Roth, Keim, Potts and McCracken.

The usual high-class programme of cabaret entertainers was presented by the efficient chairman of the entertainment committee, A. Hergert, which enlivened the evening and made "Home Coming Night" a decided success. The annual reception and ball, a Valentine party, was held at the Hotel La Salle, Feb. 13.

#### Boston Druggists' Association.

The Boston Druggists' Association, the oldest organization connected with New England pharmaceutical interests, held its annual dinner at Young's Hotel. At the annual business

meeting, which preceded the dinner, the following officers were elected: President, William S. Briry; treasurer, George H. Ingraham; secretary, Harry C. Wiggin; executive committee, Fred L. Carter, Jr., Charles F. Ripley, H. E. Bowman, Azro M. Dows, Robert C. MacGowan, Alfred H. Bartlett and Charles C. Hearn; membership committee, C. E. M. Harrington, A. L. Mackusick, James O. Jordan, Ralph R. Patch and Theodore J. Bradley. The following were elected to membership: George E. Grover, of Somerville; Newton C. Smith, of Medford; W. H. Corliss, M. E. Nourse and R. E. McLaren, of Boston.

About 70 members sat down to dinner, which was served at 6:30. The special guests were E. Elmer Foye, vice-president of the Old Colony Trust Company, of Boston, and Hon. Albert P. Langtry, of Springfield, former Secretary of State. Mr. Foye spoke on banking and its modern methods. Mr. Langtry spoke on "Destruction of Old Methods of Government," and he said that while he was probably the father of the direct primary law, he felt that a great mistake had been made in entirely doing away with the State convention. The people are reasonably well informed regarding the qualifications of the candidates for Governor and often know considerable about the candidates for Lieutenant-Governor, but he ventured the prediction that where the candidates last Fall were not holding the offices and seeking renomination not one voter in a hundred had the slightest idea of their respective merits. He contended that State conventions of the different parties should make the nominations for secretary of State, treasurer, auditor and attorney-general, and that the wisdom of the delegates would be greater than the wisdom of the people. He believed the delegates to these conventions should be chosen under the direct primary.

#### Boston A.R.D. Annual.

The annual dinner of the Boston Association of Retail Druggists was held at the American House, with about 75 members present. The board of officers was re-elected, and the members showed their appreciation of the services of President Frank F. Ernst by presenting him with a large electric table lamp. The other officers are: John J. Tobin, 1st vice-president, Frank E. Wingate, 2d vice-president; J. W. Kilgore, 3d vice-president; L. W. Griffin, treasurer; Charles H. Davis, secretary. The special guests were Albert J. Brunelle, secretary of the State Board of Registration in Pharmacy; and James F. Finneran, president of the N.A.R.D. Mr. Brunelle discussed the new State registration law, which defines a drug store, and limits and prescribes the duties of an unregistered clerk. Mr. Finneran discussed the value of organization, and as an illustration spoke of the recent conference in Washington on the narcotic bill, which was satisfactory to all interests except the retailer, and this, he pointed out, was because the retailer had not been represented through an organization at the conferences and meetings when the bill was discussed and framed. Since the recent conference, however, said Mr. Finneran, the unsatisfactory features of the bill had been eliminated, and it is now satisfactory to all parties. Mr. Finneran spoke of honest prices, and pointed out how the work of the N.A.R.D. for the past 16 years is now supplemented and reinforced by many other retail organizations.

#### BALTIMORE DRUG EXCHANGE.

The Baltimore Drug Exchange at its annual meeting in January at the Hotel Emerson, not only elected officers and transacted other business of a somewhat routine character, but discussed various matters of legislation which will claim attention this Winter during the session of the Maryland Legislature. One of these matters is a draft of amendments to the State Pure Food and Drug Law, designed to bring the statute more in harmony with the National act. The members of the exchange are entirely convinced of the sense of justice exercised by the State Pure Food Commissioner, who enforces the law under the direction of the State Board of Health, and the attitude assumed by that body has given much satisfaction because of its moderation and evident desire to proceed along the lines of equity and practicability. But the exchange is also disposed to look to the future, when an official less intimately in touch with the drug trade as a business and as a profession may be in office, and when the law might be used, as the members of the exchange are



informed it is used in some States, as an instrument of persecution and graft. The draft has been discussed with Dr. Caspari and members of the State Board of Health, and is said to have their full approval, all differences that existed having been adjusted. Another bill that received consideration at the meeting is one providing for the sanitary inspection of abattoirs, ice-cream factories and a large number of other establishments, which are engaged in the manufacture of food products. The provisions of this bill also have been gone over with the health authorities, and have their approval.

The annual reports were read and passed upon and various other matters were disposed of.

The election of officers resulted as follows:

*President*—James E. Hancock, of John F. Hancock & Son.

*1st Vice-President*—A. E. Mealy, of Gilbert Bros. & Co.

*2d Vice-President*—Joseph Owens, of Carr, Owens & Co.

*Secretary*—J. Emory Bond, of Parke, Davis & Co.

*Treasurer*—Dr. A. R. L. Dohme, of Sharp & Dohme.

*Executive Committee*—A. C. Meyer, of A. C. Meyer & Co.; W. M. McCormick, of McCormick & Co., and J. L. Hines, of the Emerson Drug Company.

The business meeting was followed by a dinner on the mezzanine floor, at which addresses were made among others by John B. Thomas, of the Thomas & Thompson Company, speaking for the Maryland Pharmaceutical Association; R. E. Lee Williamson, of Lee Williamson & Co., representing the Baltimore Retail Druggists' Association, and Harry F. Lindeman, president of the Calvert Drug Company, and others.

The new president of the exchange, James E. Hancock, is junior member of the firm of John F. Hancock & Son, manufacturers of medicated lozenges, tinctures and other pharmaceutical products, at Howard and Baltimore streets. Mr. Hancock has been president of the Maryland Pharmaceutical Association and has taken a most active interest for years in the efforts of druggists to advance their interests professionally and otherwise. He has also been energetic in looking after legislation at Annapolis, and his election to head the Drug Exchange, it is felt, will give that body a progressive head who is in close touch with the latest developments at Annapolis, where the General Assembly meets.

#### Pennsylvania Rexall Club.

The 12th annual State convention of the Pennsylvania Rexall Club met at the Fort Pitt Hotel, Pittsburgh, Pa., with 75 members present. In the evening they attended the Nixon theater. There were two business meetings, and the session ended with a banquet at the Fort Pitt Hotel. The Rexall Club is made up of the agents for Rexall remedies in all sections of the State, each druggist being a stockholder in the United Drug Co., of Boston, which is the parent company. As only one druggist in a town is a Rexall agent, the selection of such a representative is a matter of the most careful investigation by the United Drug Co. The May Drug Co. is the local representative and incidentally, it is the third largest stockholder in the United Drug Co.

#### Baltimore Branch, Am. Chem. Society.

At the February meeting of the Baltimore branch of the American Chemical Society, James H. Payne, chemical engineer of the Meade Laboratories, Inc., read a paper on "The Use of the Rotary Kiln in the Manufacture of Chemical and Metallurgical Products." He showed a great many new uses to which the rotary kiln is being adapted, not only in the manufacture of new products but also in the utilization, in many industries, of what have been considered waste products. Frank M. Boyles, chief chemist of McCormick & Co., read a paper on "The Detection of Ethyl Alcohol in Essential Oils." Mr. Boyles gave an outline of the methods applicable for the detection of alcohol in such products as oil of lemon, and detailed certain precautions to be observed in making chemical examinations of essential oils. He also emphasized the extreme care that must be observed by chemists in drawing conclusions from the results of their analyses of products that come within the scope of the Pure Food and Drugs Act.

#### Philadelphia Druggists Want Parcel Post Pay.

The Philadelphia Retail Druggists have rebelled against the Government ruling that all city sub-stations should take parcel post packages without any additional remuneration. It is

claimed by the president of the Philadelphia association, Albert G. Keller, that if the druggists accept the ruling it will mean that they must take on extra clerks just to handle the packages. He called attention to the fact that during Christmas week the sub-stations were practically swamped, and that in regular seasons the demands would be exceedingly great upon them. About half of the stations already take parcel post packages and they have not received anything for their extra work. Mr. Keller puts it: "We do not intend to work for the Government for nothing, and anyone who does is foolish. We have forwarded the Postmaster what we think is a fair demand and we expect him to act on our suggestion. If he does not, a large number of druggists will give up their stations sooner than be bothered with the additional labor involved."

#### Philadelphia Drug Club.

The annual election of the Philadelphia Drug Club resulted as follows: Joseph H. Jolly, president; George D. Feight, vice-president; Charles C. Buchanan, treasurer; Elmer H. Bobst, secretary. These committees have been appointed: House, George D. Feight, chairman; Elmer H. Bobst and Joseph H. Jolly, membership, chairman, Edward Weaver; George Berkhart and Fred Jones; finance, chairman, William C. Fleck; John Jolly, Jr., and George W. Chapman; trustee fund, David J. Reese, chairman; entertainment, Otto Krauss, chairman; J. J. McCollough, C. V. Mangan, Frank C. Turner, Thomas E. McGuire, Charles Rehfuuss and Peter S. Rohn. The Board of Governors is composed of: John F. Belsterling, George W. Fehr, C. W. Haviland, Frank W. Smith, S. B. Davis, D. J. Reese, T. T. Eckman, A. J. Staudt, Penrose Jones, J. I. Reinhardt, E. T. Hahn, John Jolly, Jr., and L. H. Davis.

#### Kansas City Drug Club.

The Kansas City Drug Club held its first regular meeting since being granted as a corporation by Judge Southern, of the Circuit Court, at the K.C. College of Pharmacy, 712 Wyandotte street. Plans of work for the year were outlined and the following officers were installed:

A. N. Doerschuk, president; James E. Harris, vice-president; C. E. Griham, secretary; L. F. Zuber, treasurer; managing trustees, Jos. C. Wirthman, W. M. Federmann, C. E. Zinn, J. W. Giesburg.

The old K.C. Retail Druggists' Association, which this club has succeeded and which has been in existence some 30 years, met at the same time and resolved to disband, turning over all assets to the new Kansas City Drug Club.

#### Three D's Banquet at Far Rockaway.

The doctors, dentists and druggists of the Rockaway peninsula, which includes Woodmere, Cedarhurst, Lawrence, Inwood, Far Rockaway and Rockaway Beach, held their second annual banquet at the Far Rockaway Club on Tuesday evening, Feb. 10, at which 50 were present from the different professions. Dr. J. Carl Schmuck, dean of the medical and allied professions in that section, was toastmaster. During the dinner there was professional entertainment and the after-dinner speakers were: Dr. J. Diner, Fordham Medical College, "Better Relations Between the Druggists and Doctors"; Dr. Andrews, of E. R. Squibb & Sons, "Medical Specialties as an Auxiliary to the Practice of Medicine and Pharmacy"; Nelson B. Hatch, editor *Medical Economist*, "Accounts and Collections"; F. A. Lowe, president of the Druggists' Association, "Pharmacy." The druggists have had their association, which is incorporated under the name of the Long Island Botanical Association for the last nine years. Each year they hold an annual dinner and at least one business meeting. Now they are enlarging the dinner by including the doctors and dentists. The committee of arrangements this year was: Wm. Chubbuck, of Rockaway Beach; F. D. Doolittle and F. A. Lowe, of Far Rockaway, and E. M. Raeder, of Cedarhurst.

#### Drug and Chemical Club Elects Governors.

At the recent annual meeting of the New York Drug and Chemical Club the following were unanimously elected members of the Board of Governors to serve three years: Robert H. Adams, Carlton O. Pate, Herbert B. Harding, Clarence G. Stone, Julius F. Van Riper and William H. Phillips.

### AMONG THE ASSOCIATIONS.

The Cincinnati Penslar Club gave a banquet recently at the Metropole Hotel, with 75 present. The real object of the banquet was to show druggist guests from Canada what a success this club has had in Cincinnati. Among the guests were Alexander Stewart, president of the Ontario College of Pharmacy; W. F. Graham, of Ottawa, Canada; J. A. Smith and M. J. Warner, of Edmonton, Canada; J. S. Sonner, of Knoxville, Tenn., and F. W. Keyser, of Kansas City. The Penslar Club was organized only about five months ago, and it now has a membership of 50 druggists. Some of the prominent speakers during the banquet were Edward Ohm, Cincinnati representative of the Nelson Baker Company, of Detroit, Mich.; Mr. Bolles, of the Weatherhead Drug Company, and president of the club, and H. J. Dusterberg, of the Ohio Valley Druggists' Association. Mr. Kellar, of the Weatherhead Drug Company, acted as toastmaster.

The Minneapolis Drug Club has pledged its support to the movement to put an end to the illegal sale of cocaine, heroin, morphine and their derivatives, this action following an address last month by Frank R. McDonald, superintendent of the workhouse, reporting on his campaign among the prisoners last year. Dr. Edwin L. Newcomb, professor of pharmacognosy at the University of Minnesota; C. S. Harrington, of St. Paul; Dr. G. P. Dunn, of Winnipeg; Dr. J. O. Taft and William Brinkman, of Minneapolis, were speakers.

More than 250 members of the Chicago Chapter, W.O.N.A.R.D. attended a card party at the Hotel LaSalle, Feb. 10, the proceeds of which were devoted to the Druggists' National Home at Palmyra, Wis. Mrs. Richard Voge, chairman of the philanthropy department of the chapter, was in charge of the exercises, and she was assisted in receiving by Mesdames S. J. Kuflewski, G. Frank, Horace Nelson, Thomas Sweeney, A. L. Coppock, J. A. Mahaffy, John Chwatal, George H. Rahlfs and H. A. Yates.

President Frank H. Tupper, of the Maine Pharmaceutical Association, has announced the following committees for the next convention of the association which will be held at Bangor in June: Transportation, M. L. Potter, Danforth, chairman; S. R. Crabtree, Island Falls; F. H. Neal, Fairfield; entertainment, C. H. Davis, Bangor; C. M. Brown and C. E. Walmsley, Bangor; W. Clement Mutty, Old Town, and F. E. Miller. The next convention of the Maine Ph.A. is the 47th annual.

The Cincinnati Central Drug Clerks' Association held its installation of newly-elected officers at the Metropole Hotel. There were about 100 present, including many members of the Ohio Valley Druggists' Association. Emil Kraft was toastmaster. Retiring President Robert Schulz and Frank Burg, the newly-elected president, made addresses. Robert Wetterstroem, E. J. Hegeman and William Schultz also gave short talks. The feature of the evening was a cabaret show.

The 200th anniversary of the Springfield Pharmacists' Association was celebrated by a banquet at the Highland Hotel in that city at which druggists from Springfield, Holyoke and Worcester were present. The following officers were elected: President, William C. B. Merriam; vice-president, A. E. Sunter; secretary-treasurer, P. V. Erard; executive committee, C. P. Thompson, E. F. Leonard, D. F. Keefe and B. Balch.

At the annual meeting of the Minneapolis Retail Druggists' Association, E. A. Tupper was elected president; Henry Buehler, vice-president; George Williams, secretary; W. D. Savage, treasurer, and Stuart Gamble, A. W. Thompson, J. F. Danek, L. E. Schmidley and Carl Schmidt, executive committee. This association was organized 16 years ago and meetings are held on the first Thursday of each month.

The Philadelphia Drug Exchange has elected the following officers for the ensuing year: President, John Ferguson; vice-president, Harry B. French; secretary, Joseph W. England; treasurer, Edward H. Hance. The election preceded the annual banquet at which the speakers were the Rev. Robert Hugh Norris, George W. Norris, Henry Houck, Harry B. French and Prof. Paul M. Pierson, of Swarthmore.

The Cumberland County (Me.) Ph.A. has elected the following officers: President, F. E. Robbins; 1st vice-president, L. J. Maguire; 2d vice-president, C. A. Vallee; 3d vice-president, John C. Otis; 4th vice-president, H. R. Washburn; secretary, E. W. Murphy; treasurer, James A. Broe; executive committee, Asa F. Abbott, John C. Otis, L. J. Maguire, E. F. Weed and F. H. Power.

At the annual banquet of the Akron (Ohio) Drug Clerks' Association, W. R. Hower, chief inspector of the Ohio State Food and Drug Bureau, was the guest of honor and gave a talk on the enforcement of the pharmacy and narcotic laws.

The annual banquet of the Cumberland County Pharmaceutical Association was held at Riverton Park (Portland, Me.), Feb. 4.

At the 40th annual meeting of the Rhode Island Pharmaceutical Association at Providence, 15 new members were elected, and the following officers were chosen: President, George T. Armstrong; vice-president, Edward D. Robbins; secretary, Clarence Bowmer; treasurer, Earl H. Mason; executive committee, A. J. Johnson, Jr., H. A. Pearce and E. S. Blumenkranz.

A. M. Dows, president of the Lowell (Mass.) Pharmaceutical Association, was the presiding officer at a recent dinner at which Charles F. Ripley, president of the State Board of Pharmacy; Fred A. Hubbard, chairman of the legislative committee of the State association; Fred O. Lewis, Frank J. Campbell and A. E. Moors were the speakers.

The annual euchre and dance of the Ohio Valley Druggists' Association was held at North Cincinnati Turner Hall, and was a marked success. There were many good prizes given out, and all had a good time. Henry J. Dusterberg was chairman of the committee who arranged the affair.

The Order of White Elephants gave their annual midwinter entertainment in Indianapolis in January. The association consists of retail and wholesale drug clerks, and is 26 years old. The programme included a banquet and cabaret performance.

The St. Louis R.D.A. has elected the following officers: President, Dr. William A. Hoelscher; 1st vice-president, B. C. Huger; 2d vice-president, Otto Hanser; treasurer, G. F. Hausgen. Secretary Stockhausen was re-elected.

On Tuesday, Feb. 17, the St. Louis Retail Druggists' Association members had their wives with them at the regular meeting of the association at the Planters Hotel, both for the business meeting and the luncheon.

The St. Paul Retail Druggists' Association gave its first card party and dance of the season at the Hotel Ryan, Feb. 6. The Travelers' auxiliary and the Ladies' auxiliary had charge of the programme.

The Iowa Ph.A. will meet at Burlington for its annual convention on June 9, 10, 11. It is expected that there will be at least 1000 in attendance.

The annual meeting of the Vermont Ph.A. will be held at the Hotel Vermont, Burlington, during the week of July 8.

### Tampa-Cuba Cigar Company Holds Annual Meeting.

President H. B. Guilford, of Rochester, N. Y.; Secretary and General Manager Ernest Berger, of Tampa; Treasurer Emilio Pons, and Vice-President Wilhelm Bodemann, of Chicago, were re-elected to their respective offices at the recent second annual meeting of the Tampa-Cuba Cigar Company, held at Tampa, Fla. The directors, with the exception of Walter Rothwell, of Hatboro, Pa., who resigned, were re-elected. The new director is T. P. Taylor, of Louisville, Ky. J. T. Treasure, Salt Lake, Utah, succeeded E. O. Engstrom, Pittsfield, Mass., as a vice-president. Among others present at the meeting were Louis Berger, of New York City; J. H. Beal, Scio, Ohio; Hy. W. Merritt, Plain, Pa.; Charles H. Huhn, Minneapolis, and D. W. Ramsaur, Palatka, Fla. Plans were ratified for the erection of a new factory to cost at least \$60,000. The company also declared a 10 per cent. cash dividend and decided to manufacture in bond.

### First Fine Under Massachusetts Drug Law.

The new Massachusetts drug-store law, which defines what a drug store is and requiring such a store to obtain a license from the State Board of Pharmacy, has had its first prosecution. On Jan. 13, when W. H. Whittaker, proprietor of a drug store at 102 Ferry street, Malden, applied for a license to conduct a drug store, the State board refused to issue such a license. Notwithstanding such refusal, Mr. Whittaker continued to carry on the business, and he was summoned into the Malden court, on complaint of Joseph Buswell, agent of the board. The court found Whittaker guilty of the charge against him and imposed a fine of \$15. The case has been appealed.

## SCHOOLS AND COLLEGES

### DR. W. C. ALPERS DEAN AT WESTERN RESERVE

Dr. William C. Alpers, a prominent pharmacist of New York City, and one of the editors of the *Deutsch-Amerikanische Apotheker-Zeitung*, has been appointed professor of pharmacy and dean of the pharmaceutical school of Western Reserve University, at Cleveland, Ohio. Dr. Alpers succeeds T. Bernard Tanner, P.D., and assumed his new duties Feb. 1. His professional attainments require no comment, and the new appointment is a proper recognition of Dr. Alpers' labors in the interests of pharmacy. Born in 1851, in Germany, Dr. Alpers was educated at Hanover and Göttingen, and came to this country in 1872. He began his career as a teacher in New York City, and later opened a pharmacy at Bayonne, N. J. In 1894 he became a member of the New Jersey Board of Pharmacy. A few years later he opened a professional pharmacy at the corner of 31st street and Broadway, New York City, where he continued until 1906. Dr. Alpers has been very prominent in German-American pharmaceutical and social activities in this city, and he has the heartiest wishes for a long and useful future from his wide circle of friends and acquaintances. He will continue his work as editor of the *Apotheker-Zeitung*.

### University of Michigan School of Pharmacy.

E. H. Woodhouse, of Friendship, N. Y., has been appointed assistant in micro-botany for the second semester. Mr. Woodhouse is a candidate for the Ph.C. degree this year.

L. S. Mitchel, who completed all work for the B.S. (Pharm.) at the end of the last semester, recently took the United States Civil Service examination for food chemist. Mitchel tells us that there was not a question which had not been thoroughly covered in the food and drug course. Mitchel is now registered in the Graduate School.

We have recently had letters from Prof. L. S. Blake, Auburn, Ala.; D. K. Strickland, chemist, Parke, Davis & Co.; C. L. Dougherty, chemist, Merck & Co., and H. C. Eiseman, chemist, W. S. Merrell Co., all of whom received their B.S. (Pharm.) in 1913. Eiseman writes in that rare humorous style, giving much valuable advice, especially valuable to all beginners.

Prof. L. S. Blake expects to return to do work toward his Master's degree in the Summer session.

Dr. W. S. Hubbard addressed Phi Lambda Upsilon, the honorary chemical society, recently, on the work given in the course in food and drug analysis, showing a number of valuable instruments used in the course. Dr. Hubbard lectured at Three Oaks, Mich., Feb. 19, and at Otsego, Mich., Feb. 20, his subject being "Foods: Their Adulteration and Detection."

### Medico-Chirurgical College, Department of Pharmacy.

Walter Rothwell, Eastern representative of the American Druggists' Fire Insurance Company, delivered a very interesting lecture, "Fire Insurance as Applied to the Retail Drug Store," to the students of the Department of Pharmacy recently.

The February meeting of the Alumni Association of the Department of Pharmacy was held at the College Club, 1721 Arch street. The attendance was above the average for this midwinter meeting, and many interesting topics were brought up for discussion. The nominations for officers resulted as follows:

President, Heber W. Youngken, Ph.G., '05; 1st vice-president, U. G. Ruff, Ph.G., '09; 2d vice-president, I. Subin, Ph.G., '08; corresponding secretary, R. P. Fischelis, Ph.G., Phar.D., '11; recording secretary, B. G. Goodhart, Ph.G., '07; treasurer, B. Sprissler, Ph.G., '07.

Directors (3 years), M. M. Smith, '13; W. Dorszewski, '12; L. Weiszgerber, '11; E. Youngken, '08; (2 years), W. C. Crist, '08; J. L. Ruhl, '08; H. B. Roshon, '08; W. W. McNeary, '07; (1 year), W. E. Smith, '06; R. W. Moss, '06; T. B. Bordener, '05; H. G. Lilly, '00.

The Gamma Chapter of the Beta Phi Sigma Fraternity held its annual dance Feb. 17 at the Wynnefield Country Club.

The annual convolve of the Beta Phi Sigma Fraternity will be held during the first week of March at the Home of the Alpha Chapter, University of Buffalo, Buffalo, N. Y.

On Feb. 3, Dr. W. W. McNeary addressed the members of

the junior class in pharmacy on photography. This lecture was of special interest because of the recent impetus given to the sale of photographic supplies as well as the developing and printing of pictures by retail druggists. Dr. McNeary interestingly described the method of preparing plates, films and other supplies, and then demonstrated how developing and printing can be made a source of profit to the druggist.

### College of Pharmacy, City of New York.

The annual meeting for the election of officers of the New York College of Pharmacy will be held on Tuesday evening, March 17. President Butler has appointed the following nominating committee to prepare a list of candidates for the offices to be filled: William P. Ritchey, Henry C. Lovis, O. G. Kalish, Caswell A. Mayo, F. K. James, Ewen McIntyre, F. A. H. Anger.

At the close of the routine business Frank Farrington, of Delhi, N. Y., editor of *The Inland Store-Keeper*, will give the third of the series of this year's lectures. His topic will be "Advertising for Retail Druggists." It is seldom that the college has had such a large audience as was present to hear the lecture given by Harry B. Mason, and it is hoped that all pharmacists in and about New York will consider this a cordial invitation to attend the lecture to be given on March 17.

A dance was held by the students of the college in the university gymnasium Jan. 31. Almost 100 couples attended and the success of this, the first dance of such magnitude given by the students, is due to the untiring efforts of the student committee, composed of J. Paulonis, chairman; B. Maslon, B. J. Davis, M. Levine, D. Franceschi, L. V. Mango, F. A. Frawley, J. Mendiola, J. Friedlieb, J. Sesta, H. Hammer and M. Stewart. Dean Rusby personally took a great interest in the dance and appointed as a faculty committee Drs. Wimmer and Leslie, to give whatever aid was possible to the students. Financially, the dance was also a success, and the surplus was turned over to the library committee of the college for the purchase of new books.

The following men have been taken into the fraternities:

*Phi Chi*—G. C. Aronstamm, Charles Dougherty, William Neergaard, Alfred G. Young, L. N. Brown, Geo. N. Graves, Duncan N. Rose.

*Kappa Psi*—F. J. Andrews, L. Feltus, W. A. McBride, I. Richmond, A. E. Thompson, A. C. Burnett, R. Finello, H. E. Miller, J. Troy.

*Tau Epsilon Phi*—E. S. Bellis, Jerome Martus, D. Svigelsky, Benj. E. Wallach, Jerome Ettinger, Benj. Maslon, H. F. Strongin.

The classes have held their election of officers with the following results:

*Senior Class*—President, Joseph Goldstein; vice-president, Louis V. Mango; secretary, M. H. Dixon; treasurer, Mason Stewart.

*Junior Class*—President, Alfred G. Young; vice-president, N. Chapman; secretary, Miss May O'Connor; treasurer, Miss Helen F. Roudin.

*First Year University Class*—President, William McBride; vice-president, H. E. Miller; secretary, Charles O'Hagan; treasurer, H. F. Strongin.

### Buffalo Druggists Favor Sunday Closing.

Eighty per cent. of Buffalo druggists who claim the University of Buffalo as their alma mater, are in favor of Sunday closing and are anxious to do all in their power to clamp the Sabbath lid on the city's pharmacies. This fact came out at the 26th annual banquet of the Alumni Association of the Buffalo College of Pharmacy at the Hotel Statler, Jan. 29. Seventy-five members were present. Most of them are owners of stores; the rest are managers and chief clerks. The few who oppose Sunday closing voiced their acceptance of the partial closing idea, but all agreed that Sunday closing is inevitable. The pending Albany law which would prohibit doing business on Sunday except by a few dispensaries, brought on the discussion. The vote resulted four to one in favor of closing. Numerous speeches were made dealing with the question, the consensus of all being that it was a matter of progressiveness, which might take years of labor to bring about. George L. Flanders, counsel to the State Commission of Agriculture, delivered the main address, after which a programme of vaudeville was enjoyed. One of the most pleasing numbers was contributed by Miss B. Hedden, of the

pharmacy class of 1914. These officers were elected at the business meeting: President, Paul E. Burgdorf; vice-president, Mrs. Bertha Lathbury; secretary, William E. Lemon; treasurer, Charles Gauger; historian, Dr. Richard M. Morgan.

#### University of Buffalo Exercises, Washington's Birthday.

The annual University Day exercises of the University of Buffalo were held Feb. 23 at the Teck Theater. Dr. Charles William Dabney, president of the University of Cincinnati, gave the principal address, his subject being "The Municipal University." Chancellor C. P. Norton was chairman of the event, and numerous addresses, songs and musical selections made up a pleasant programme. President Dabney's theme was particularly timely for Buffalo, as municipal control of Buffalo's college of medicine has been a mooted subject for some time. Cincinnati has been successful in this regard, maintaining a university for its young men and women.

Dr. Charles W. Bethune has made several death masks of Dr. Roswell Park, Buffalo's eminent surgeon, whose death occurred recently, and will make a bronze tablet for the Academy of Medicine and a bust for the University of Buffalo.

#### University of Oklahoma School of Pharmacy.

The students of the School of Pharmacy were favored recently with a visit from the State drug inspector, Dr. W. G. Short, of Durant, Okla., who made a very entertaining address to the boys. He said that the cigarette-smoking boy or man was a failure as a druggist, and although he knew of more positions than he could find men to fill, he would not recommend a man who smoked cigarettes. Dr. Short emphasized the need of accuracy and efficiency behind the prescription counter. He said that to know that you are right and then to do the right thing is worth more than a few dollars a man might make by doing unethical things.

The first of a series of four lectures on "First Aid" was delivered in the University Chapel by Dr. Floyd Bolend, of the State Hospital Corps at Oklahoma City. These lectures are under the auspices of the Stockonian Pharmaceutical Society and will prove to be of great value and be of great benefit to all who may hear them. Dr. Bolend, who is a graduate of our School of Pharmacy in the class of 1901, is captain of the Hospital Corps of the city and enjoys the distinction of having the most efficient organization of its kind in the United States.

#### N.Y.C.P. Alumni Annual Ball.

The 19th annual ball of the New York College of Pharmacy Alumni Association was held on the eve of Lincoln's birthday at the Hotel Majestic, 72d street and Central Park West. The affair was well attended and was a success. The beautiful ball room was decorated with the electric signs of the fraternities and with flags and pennants. The music was furnished by Van Baar's orchestra. Among those present were: Frank N. Pond, Mr. and Mrs. N. S. Kirk, Mr. and Miss Kantrowitz, Dr. and Mrs. Wimmer, Mr. and Mrs. Goodman, Mr. and Mrs. Hostmann, Mr. and Mrs. L. Weiss, Mr. and Miss Propper, Mr. and Mrs. Rothstein, Dr. and Miss M. Weil, Dr. Weinstein, Dr. Ballard, Dr. Schaefer and Messrs. De Zeller, McCarty, Starr, Wall, Berning, Holmann, Roon and others. Mr. Hostmann headed the committee of arrangements.

#### Franklin Union of Boston.

The Franklin Union class in Pharmacy of Boston shows a gain of 25 per cent. in attendance over last year. The junior and senior pharmacy classes are conducted by Fred W. Connolly, a druggist of 35 years' experience in the business. The course is planned to start at the very beginning and includes talks on store management. The botany and materia medica class was started by Dr. Monteith, who through business changes was obliged to resign. He was succeeded by Mr. Preston, who is now in charge. The pharmaceutical chemistry class is conducted by John W. Calnan, who is also in charge of the department of industrial chemistry and pharmacy. Mr. Calnan is a consulting chemist, a graduate of M.I.T. and a specialist in teaching applied chemistry.

#### Harrison Bill Reported Out of Committee.

H.R. bill 6282, known as the Harrison anti-narcotic bill, has been reported favorably from the Finance Committee of the United States Senate.

## IN AND ABOUT PHILADELPHIA.

H. E. Landau, formerly of Gettysburg, Pa., has bought the store of C. A. Eckel at 11th and Lehigh avenue.

E. K. Cope, of Germantown avenue and Norris street, has returned to his place of business after a short illness.

The Philadelphia "vice squad" has rounded up another illegal distributor of narcotics, James Ramsey, 25, of No. 504 Rector street, Roxborough, whom they accuse of having systematically stolen many thousands of dollars' worth of cocaine and heroin from Hance Brothers & White by whom he was employed as foreman. Antony Hance, the senior member of the firm, appeared as the chief prosecutor against the prisoner.

Harry Swain, owner of two large Philadelphia drug stores, has added another to his chain, having purchased Charles E. Shillito's store at Haddon Heights, N. J.

At the annual meeting of the Philadelphia Board of Trade, Miers Busch, of Shoemaker & Busch, was appointed a member of the executive council.

Bamford & Kemp, druggists, have moved from their store at 446 Penn street, Reading, Pa., to the southeast corner Fourth and Penn streets, Reading.

Caldwallader D. Balburne, who recently incorporated his business at 52d and Walnut streets, has sold the good-will and stock of "The Balburne Pharmacy" to William F. Koch, a former clerk.

W. G. Wignall has purchased the store of Dr. C. B. Donges at Fourth and Berks streets. Mr. Wignall was formerly associated with Richard H. Lackey as clerk. The doctor will devote his time to his medical practice in Camden, N. J.

Robert J. Service, a former city salesman for Smith, Kline & French, has accepted new territory. He now covers New Jersey between Camden and Newark, and expects to make his home in Trenton, N. J., after March 1. He succeeds Harold J. Baker, who will now cover Baltimore and Washington and points South, and who in turn replaces C. P. Donnel and George Miller, who recently resigned.

At the annual meeting of the Philadelphia Wholesale Drug Company, Frank J. Rohman was elected president; H. C. Blair, vice-president; Dr. A. T. Pollard, secretary, and H. Z. Krupp, treasurer. The board of directors includes H. J. Seigfried, S. C. Henery and H. C. Chapman.

The Philadelphia Druggists' Bowling League race for first place is getting close and the gaps between the teams are being gradually closed. The firms that have teams in the league are: Smith, Kline & French, Philadelphia Wholesale Drug Co., H. K. Mulford Co., Eckman Mfg. Co., H. K. Wampole Co., Eli Lilly Co., the Chemical Co. and the Drug Club.

The Hoffman-LaRoche Chemical Works have opened an office in Philadelphia at No. 504 Arch street, in the heart of the drug district, with Elmer H. Bobst in charge. Mr. Bobst has been in charge of the Hoffman-LaRoche interests in Philadelphia for three years, but hitherto has worked directly from the New York office.

#### Druggist Prosecuted by County Medical Society.

Morris Lederman, head of the Standard Pharmacy Company, 2d street and the Bowery, was held in \$100 bail for trial by special sessions, his firm being charged with "advertising the services of a physician." It is claimed that Lederman filed a certificate of trade name stating that he was doing business as the Standard Pharmacy Company. The medical society contends that a single individual under such a certificate cannot conduct a business which the law of the State prohibits a corporation from entering.

This firm, it is stated, featured the treatment of venereal diseases. The prosecuting officer declared its physician received \$600 per month for his services and that the company cleared approximately \$10,000 per year. The physician's fee was collected in the price of the prescription when filled by the druggist.

John Dyer, 37 Wall street, is the society's attorney.

#### Drug Trade Bowlers Will Not Meet at Sweeney's.

The tournament of the American Drug Trade Bowling Association will be held on the Columbia alleys (on the Boardwalk), Atlantic City, N. J., May 8 and 9. The change of the alleys is due to the removal of Sweeney's alleys, and inability to get the alleys for the usual time. Headquarters will be the "Strand."

# BOARD EXAMINATIONS

## California.

SAN FRANCISCO, Feb. 20.—The following applicants were granted registration at the recent examination of this board. The next examinations will begin in Los Angeles on April 8, 1914, and in San Francisco on April 15, 1914:

Licentiate—Mervin H. Horton, Milton P. Duffy, George C. Wentz, Stewart T. McGee, Leo C. Cross, Lee Roy Carlisle, Jas. H. Haigh, Edward A. Franks, Glenn F. Coleman, Ernest G. Kurup, Carl Jacob Stadler, Ralph H. Glezen, Thomas J. Hitchcock, Edward M. Lusty, Daniel L. Dineen, Thomas Bartholomew, P. S. Pope, Clyde J. Stuart, C. Fred B. Klarer, Fred B. Mack, Charles Norford, Samuel B. Azhderian, Carl Selkin, Harold D. Clark, W. Frank Sedgely, Francis H. O'Brien, Blanch M. Hesse, Herbert F. Mauerhan, H. R. Lincoln, John G. Viebrook, Donald T. Weimer, Otto B. Lensing, Ralph H. McGarvin, Curtis T. Schreyer, Don M. Munger.

Assistants—Leslie B. Higgs, Frank M. Smith, Anthony V. Bresani, A. C. McCullough, Ernest E. Roemer, Earl F. Hearing, Geo. H. Walker, Guy S. Young, Charles E. Hoffman, L. C. Henderson, Isadore A. Melnick, Frank H. Borchard, George H. Saltmarsh, R. B. Bagnall, Jacob Spooner, Samuel E. Weinberg, Augustus J. Affleck, William E. Weldy, Carl E. Kratt, Rinaldo L. Puccinelli, George H. Bolton, Clifford E. Banks, Will J. Allum, Reginald H. Winter, Fred E. Smith, John E. Machado, Carl H. Warnock, Ronald W. MacCorkell, A. L. Wilke, Geo. A. Jeffery, Alfred Mathews, W. H. Davisson, Morris H. Rosenberg, Nicholas J. Phelan, S. Henry McManaway, Yee Lang Fu, Edson J. Harsh, W. Earl Lawrence, Geo. T. Pomeroy, Waldo Throop, Frank Carlisle, Paul Arp, Thomas F. Blake, Michael W. Conway.

## Delaware.

WILMINGTON, Feb. 20.—At the January examinations by the Delaware Board of Pharmacy, five were granted certificates as pharmacists out of a class of fifteen, as follows: Eli S. Keyser, Wilmington; Seth S. Sawtelle, Harrington; Norman L. Kislung, Bel Air, Md.; Jacob S. Keyser, Philadelphia, Pa.; Carl E. F. Schauer, Bayonne, N. J.  
The next meeting of the Board will be held at Newark, April 1.

## Illinois.

CHICAGO, Feb. 20.—At the January meeting of the Illinois State Board of Pharmacy held in Springfield, 14 of the 62 applicants for registered pharmacist and three of the nine candidates for assistant pharmacist passed successful examinations. Their names follow:

Registered Pharmacists—Theo. R. Behrens, Chicago; S. R. Burg, Argo; Geo. S. Carpenter, Harvey; Harry R. Ehlert, Springfield; Harry Goldstine, Chicago; Harry E. Johnson, Chicago; O. D. Lattman, Chicago; C. A. Logan, Elizabeth; R. W. Merschat, Chicago; Claus Rohweder, Tuscola; Jos. H. Skaggs, Des Moines; Ralph L. Stein, Chicago; Herman Viehmann, East St. Louis; Fred D. Wilson, Chicago.

Assistant Pharmacists—R. E. Bigelow, Chicago; Jacob A. Long, New Berlin; Sister Earnesta Minder, Springfield.

The next meeting of the board for the examination of applicants for registered pharmacist will be held in Chicago on Tuesday, March 10, at 9 a.m., at 31 West Lake street. The next meeting of the board for the examination of applicants for assistant pharmacist will be held in Chicago on Thursday, March 12, at 9 a.m., at 31 West Lake street.

The next apprentice examinations throughout the State will be held on Friday, March 6.

## Massachusetts.

BOSTON, Feb. 20.—The State Board of Registration in Pharmacy has granted certificates of registration to the following:

Ernest A. Carlson, Bridgewater; Louis H. Boyle, Randolph; Norman S. Cook, Provincetown; Ralph K. Howland, North Billerica; Aime J. Lachapelle, Turners Falls; Walter A. Stout, East Boston; Simon J. Cohen, Boston; Walter J. Cullinane, Boston; Charles P. Norton, Great Barrington; Armand C. Poirier, New Bedford; Joseph C. Lynch, Jamaica Plain; Frank E. McGrath, Fall River; Charles F. Ohrenberger, Dedham; Arthur O. Batson, Cambridge; Albert H. P. Byers, Lynn; Charles A. Cronin, Lawrence; Frederick W. Nelson, Boston; John P. Shannon, South Framingham; Frank A. Burke, Dorchester; Peter McNiff, Salem; Mary T. Cunningham, Holyoke; Lee A. Hegerman, Worcester; Joseph Himmel, Lynn; John J. Moran, Fitchburg; John T. Sparks, Dracut; William J. Walsh, Quincy; Fred S. Delay, Rockland; Frank E. Duffy, Fall River; William T. Gray, Fall River; William E. Jennings, New Bedford; Vernon L. Strout, Waverly.

Assistant Pharmacist—Francis H. Farrell, East Gloucester; Fred E. Hines, Dorchester; Rodolphe B. Huot, Fall River; Thomas H. Forest, Fall River; Frank E. Littlefield, Swampscott; Thomas H. McDonald, Belmont; Warren L. Parker, Cambridge; Manuel G. Andrew, Cambridge; Lloyd E. Burnett, Dorchester; Irving F. Clement, Wellesley; John Francis Clifford, Dorchester; William A. Gordenstein, Springfield; Joseph R. Lyonnais, New Bedford; Perley Gordenstein, Brookline; George A. Webster, Medford; Philip O. S. Morse, Brookline; William H. Donovan, East Weymouth; Ahlin, West Somerville; William H. Donovan, East Weymouth; James P. Flynn, Northampton; Max Goldbard, Worcester; Louis E. Kelley, Fall River; Philomene Lacouture, Fall River; John F. McGrane, Ashton; Walter E. McQuinn, Somerville; Louis Rosen, Boston; Fred H. Works, Salem; James L. Flynn, Fall River; Issa Naman, Stamford, Conn.; Wilfred Smith, Fall River; Joseph Weinrebe, Boston; Joseph F. Laliberte, Boston; Abraham Sollogub, Boston; Joseph P. Sweeney, Springfield; James E. Templeton, Westfield; Edward J. McGrath, Cambridge; Joseph F. Devine,

Boston; Oscar I. LaForest, New Bedford; Joseph T. Lantagne, Lowell; James J. Mattimore, Worcester; Almont R. McLaren, East Boston; Clarence H. Rushton, New Bedford; David C. Barker, Somerville; Ezra Saillant, New Bedford; Pasquale F. Lombardi, Boston.

## Minnesota.

MINNEAPOLIS, Feb. 20.—Licenses for 10 pharmacists and 23 assistant pharmacists were granted by the State Board of Pharmacy, as follows:

Registered Pharmacists—H. H. Blaustein, O. H. Erickson and A. R. Ude, Minneapolis; W. I. Appel, A. H. Olson and C. P. Sattler, St. Paul; S. Batnett, Austin; A. Erickson, Rushford; G. R. Nelson, Duluth, and A. L. Young, Canton.

Assistants—Nathaniel Bentson, M. Henney, B. C. Rotegard, J. E. Sheady and J. R. White, Jr., Minneapolis; J. A. Albachten, C. A. Borgstrom, L. M. Foley, J. F. Logar and F. P. Ritschell, St. Paul; A. F. Lundquist and H. H. Schade, Duluth; J. J. Andre, Anoka; E. Backer, New Ulm; K. H. Covell, Atwater; Joseph W. Gebhard, Winsted; H. L. Hamilton, St. Louis Park; G. H. Lindert, Norwood; O. A. Madsen, Reeder, N. D.; L. A. Norin, Kokato; F. W. Reed, Vinton, Iowa; Joseph Rohor, New Prague and H. Roen, Menomonie, Wis.

## Missouri.

KANSAS CITY.—The list of successful candidates at the examination given by the Missouri Board of Pharmacy at Jefferson City in January, follows:

Registered Pharmacists—Thomas O'Donnell, St. Louis; Fred G. Messerschmidt, St. Louis; Jacob W. Ryburn, Chillicothe; T. S. Whiting, St. Louis; Jos. W. Hunolt, Moberly; John H. Burns, St. Louis.

Assistant Pharmacists—Nelson Jay, Kansas City; C. H. McDonald, Rocky Comfort; Homer L. Blankenbaker, Kansas City; Byron Beatty, Kirksville; Albert W. Mueller, St. Louis; Ernest L. Haller, Boonville; Chester W. Lieder, St. Louis.

The next meeting of the Board of Pharmacy will be held in Kansas City the second Monday in April. Applications must be in the hands of the secretary at least five days previous to date of examination. Application blanks will be furnished upon request.

## New Jersey.

BRIDGETON, Feb. 20.—The following candidates were successful at the January examinations. The next examinations will be held at Trenton, April 16-17:

Pharmacists—Charles N. Asher, Brooklyn; Adam S. Baczynski, Brooklyn; Floyd E. Bellisfield, Trenton; Julius I. Bitterman, Jersey City; Matthew Blair, New York; Domenico E. Bonanno, Asbury Park; Tycho O. Clausen, Carlton Hill; William Dembling, New York; Arthur Ebischbach, Philadelphia; Harold Friedman, Passaic; Baron A. Gardner, Brooklyn; William X. Gebele, Brooklyn; Max Gitow, New York; Josef Goodman, New York; John G. Graef, Jersey City; John Grassi, Jersey City; Harry H. Hagny, Newark; John H. Hayes, Philadelphia; Walter W. Lawson, Rahway; Martin J. Lennon, East Orange; Meyer Levy, Hoboken; Aaron London, Atlantic City; James W. Lynch, Atlantic City; Camillo Manfredi, New York; Harry F. May, Avon; Clarence Mosby, Philadelphia; William A. Nelson, Perth Amboy; Howard L. Pendleton, Rahway; Ladislaus A. Rominecki, Mount Holly; Samuel Schwartz, Bayonne; Frederick F. Schmidt, Elizabeth; Luigi Scelfo, Passaic; Alfred Stadelmann, Poughkeepsie; Stanley E. Sutton, Woodbury; Isaac Teplow, Bayonne; Edward O. Turner, Atlantic City; George P. Watman, New York; Benjamin Williams, New York; Thomas A. Zimmerman, New Milford; Otto J. Zuccarelli, New York.

Assistants—Walter W. Arnold, Camden; Hyman Berger, Brooklyn; Thomas P. Brynes, Elizabeth; Harold S. Cannamacher, Newark; Charles B. Everlockner, Burlington; Ralph E. Finello, Jersey City; Raymond G. Gilney, Coatesville, Pa.; Jacob M. Jacobs, Paterson; Walter A. Kulnen, Paterson; Charles A. Muller, North Bergen; Louis J. Strehl, Paterson; Albert Watman, Bayonne.

## New York.

The number of penalties paid the New York Board during the month of January, 1914, also the character of the violations, was as follows:

Deficient pharmacopoeial products.....	14
Adulterated and deficient prescriptions.....	6
Junior violations .....	3
Equipment violations .....	3
Total .....	26

## Ohio.

COLUMBUS, Feb. 20.—Following is a list of the successful applicants at the examination held in Columbus, Jan. 13-14, by the Ohio Board of Pharmacy. There were 78 applicants who applied for pharmacist's examination and the following were successful:

Registered Pharmacist—John E. Lonis, R. W. Terry, Chas. Lehner, H. H. Kennedy, R. G. Clark, C. T. Shelus, all of Columbus; Bertha Kleinknecht, N. H. Keller, Louis Tischbein, Jr., J. J. Wittenberg, W. C. Cox, all of Cincinnati; W. N. Albee, L. M. Voegtly, W. M. O'Leary, Jos. Lear, M. A. Cosgrove, R. J. Caldwell, Arthur Price, R. C. Cameron, all of Cleveland; Carl Ritter, C. W. Ridgway, Dayton; T. C. Flick, M. C. McArtor, East Liverpool; C. E. Mieding, I. H. Hobing, O. M. Woodburn, Youngstown; R. B. Willson, Picketon; W. B. Webber, Medina; J. M. Galbreath, Greenfield; J. R. Spangler, Shelby; John E. Slade, Batavia; W. M. Miller, Hamilton; F. B. Piper, Niles; C. E. Geringer, Wauseon; J. C. Wakefield, Clairton, Pa.

Assistant Pharmacist—J. S. Seigel, Jos. Butnik, S. M. Savange, L. G. Albee, A. H. Bedford, H. Levine, J. A. Howenstine, G. E. Kurtz, R. J. Parkin, I. H. Goldstein, H. M. Schur, A. A. Borek, Clayton Zeidler, C. F. Dvorak, L. F. Yeager, A. Butnik, all of

Cleveland; C. J. Ross, H. H. Lähke, A. J. Boger, Geo. Wingerberg, E. A. Lehr, L. M. Simms, all of Cincinnati; R. F. Boyd, R. D. Cunningham, Columbus; G. F. Marcum, Merrill Swain, Hamilton; U. E. Faucher, Pickerington; C. H. Bonsky, Canton; R. E. Wyre, Orrville; R. S. Haines, Mansfield; E. J. Wurster, Portsmouth; E. T. Parrish, Warren; B. C. Christen, Toledo; L. X. McE. Lima.

The next examination will be held in Columbus the week of June 15.

At the January meeting the board reorganized by electing the following officers for the year: President, A. L. Flandermeyer, Cleveland; vice-president, C. O. Hoffman, Arcanum; treasurer, F. H. King, Delphos; secretary, M. N. Ford, Columbus.

### Vermont.

BURLINGTON, Feb. 20.—The 19th annual meeting of the Vermont State Board of Pharmacy was held at the State House at Montpelier. Seven candidates appeared for examination and of these two were given full registration as follows: E. Floyd Libbey, Rutland; W. E. Lampman, Hyde Park, Mass. Three Assistants certificates were issued as follows: E. L. Holden, Proctor, Vt.; A. St. Pierre, No. Cambridge, Mass.; G. P. Hudson, Quechee, Vt.

The following officers were elected for the ensuing year: President, E. G. McCallen, Rutland; secretary, M. G. Beebe, Burlington; treasurer, W. L. Gokay, Bennington. The other two members of the board are W. F. Root, of Brattleboro, and D. F. Davis, of Lyndonville, who has just been reappointed for another term.

The meetings for examinations will be April 15, July 7, October 14, January 12.

### Virginia.

RICHMOND, Feb. 20.—At the January examination of the State Board of Pharmacy there were 31 applicants for Registered Pharmacist. The following were successful:

H. R. Hammer, Lynchburg; B. F. Bowles, Richmond; G. L. Miller, Charlottesville; H. E. Crabtree, Bristol; A. A. Arnold, Cape Charles; W. M. White, Portsmouth; W. T. E. Smith, Richmond.

The following applicants for Registered Pharmacist were given the Registered Assistant Pharmacist certificate: W. E. Strole, (M.C.V.) Richmond; J. W. Chambers, (Col.) Buckingham; J. L. Stephens, (col.) Raleigh, N. C.

There were seven applicants for Registered Assistant Pharmacist certificate, and the following was successful: W. C. McNow, Richmond.

The next examination will be held in Richmond April 21.

### Washington.

CONNELL, Feb. 20.—D. B. Garrison, secretary of the State Board of Pharmacy, has announced the following candidates successful at the recent examination held in Spokane: Will C. Wassell, R. G. Stevens, Gus Huch, Seattle; K. H. Ferry, Starbuck; W. F. Belcourt, Tahiti Islands. By graduation: James H. Kamiah, Idaho; R. M. Walker, Seattle; Warrel, Spokane; W. W. Wilson, E. M. Johnson, Metaline Falls.

## NEWS OF THE BOARDS.

A. L. Flandermeyer, of Cleveland, has been chosen president of the Ohio State Board of Pharmacy for the coming year; C. O. Hoffman, of Arcanum, was elected vice-president, and F. H. King, of Delphos, treasurer. M. N. Ford, of Columbus, was re-elected secretary. A class of 106 applicants for pharmacists' certificates was examined in January.

At the January meeting of the Minnesota State Board of Pharmacy Herman Rietzke, of St. Paul, was elected president, and Edward A. Tupper, of Minneapolis, secretary.

Members of the Indiana State Board of Pharmacy have been in conference with Gov. Ralston in regard to plans for a working organization whereby alleged violation of the anti-cocaine law, passed by the last Legislature, could be prevented. Board members who have been investigating local conditions in Indianapolis and elsewhere in the State have found a condition of affairs which, they say, warrants drastic action on the part of the authorities.

The Florida State Board of Pharmacy has organized by the election of W. D. Jones, of Jacksonville, as president; H. H. D'Alemberte, of Pensacola, vice-president, and D. W. Ramsaur, of Palatka, secretary-treasurer. The other member of the board is Leon Hale, of Tampa. Ernest Berger, of Tampa, the retiring president, who declined re-election, is still a member of the board, of which he held the presidency for seven consecutive terms. He announced that pressure of business forbade his longer holding the office, and a vote of thanks was extended to him for his services during his term of office. Mr. Jones, Mr. Berger's successor, is one of the foremost druggists in the State. There is no one druggist who stands higher in the estimation of the profession in Florida, and the board is to be congratulated on his elevation to this important office. In executive session the by-laws of the board, regulating reciprocal exchange, were amended as follows: (1) "The applicant for registration by reciprocal exchange from another State board must have practiced as a registered pharmacist in the State from which he applies at least one year since his registration in said State. (2) He must furnish with his application a certified copy of the proofs of experience, filed by him when he took the examination in the State from which he applies, or the original employers' affidavits proving experience. (3) The Florida board reserves the right to pass upon and reject any application in which the applicant falls below the moral, professional or educational standard set by the Florida board." The secretary, in reporting the routine work of his office, noted the much improved conditions throughout the State, and the generally stricter compliance with the pharmacy laws, particularly as regards the

operation of drug stores by registered pharmacists. The next examination of the board will be held in Jacksonville, June 8 and 9, 1914.

The Massachusetts Board of Registration in Pharmacy's report for the year shows that the commission has been self-sustaining, having a balance of \$982.61. During the year 521 candidates were examined, of whom 139 received certificates as pharmacists and 111 as assistants. The board stated in the report that the druggists in the State felt they were suffering from unfair competition and unfair trade practices. The board therefore recommended the passage of an act similar to the one now in force in New Jersey, the first section of which reads as follows:

"It shall be unlawful for any merchant, firm or corporation, for the purpose of attracting trade for other goods, to appropriate for his or their own ends a name, brand, trade-mark, reputation or good-will of any maker, in whose product said merchant, firm or corporation deals, or to discriminate against the same, by depreciating the value of such products in the public mind, or by misrepresentation as to value or quality or by price inducement, or by unfair indiscriminate between buyers, or in any other manner whatsoever, except in cases where said goods do not carry any notice prohibiting such practice, and excepting in case of a receiver's sale, or a sale by a concern going out of business."

Four St. Louisans recently passed examination by the State Board of Pharmacy at Jefferson City: Thomas S. O'Donnell, 4834 Labadie avenue; Fred G. Messerschmidt, 2225 Cherokee street; T. S. Whiting, 2950 Dickson street; John H. Burns, 2825 Pine street. Others who passed: Jacob W. Ryburn, Chilli-cothe; Joseph W. Hunolt, Moberly. Two St. Louisans passed as assistant pharmacists: Albert W. Mueller, 756 Dover Place; Chester W. Lieder, 1239 Sidney street. Others: Nelson Jay, Kansas City; Homer L. Blankenbaker, Kansas City; C. H. McDonald, Rocky Comfort; Byron Beaty, Kirksville; Ernest L. Haller, Boonville.

## NEW INCORPORATIONS.

J. S. Tyree, Chemist, Inc., a Delaware corporation; to manufacture Tyree's Antiseptic Powder; capital, \$1,000,000; incorporators, J. S. Tyree, G. A. Lewis, Washington, D. C.; G. D. Hopkins, Wilmington, Del.

Mermaid Specialty Co., Inc., Manhattan; capital, \$100,000; G. W. Frazier, J. V. Stoppelbein and D. F. Morris, New York City. West Coast Pharmaceutical Co., Seattle, Wash.; capital, \$25,000; F. M. Harris, G. E. Banks and Nellie Collier.

G. P. McDermott & Co., Indianapolis; capital, \$25,000; R. O. Willett, K. V. McDermott and G. P. McDermott. Waterloo Chemical Co., Blackhawk county, Ia.; capital increased to \$25,000; F. E. DeMott, president.

Empire Drug Co., Bayonne, N. J.; capital, \$10,000; Joseph Steiner, Isidor Sternick and Joseph Adler.

Garlington Pharmacy Co., Inc., Birmingham, Ala.; \$2000; J. B. Garlington, W. T. Garlington and Flora Garlington.

Blauw Brothers, New York; drugs, medicines and toilet articles; \$10,000; W. H. Blauw, J. Max Blauw and Ernestine Klinzing. Peruna Co., Columbus, Ohio; decrease in capital from \$500,000 to \$100,000.

Holmes & Blakely, Spartanburg, S. C.; \$12,000; Henry M. Holmes, president and treasurer; George D. Blakely, vice-president and secretary.

People's Drug Co., Johnson county, Tenn.; \$5000; R. F. Wright, J. L. Cottrell, R. E. Donnelly, D. H. Donnell and R. A. Donnelly.

Red Cross Pharmacy Co., Logansport, Ind.; wholesale and retail drugs; \$15,000; M. B. Lairy, Logansport; J. S. Lairy and George H. Babcock.

Yum Drug Co., Durham, N. C.; \$25,000; to manufacture medicines and do a general drug business; Verne Pea, W. H. Crowell, L. L. Tilly.

United Medical Co., Shelbyville, Ky.; \$10,000; William Hackworth, May F. Rothchild and J. Salinger.

Camphor Imp'tg. & Mfg. Co., Jersey City; chemists, druggists, etc.; \$200,000; G. A. Anderson, Brooklyn; E. A. Buck, Arlington; A. Dinkelspiel, East Orange.

Columbus Drug Co., Columbus, Mont.; \$20,000; Dr. F. M. Nelson, L. S. Chañin and L. D. Roy, Jr.

Balbirnie Pharmacy Co., druggists and chemists, Delaware corporation; \$25,000; H. E. Latter, W. J. Maloney and O. J. Reichard.

Ideal Compound Co., Delaware corporation; \$50,000; C. H. Bishop, C. J. Jacobs, H. W. Davis.

Berkeley Drug Co., Boston; Albert L. Wyman, Everett G. Priest, William C. Rogers; \$5000.

Hoover-Lott Drug Co., Galesburg, Ill.; \$10,000; Judson W. Hoover, Kathryn D. Hoover, Harvey V. Lott and Mabel A. Lott.

## RECENT FIRES.

At Elgin, N. D., Davenport Bros. drug store; loss \$7000.

At Greenwood, Neb., Yeast Drug Co.; loss total.

At Oviedo, Fla., D. D. Daniels' drug store; loss complete.

At Bronson, Tex., Rushing Forse Drug Co.; loss \$6300; insurance—\$4000.

At Earl, Ark., Earl Drug Co.; total; \$8000.

At Geddes, S. D., St. Marie drug store; destroyed.

At Seymour, Ind., Central Pharmaceutical Co.; loss \$4000.

At Prentiss, Miss., Model drug store; loss \$4500.

At Waltham, Mass., Tickton pharmacy; loss \$5000.

At Fitchburg, Mass., Fitchburg Drug Co.; loss \$2000.

At Bovertown, Pa., Alvah P. Greaves drug store; loss \$3000.

At Wildwood, Fla., Fleece & Gray drug store; loss heavy.

At Brookline, Mass., John L. McGown, drug store; loss small.



## Drug Manager Arrested for Shipping Poison in the Mails.

*How Parke, Davis & Co. Came Under the Ban; How the Post-office Rules Conflict; and How the U.S. District-Attorney Awaited Instructions from Washington.*

WHEN the United State Postoffice Department within six months reverses its own regulations as to the mailing of poisons, directly forbidding in Circular 58, new edition, what it permitted in Circular 58, old edition, and, after arresting the New York manager of Parke, Davis & Co. on the charge of sending poison through the mails, drops the charges and frees Mr. Smith by orders from the legal department at Washington to the U.S. District-Attorney—then, is it not time to ask *why the arrest was made, and what shall be done to prevent a repetition of such seeming persecution?*

Oscar W. Smith, New York manager for Parke, Davis & Co., was held in \$1500 bail on Feb. 9 on the charge of sending poisonous drugs through the mails. The case was dropped by order of the U.S. Attorney-General on Feb. 25.

George H. Adams, inspector in charge of the U.S. Bureau of Chemistry in Boston, went to the wholesale drug firm of Carter, Carter & Meigs, and, in the course of his inspection work, ordered a package of heroin tablets. Not having the size desired in stock, Carter, Carter & Meigs sent an order to Parke, Davis & Co.'s New York branch, the tablets were sent to Carter, Carter & Meigs by parcel post, and by them delivered to Inspector Adams. The latter, who desired the tablets to learn if they conformed with the requirements of the Pure Food and Drugs Act, reported with the samples to the Department of Agriculture at Washington, in accordance with his routine, and that department, noticing that the goods had been sent from New York to Boston by mail, notified the Postoffice Department. The arrest followed. The first newspaper reports were to the effect that the postoffice authorities had used Carter, Carter & Meigs as "stool pigeons" to obtain the heroin from Parke, Davis & Co. in accord with some mysterious programme of drug exclusion following the newspaper hysteria over the appointment of the Mrs. Vanderbilt anti-narcotic morality commission in New York. The facts as stated above indicate no such "conspiracy," but rather the lack of any definite ruling or understanding on the part of the postoffice officials as to the meaning of the regulations governing the mailing of drugs. Such is the confusion in the department that an appeal has been made to the Postoffice Department by U.S. District-Attorney Marshall of New York to interpret the conflicting provisions of the law, that he may carry the Parke, Davis case to some conclusion.

In general, all poisons are held to be unmailable under the postal laws. Section 472 of the present Laws and Regulations states in part:

"All kinds of poisons, and all articles and compositions containing poison, . . . and all other natural or artificial articles, compositions or materials of whatever kind which may kill or in anywise hurt, harm, or injure another, . . . are hereby declared to be nonmailable matter . . .; but the Postmaster-General may permit the transmission in the mails, under such rules and regulations as he shall prescribe as to preparation and packing, of any articles hereinbefore described which are not outwardly or of their own force dangerous or injurious to health, life or property."

In accordance with the power bestowed in the latter part of the preceding section, Paragraph 4 of the same section states: "Medicines and anesthetic agents, which are not outwardly

or of their own force dangerous or injurious to life, health, or property, and not in themselves unmailable [on account of improper classification, or as coming under the section relating to obscene and immoral matter], may be admitted to the mails for transmission in the domestic mails when enclosed in packages in conformity with the conditions prescribed in Section 474. *Provided*, That the terms "medicines" and "anesthetic agents" shall not be construed to mean poisons: *Provided, further*, That the article mailed bears the label or superscription of the manufacturer thereof, or dealer therein, or of the licensed physician, surgeon, dentist, or veterinarian preparing or prescribing the same."

Circular 112, issued by the New York Postoffice, and relating to the parcel post, also contains these regulations, which are applicable, however, to all classes of mail. N. Y. Circular 58, new edition, covers the same ground. In these circulars all poisons are barred from the mails.

But a former edition of Circular 58 specifically *permitted* the mailing of poisons, provided they were not to be used as abortifacients, etc., and were properly packed. The former circular, which was revised in July, 1913, reads as follows:

"Medicines composed in part or wholly of poison or poisons, and anesthetic agents, which are not outwardly or of their own force dangerous or injurious to life, health, or property, and not in themselves unmailable, may be admitted to the mails for transmission in the domestic mails from the manufacturer thereof or dealer therein to licensed physicians, surgeons, pharmacists and dentists, and not otherwise, when inclosed in packages in conformity with the conditions prescribed in Section 496 [now Section 474]: *Provided*, That the package bears the label or superscription of the manufacturer of or dealer in this article."

Hence the recently revised Circular 58 completely reverses the position taken in the former edition of the same circular. Those who are not familiar with the recent changes of the postal regulations would believe that poisons were mailable between wholesalers and retailers, but not between retailers and consumers, whereas, the new regulations prohibit the use of the mails for transporting poisons under any circumstances.

In a statement issued Feb. 13, Frank G. Ryan, president of Parke, Davis & Co., thus presented his side of the case, his position being that of Oscar W. Smith, his New York manager, and of many other manufacturing pharmacists who, naturally, would be affected by the interpretation of the law under which the arrest was made:

"The order of heroin tablets which was filled by our New York branch for Carter, Carter & Meigs, wholesale druggists of Boston, would not have been refused by a single manufacturer or jobber in the United States. It is plain on the face of the whole affair that the action of our branch was taken innocently and with no thought of violating the law, even technically. The only result will be now to cause great inconvenience to the pharmacists and physicians of the United States. *If they are to be denied the use of the mails and the parcel post for the perfectly legitimate transportation of drugs required in the practice of medicine they will simply have to be content with service by freight and express.* The additional inconvenience and expense will fall upon the doctor, the pharmacist and the patient."

## Personal Liberty in Danger.\*

By CASWELL A. MAYO, PH.G.

*President-elect of the A.Ph.A.*

OUR legislators, even more than our judiciary, are losing sight of the traditional principles which should govern all legislative enactment. As pointed out in the admirable address by Mr. Justice Cullen before the Bar Association of the State of New York, "There is a strong tendency in courts, in legislatures, and, worst of all, in the people themselves, to disregard the most fundamental principles of personal rights."

The absurd and unconstitutional restrictions on personal liberty imposed in the so-called eugenic laws is another instance in point. Every student of civil law, or even casual reader of history, knows that the imposition of restrictions to marriage merely means an increase in illegitimate births. The agitation may be helpful only in so far as it arouses the conscience of the individual to the enormity of the crime which is committed by the marriage of diseased persons, but such restrictive acts as that passed in Wisconsin can only do harm.

Every student of history remembers with horror the brutality of the old English penal law which provided capital punishment for more than 200 offences. The same spirit is now shown in making felonies and misdemeanors of all sorts of acts which of themselves are not criminal. Mr. Justice Cullen has pointed out that we now have more than 200 felonies and more than double that number of misdemeanors exclusive of duplications, the titles of which bring the number in the index of the Penal Code of the State of New York up to more than 600. No citizen may hope to avoid committing some statutory misdemeanor every day of his life. The mere fact that some of these statutes have been held to be invalid is the best confirmation of my criticism, for the enactment of laws which are either not capable of enforcement or which are basically unjust is a most serious matter, for such legislation tends to bring all laws into contempt.

Our learned friend, Chief Justice Russell, has spoken of the horrors of drug addiction and has referred with just execration to the men who pander to this vice. I am glad to have this opportunity to assure him that the pharmacists of the United States were the first to recognize the dangers incident to the traffic in these drugs and to move for the proper safeguarding of this traffic. In confirmation of this statement I wish to inform him that at the meeting of the American Pharmaceutical Association held in St. Louis in 1901, I, myself, offered a resolution pointing out the regrettable increase in the illegitimate use of habit-forming drugs and providing for the appointment of a committee to investigate this subject in the following words:

*Resolved, That a committee be appointed to consider the question of the acquirement of drug habits, and the best methods of legislative regulation of the danger. (Vol. 49, page 465, Proceedings of the American Pharmaceutical Association for 1901.)*

The agitation then begun has been kept up ever since by the American Pharmaceutical Association and has received the support of every organized body of pharmacists throughout the United States, and an anti-narcotic measure drafted in accordance with the findings of this committee by Prof. J. H. Beal, and known as the "Beal Model Law," has formed the basis of legislation enacted in more than 40 States of the Union.

The National Drug Trades' Conference, an organization representing every branch of the drug trade, is largely responsible for the present form of the Harrison anti-narcotic measure, and has done everything within its power to bring about the enactment of this bill, which, in conjunction with the local laws in force in every State, will, if properly administered, go far towards abating the illegitimate use of these habit-forming drugs. To the credit of pharmacy, let it be said that the only open opposition which this measure has encountered has come, not from pharmacists, but from an organization composed of physicians and lawyers.

Our personal liberty has been further endangered by bureau-

cratic law. All will recall the surprise manifested by lawyers and laymen alike when the Supreme Court of the United States read the word "reasonable" into the Sherman act, too late, alas, to prevent the Indianapolis decision on the "tripartite plan." This learned court has just rendered a decision which goes further in the direction of imposing additional restrictions than did the introduction of the word "reasonable" in the opposite direction. Under this latest decision a bureau chief, or, presumably, any subordinate acting in his name, may, in issuing regulations for the enforcement of a law, issue regulations which "round out the law." It seems to me, and I believe that any serious student of the law will agree with me in this, that the giving of permission to any executive official to "round out" any statute of Congress in accordance with his own personal interpretation of the objects of that statute is a blow at the liberty of the individual which may, in the hands of over-zealous or injudicious officials, go far in the abridgement of the constitutional rights of the American citizen to life, liberty and the pursuit of happiness.

It would seem, therefore, that the citizen should take careful note of these tendencies in the courts, in the legislatures, and in the executive officials as portending a loss of that personal liberty which has been the boast and pride of the United States for the past century and more. Shall we sit silent while courts, legislatures and bureaus rob us of that inestimable heritage of personal liberty received as a precious heirloom from the founders of this republic. No, a thousand, a million times, No! We speak not for ourselves alone, not only for the citizens of this great country now living, but for the millions yet unborn to whom we owe an obligation to pass on unharmed and unrestricted the personal liberty handed down to us by our own fathers.

## New Jersey's New Pharmacy Bill.

*Abstract of the Proposed State Pharmacy Law, Known as Assembly Bill No. 282, Introduced Feb. 3.*

THE new Pharmacy Act of the New Jersey Pharmaceutical Association, as drafted and amended under the sponsorship of the Legislative committee of that body, has been introduced in the New Jersey Legislature by Mr. Fisk, and is known as Assembly Bill No. 282. The committee is made up of S. D. Woolley, Ocean Grove, chairman; J. C. Gallagher, Jersey City; George M. Beringer, Camden; Isaac J. Keuper, Trenton; David Strauss.

The provisions of the bill in many respects are more in keeping with the trend of the times than are those of the present law, although the best features of the present law are retained, including the provision for continuous triennial registration, with a 50-cent fee. The new draft contemplates reciprocal registration with States having a standard equal to that of New Jersey, and also includes graduation from an acceptable school or college of pharmacy as a prerequisite to registration in pharmacy. Some of the more important features of the bill, which differ somewhat from existing stipulations, or which are repetitions of good features of the present law are:

The board shall examine into each application for license to sell drugs and medicines as a licensed storekeeper or as a vendor—as provided for in the act—if in their judgment the applicant is qualified as a proper person to engage in such selling of drugs and medicines and such a license is not a detriment to public health or morals.

After the passage of the act every pharmacy must display on a sign in letters at least an inch in height on the exterior of the store or on the window or door so as to be read from the outside the name of the proprietor or owner and the name of the pharmacist registered as such by the State Board of Pharmacy, and it shall not be lawful for any person to be in charge of more than one pharmacy at the same time or to display his or her name as such on more than one pharmacy, under penalty of fine and costs of prosecution.

Applicants for examination for registration must show a certificate from the State Commissioner of Education showing that such applicant before entering a college of pharmacy had obtained an academic education consisting of at least one year's completed study in an approved high school or its equivalent, and shall have had at least four years' practical experience in a pharmacy where prescriptions are compounded and drugs

\*From an address delivered at the annual banquet of the National Association of Manufacturers of Medicinal Products at the Waldorf-Astoria Hotel, New York, Feb. 12, 1914.



sold at retail—with a two-years' credit for equal time spent at a school of pharmacy in lieu of store experience—said applicant to be a graduate of a school of pharmacy complying with the rules and regulations of the New Jersey board.

Every registered pharmacist or assistant pharmacist shall once in three years during his or her practice of pharmacy in New Jersey renew his or her registration, paying at the same time a renewal fee of 50 cents.

Causes for removal of registration certificate are: Not of good moral character; registration secured by fraud or misrepresentation; use of narcotics or alcoholic stimulants to an extent unfitting certificate-holder for duties; mental disease.

Every pharmacy in the State to keep on hand at all times a copy of the latest Revision of the U.S.P., the latest edition of the N.F., and a copy of the latest edition of the Homeopathic Pharmacopoeia of the U.S., under penalty of fine and costs.

Impersonation of an applicant for registration before the board at the time of examination is made subject to fine and imprisonment.

After the passage of the act it is made unlawful for any storekeeper in a town or place of not more than 1000 inhabitants, or within three miles of a pharmacy, to sell, offer for sale or give away any of the poisons enumerated in the schedule of the act; or any patented or proprietary medicine known to contain any such ingredient.

The proprietor of any store or establishment other than a pharmacy who shall sell or offer for sale any drug, medicinal article or patented or proprietary remedy must first procure from the Board of Pharmacy a license as a licensed storekeeper in drugs, said license to contain a schedule of such drugs and medicinal preparations as shall be permitted to be sold in original packages as put up by and bearing the label of a registered pharmacist of a reputable pharmaceutical manufacturer.

The act makes unlawful any hawking or peddling any drug or medicinal preparation unless said vendor is licensed by the Board of Pharmacy as an itinerant vendor, with a license fee of \$10, and with the proviso that the drugs and medicines so vend are of proper composition and not detrimental to public health.

All drugs to be sold at retail must be labeled in legible English so as to show what the package contains; this section, however, does not apply to the compounding of prescriptions nor to patent or proprietary medicines sold in the original packages.

The act provides that the State Board of Pharmacy shall adopt a schedule of what in their judgment are the most suitable antidotes for the various poisons, such a schedule of antidotes to be printed and one copy mailed to every person registered on their books, and to any other person applying for the same.

Under the poison sections of the act it is provided that: It shall be unlawful for any person, firm, or corporation to sell, furnish, give away or deliver any chloral hydrate, opium, morphine, codeine, ethylmorphine (dionin), diacetyl-morphine (heroin) or any salt, derivative or chemical compound or any of the foregoing or any preparation, admixture or compound containing any of the foregoing or their salts, derivatives or chemical compounds, except on the original written order or prescription of a duly licensed practitioner of medicine, dentistry or veterinary medicine. It is provided, however, that such provision shall not apply to preparations containing opium and recommended and sold in good faith for diarrhoea or cholera, each bottle or package of which is accompanied by specific directions for use, or to the powder of ipecac and opium, commonly known as Dover's powder, when sold in dosage forms and properly labeled, or to liniments, ointments and plasters containing opium and plainly marked "for external use," or to the sale of laudanum for legitimate purposes to persons not addicted to its habitual use.

The Board of Pharmacy shall have the right to accept the certificates of the pharmacy boards of other States in lieu of examination, provided that such other States have an equivalent standard for registration, and further providing that such exchange of certificates is reciprocal.

Misbranding under the act will be deemed to exist if the package or label bear any statement, sign, or device regarding such articles, ingredients or substances which shall be false or misleading in any particular, or is falsely branded as to

State, Territory, country or locality in which it is manufactured or produced.

#### Other New Jersey Drug Legislation.

A bill has been introduced in the Senate, and referred to the Committee on Public Health, which provides that on and after the passage of the act it shall be lawful for any registered or licensed physician, located as a practitioner of medicine and surgery in any city, town, borough or village (not exceeding 1000 in population) to engage in the practice of pharmacy in such city, town, borough or village, with all the rights, powers and privileges of a registered pharmacist.

Assemblyman George L. Burton, of New Brunswick, has introduced a bill in the House of Assembly to amend the public health act regarding the sale of habit-forming drugs and drugged patent medicines. Habit-forming patent medicines containing large percentages of alcohol, cocaine, morphine, etc., are specifically mentioned in the bill and their exclusion provided for. The bill, Mr. Burton declares, is aimed particularly at heroin, since after a personal investigation he has found that the police are powerless to deal with the drug habit in the Eastern part of the State.

#### NEW BICHLORIDE ORDINANCE FOR NEW YORK

##### Measure Adopted by Board of Health Provides for Sale on Prescription—Takes Effect March 1.

At a meeting of the Board of Health of the Department of Health of New York City, held February 17, 1914, the following resolution was adopted:

WHEREAS, Bichloride of mercury, otherwise corrosive sublimate, a poison, has frequently been taken by mistake and loss of life has resulted therefrom, therefore be it

Resolved, That section 67a of the Sanitary Code be, and the same is, hereby amended to take effect March 1, 1914, so as to read as follows:

Section 67a. No person shall sell or offer for sale at retail, bichloride of mercury, otherwise known as corrosive sublimate, in the dry form except upon the prescription of a duly authorized registered physician or veterinary surgeon, and then only in tablets of a particularly distinctive form or color, labeled POISON upon each tablet, and dispensed in sealed glass containers conspicuously labeled with the word POISON in red letters.

This section does not apply to any preparation containing one-tenth of a grain or less of bichloride of mercury.

#### "Six Days Shalt Thou Labor, and Do All Thy Work."

According to James L. Gernon, mercantile inspector of the Department of Labor, offices at 381 Fourth avenue, no employee, coming under the new "one day of rest in seven" law, may work more than six consecutive days without having 24 hours off. The employee may take advantage of as many days of rest as may be allowed him, but after six consecutive days of work he must again be allowed 24 hours of rest. The spirit of the law may be that the employee get one day off a week, but Mr. Gernon doubted if the department had any authority to enforce the law in any other manner than that dictated by its letter. This interpretation puts an end to the arrangement of allowing drug clerks every other Sunday off, unless the employer cares to occasionally give them more than one day off in seven. One day in seven does not mean one day every calendar week. Mr. Gernon informed the ERA representative that one druggist had been fined \$20 for not observing the law and that prosecutions were being conducted against others. "No one, however, has been brought into court without first being warned of what he was doing."

#### Prof. Raubenheimer Leaves Journalism.

Prof. Otto Raubenheimer has resigned as editor of the *Practical Druggist* and will hereafter devote his time to the work of the revision of the Pharmacopoeia and National Formulary, to teaching in the department of pharmacy of the University of the State of New Jersey and editing its bulletin, and last, but not least, to the management of his pharmacy and laboratory, 1341 Fulton street, Brooklyn.

## DRUG LAWS AND RULINGS

**Skull and Bones for Alcoholic Beverages.**—Assemblyman Knapp, of Chemung, N. Y., has introduced in the New York State Legislature a bill to insert in the penal law a new section—1745-a—making it unlawful to sell beverages containing more than 2 per cent. of alcohol, unless the container is specially labeled with a skull and crossbones and this inscription: "This preparation contains alcohol, which is a habit-forming irritant narcotic poison." The size of the type in which the labels are to be printed varies with the size of the container, and violations of the provisions of the act are punishable by fine—not less than \$5 nor more than \$50—or imprisonment for not less than five nor more than 50 days—or both. Each sale of a container without the specified label is to constitute a separate offence.

**New Connecticut Labor Law Puzzles Druggists.**—Since the new State laws regarding the employment of minors under 16 years of age, and women, went into effect a number of Waterbury (Conn.) druggists have seriously considered a change in schedule with the opening at 8 to 8:30 instead of 6:30, as in the past, and closing at 10 or 10:30 instead of 11 to 11:30. "The rub is expected on the earlier closing proposition," declared a prominent druggist, "and yet the hours of the druggists and their clerks are altogether too long now."

**Drastic Prohibition in West Virginia.**—That the prohibition lid will be closed down tight in West Virginia after June 30, was the declaration of Governor Hatfield and State Tax Commissioner Fred O. Blue at a recent conference at Charleston, attended by members of the State Board of Health, State Board of Pharmacy, State Board of Dental Examiners, West Virginia Medical Association, and West Virginia Pharmaceutical Association. The meeting was for the purpose of exchanging views between the Governor and Tax Commissioner, who will enforce the law, and the druggists, physicians and dentists, on whose authority intoxicants will be sold after the prohibition amendment becomes effective. The conferees agreed that the letter of the law will be enforced, and that the only intoxicants to be manufactured and sold within the State will be "pure grain alcohol for medicinal purposes, pharmaceutical, scientific and mechanical purposes, and wine for sacramental purposes by religious bodies."

**Jersey Druggist Sued Under Wood Alcohol Act.**—Charging that Druggist Charles W. England, of 54 Fourth street, Newark, violated the provisions of the act of 1912, which prohibits the sale of any article intended for internal or external use, which contains wood alcohol, the State Department of Food and Drugs of the State Board of Health has entered three suits against the druggist to collect \$300 penalties. England was charged with selling essence of peppermint, Jamaica ginger and a patent medicine containing wood alcohol. He is engaged in both the wholesale and retail manufacture and distribution of various articles.

**Wants Interstate Drug Law.**—Following the introduction of the so-called Boylan bill at Albany, Charles B. Towns said that he expects soon to have a bill introduced in Congress restricting interstate traffic in habit-forming drugs. In speaking of the proposed State law, which would bar from practice any physician addicted to the use of drugs, Mr. Towns said: "There is a real necessity for this provision. Drugs may spoil a surgical operation. They may induce a doctor to neglect imperative calls. The medical profession itself at present does nothing to protect the public against the irresponsible doctor. The first step for the Federal Government will be to require the registration of all importers and manufacturers of habit-forming drugs and of all druggists. Then the Government must require an accounting of all drugs imported or manufactured. The law which practically prohibits the importation of opium for smoking has resulted in the loss of \$1,500,000 annually to the Government and an increase in the vice of opium smoking. It is possible to do much without international action. The Federal Government and State legislation would wipe out 95 per cent. of the drug evil."

**Bichloride Bill in Maryland.**—A bichloride of mercury anti-poison bill has made its appearance in the Maryland

Legislature. It was introduced in the Senate by Dr. Eugene Jones, of Montgomery county, a practicing physician, and requires that antiseptic tablets containing more than one-tenth of a grain of bichloride of mercury shall be distinctively shaped, colored and marked. The bottles into which they are put must have the word "Poison" blown in them on one side, while the other is to bear a label with the word "Poison" in conspicuous letters. Dr. Jones thinks that these precautions will serve to prevent many fatal accidents that now occur through the unintentional taking of bichloride tablets. Violations of the proposed statute are to be punishable by fines of \$25 to \$100 or by imprisonment for 30 to 90 days, or both, in the discretion of the court.

**Physicians Blamed by Tennessee Commissioner.**—Dr. Lucius B. Brown, State Pure Food and Drugs Commissioner of Tennessee, stated recently that from his information fully nine-tenths of the drug addictions are caused by the carelessness of physicians in issuing prescriptions for habit-forming drugs. Since the new State anti-narcotic law became effective January 1, up to the date of the interview, the department had issued 85 permits to have prescriptions refilled. One woman while waiting her turn to see Dr. Brown fainted and the services of a physician were required to resuscitate her. Another woman wanted 960 grains of morphine for a month's use. Dr. Brown asks that all physicians use the utmost care in issuing prescriptions for habit-forming drugs.

**To Hit Sellers' Fraud.**—The measure to prevent or punish misrepresentation in the sale of goods, which passed both houses of the New York Legislature last year, but was vetoed by Gov. Sulzer, has again been introduced through the efforts of the United States Trade-Mark Association. This bill has the support of the Merchants' Association as well as that of the American Specialties Manufacturers, N.W.D.A., Stove Manufacturers, American Bottlers' Protective and National Confectioners' associations. Two purposes are kept in view in the proposed legislation. The first is to make oral misrepresentations a criminal offence the same as written ones are now. The other is to give a party aggrieved who has been injured by the misrepresentation the right to recover in a civil action a penalty of \$100 for each offence. The persons who would be affected, in the language of the proposed law, are those who "shall knowingly sell, offer or expose for sale any article of merchandise, and shall orally or by representation, name, or mark written or printed thereon or attached thereto or used in connection therewith, or by advertisement, or otherwise in any manner whatsoever make any false representation as to the person by whom such article of merchandise or the material thereof was made, or was in whole or in part produced, manufactured, finished, processed, treated, marketed, packed, bottled, or boxed." If enacted into law, this bill would do for the State of New York exactly what a number of the business men wish done by the Federal Government, as stated before the Legislative Committee of the Merchants' Association at a recent hearing.

**To Stop Misleading Advertisements.**—A bill making it a misdemeanor to circulate misleading advertisements of any nature by any means was passed recently in the Council, the upper house of the St. Louis Municipal Assembly, by a unanimous vote of the 12 members present. The bill was in its original form, despite the request of several merchants and advertising experts who appeared at a public meeting and urged that the word "misleading" was too indefinite and might render innocent advertisers liable to conviction when no deception was intended. As an example, the common term "solid gold" as applied to 10, 14, or 18 karat gold might be held to be "misleading," it was said.

**Druggists' Weights Short in Milwaukee.**—The campaign which has been started in Milwaukee by the city sealer's department, under the auspices of the Wisconsin State department of weights and measures, against short-weight scales of druggists and jewelers, has resulted in disclosing many cases of defective apparatus. In his first day's work for the city sealer's department, R. W. Cunliffe, a chemical engineer, appointed a special deputy for the work, found 26 short-weights in downtown drug stores in Milwaukee. Officials of the city sealer's department say that the short weights do not necessarily indicate that druggists have been trying to defraud customers, but that many of the weights, having been used for a number of years, have dropped below their designated weight,

and the druggists have paid no attention to it. Mr. Cunliffe will inspect every drug store in Milwaukee and will then give his attention to the scales in the jewelry stores.

**Got Extra Price for His Whiskey, Hence It Was Medicine.**—A. M. Clauder, a Cincinnati druggist, charged with the violation of his liquor license, has been discharged, cleared, by the Cincinnati municipal court. A resident of the neighborhood went to the drug store and told Clauder that he was ill with cramps and wanted some whiskey and ginger. Clauder gave it to him as medicine and charged him 25 cents—10 cents is the average price for whiskey in that section of Cincinnati—and when Clauder was taken before the court the judge held that the price charged was sufficient evidence that the whiskey combination was sold as a medicine and not as a beverage.

**To Regulate Bichloride Sales.**—Senator Egan, of Hudson county, N. J., has introduced a bill in the New Jersey Assembly making it unlawful to sell corrosive sublimate or similar poisons except on the prescription of a physician.

**New National Opium Laws.**—Under the new opium laws, drawn for the purpose of wiping out the traffic in opium for smoking, smoking itself, and the use of the drug for other than medicinal purposes, a fine of \$10,000 or imprisonment for five years, or both, is possible as a penalty for violations of the law. A tax of \$300 a pound is provided on the drug as manufactured for smoking.

**Fighting Doctors in Drug Stores.**—The County Medical Society has begun a legal conflict with some 400 drug stores in New York City by the arrest of Morris Lederman, head of the Standard Pharmacy Co., 2d street and the Bowery, charged "with advertising the services of a physician"—which is contrary to law. Lederman was held in nominal bail, and the case will be carried to the highest courts. John Dyer, attorney for the County Medical Society, claims there are more than 400 drug stores which employ physicians to give advice to and examine customers on their premises, and that the advertising of such services constitutes a breakage of the law.

**Sale of Playing Cards Violates Sunday Law.**—The proprietor of a Providence (R. I.) drug store has been placed on probation for having allowed merchandise to be sold in his store on Sunday. A clerk employed in the store sold a pack of playing cards, after the proprietor had been warned by the police that such sales must not be made on Sunday.

## New York Bills Affecting Druggists.

NOT for a long time have there been so many bills before the New York Legislature which affect, directly and indirectly, the pharmacists of the State. The anti-narcotic agitation, and the effort to secure a law governing the sale of bichloride of mercury which shall be fair to all concerned, are both responsible for this influx of proposed legislation. We publish herewith the more important bills by title, with brief abstracts of their provisions:

### ASSEMBLY BILLS.

*To amend the penal law, in relation to public traffic on Sunday (No. 59. Int. 60. Phillips):*

Except in cities of more than one million inhabitants, all manner of public or private selling or offering for sale of any property on Sunday is prohibited, except . . . Milk, ice and soda water may be sold in places other than where spirituous or malt liquors or wines are kept or offered for sale; Passenger tickets, newspapers, drugs, medicines and surgical appliances may be sold in a quiet and orderly manner at any time of the day; Act shall take effect immediately.

The Phillips bill, according to report of J. H. Rehffuss, presented at February meeting of Kings County Pharmaceutical Society, is a Sunday "blue" law backed by the Sunday Observation Conference of New York. The original idea of those interested in it was not to include the drug stores, but to get after the delicatessen shops. Mr. Rehffuss pointed out that in order to keep a drug store open on a Sunday an expense of at least \$8 was incurred, due to clerk hire, etc.: druggists would have to sell other articles than drugs in order to accommodate the public by keeping open for drug sales. A committee called upon members of the above conference, but nothing of advantage to the retail drug trade came of the interview. The conference representatives requested the so-

ciety members not to oppose the bill. At the society's meeting various members expressed the opinion that the enactment of the bill would only serve as an entering wedge to make similar provisions for New York City.

*To amend the penal law, in relation to selling poison without label, and recording the sale (No. 204. Int. 204. Knapp):*

It shall be unlawful to sell at wholesale or retail, furnish or offer for sale, any package, bottle or other holder containing any article, preparation or compound intended or commonly used for beverage purposes which contains more than 2 per cent. by weight of alcohol unless the same shall bear on the outside thereof a special label on which shall be printed in red the skull and crossbones commonly used to designate poison and the following words: "This preparation contains alcohol which is a habit-forming irritant, narcotic poison," such special label to be on the same side as the general label, if any, containing the name and description of the article. Bill provides for three classes of containers and legibility of type used for each class. Violation shall constitute a misdemeanor; penalty, not less than five dollars nor more than fifty dollars or imprisonment not less than five days nor more than fifty days or both. Each bottle or container sold, etc., without special label shall constitute a separate offense.

The Knapp bill, according to Mr. Rehffuss, would tend to depreciate the value of the "poison" label.

*To amend the penal law, in relation to the sale or possession of cocaine or eucaine (No. 210. Int. 210. Sufrin):*

It shall be lawful for a licensed pharmacist or a licensed druggist to sell or dispense alkaloid cocaine or its salts or alpha or beta eucaine or their salts in the following cases: (1) Upon the written prescription of a physician duly registered and licensed to practice in the State of New York; (2) to a licensed dentist upon his or her written order. Bill further provides that total amount dispensed to dentist shall not exceed 30 grains upon one written order and order shall be retained by person dispensing drug. Dentist required to keep same records as is required in the case of a purchase in the original package, with the exception of the omission of the statement that the same was sold and purchased in the original package.

The Sufrin bill, No. 210, was explained and approved at Kings County Ph.S. meeting. New York Board of Trade and Transportation Drug Trade Section legislative committee was instructed to consult with District Attorney's office relative to this bill. The present cocaine law permits purchase of cocaine by dentists in original packages. Opinion on the subject was divided at the Section's last meeting, one member in particular being decidedly of the opinion that a registered pharmacist should be permitted to sell to dentists.

*To amend the penal law, in relation to permitting labor and secular business on Sunday by certain persons (No. 211. Int. 211. Sufrin):*

No person, who belongs to a religious faith, according to the tenets of which any other day of the week than Sunday is observed by its members as a Sabbath or day of rest, and who actually refrains from secular business and labor on such other day, or from sundown on Friday to sundown on Saturday, shall be liable to prosecution for carrying on secular business or performing labor on Sunday, when so conducted as not to disturb other persons in observing Sunday as a Sabbath or day of rest. Nothing herein shall be construed to permit any person to carry on business or perform labor on more than six days in any week. To take effect Sept. 1, 1914.

The Sufrin bill, No. 211, was characterized as "religious" by the Kings County Ph.S. members and it was unanimously decided to "leave it alone."

*For preventing the manufacture or sale of adulterated or misbranded or poisonous or deleterious foods, drugs, medicines, and liquors, and for regulating traffic therein, and to provide for the appointment of a commissioner of food and drugs and his assistants, to define their powers and duties and to repeal all acts relating to the production, manufacture, and sale of foods, drugs, medicines, and liquors in conflict herewith (No. 279. Int. 279. Nelson):*

Provides for appointment of a commissioner of food and drugs; term, four years, salary, \$5,000 and necessary expenses; duties, enforcement of all laws regarding manufacture or sale of adulterated, misbranded, etc., food, drugs, medicines and liquors (as defined in the bill) and to prosecute all violators. Governor shall appoint, as required, a food standard commission to determine and adopt standards of quality, purity, etc., for food products for this State. Commission to consist of three members, one the above commissioner, who shall serve without extra pay, and one of whom shall be a representative of the New York food manufacturing industries, and one of whom shall be a food chemist; remuneration, \$15 per day for not over 30 days in one year, and expenses. Bill also authorizes appointment one assistant commissioner at \$2500 per year; one chief chemist at \$2000 and expenses; one attorney, \$3000 and expenses; one chief clerk, \$2000 and expenses; one assistant clerk, \$1800 and expenses; three stenographers, \$720 each;

to inspect, \$150 per annum first two years' service, \$1600 for third year and \$100 annual increases until maximum of \$1800 is attained, and expenses. Commissioner is authorized to appoint one bacteriologist at \$150 and expenses, and three analytical chemists, salaries ranging from \$1200 to \$1800, as per years of service, and expenses, and one laboratory janitor at \$720. Bill is lengthy and should be obtained from Assembly clerk by those interested.

The Nelson bill was opposed by the Kings County Ph.S. on the ground that the Department of Agriculture already had in hand the regulation of the sale and manufacture of food and drugs. Mr. Kehluss did not think that the bill would make much headway at this session as it had too much opposition. According to S. V. B. Swann, this bill, if enacted, would supersede the pharmacy law as to misbranding, etc., of drugs.

*To amend the penal law, relating to the delivery of distilled or rectified spirits, wine, fermented or malt liquors, within the State of New York, and to require all packages of or packages containing distilled or rectified spirits, wine, fermented or malt liquors, to be labeled on the outside or cover so as to show plainly the name of the consignee, the nature of its contents, and the quantity thereof (No. 337. Int. 335. Gillett):*

*To amend the penal law, relating to the delivery of liquor in places where its sale is forbidden by the liquor tax law (No. 338. Int. 336. Gillett):*

### SENATE BILLS.

*To amend the public health law, in relation to certain habit-forming drugs (No. 35. Int. 35. Boylan):*

No pharmacist, druggist, apothecary or other person shall fill prescriptions containing opium, morphia, coca leaves, cocaine, alpha and beta eucaine, chloral hydrate, their salts, derivatives, or preparations except upon the written order of a physician, as provided in this bill. State commissioner of public health shall prepare and furnish to local health boards official prescription blanks, serially numbered in duplicate . . . , upon which must be written the date, name of person to whom prescription is issued, prescription in full and name of person issuing prescription; . . . All prescriptions written for narcotics named above must be written on these blanks. Sale at retail of enumerated drugs without first receiving from purchaser an official prescription blank, properly filled out and signed by a duly licensed physician, shall be unlawful. Prescription blank shall be filled at time of receipt and no prescription shall be filled more than 10 days after date of writing. It shall be filled but once. No copy shall be made, dispenser keeping original and filing same in a separate file. Date, name and address of purchaser and name of dispenser must be entered in a book and a certificate stating name and address of person furnishing drug, name and address of physician, and amount of identity of drug, must be given to purchaser, official certificates to be furnished by commissioner of health.

This bill also provides for official order blanks for the purchase of enumerated drugs by dentists, pharmacists or veterinarians. It shall be unlawful to sell, furnish or dispense to any physician, druggist, veterinarian or dentist any of the enumerated drugs without first receiving an official order blank. This blank shall be retained by the person or corporation making the sale and shall be kept in a separate file or book and an entry made in a book, stating name and address of purchaser and name of person making sale. All physicians, druggists, veterinarians and dentists shall keep on record name and address of each person to whom any of the enumerated drugs are administered or disposed of and such record shall be preserved for four years and be kept open for official inspection. Violation, a misdemeanor.

Physician prescribing or administering any of enumerated drugs to patient for period of more than three weeks shall consult physician designated by board of health, or with another physician, and obtain consent . . . and also make a report in writing to the health officer . . . on a form . . . furnished to all local boards of health. Bill makes sale at retail to any person other than physician, dentist or veterinarian, of hypodermic syringe or hypodermic needle, without first receiving an official prescription blank, unlawful, and provides for records of these sales that are made. Violation, a misdemeanor.

Any license issued to any physician, dentist, veterinarian, pharmacist or registered nurse, may be revoked upon proof that licensee is addicted to use of any habit-forming drug or drugs, after giving licensee reasonable notice and opportunity to be heard. Conviction of any of the violations authorizes officers or boards having licensing power to revoke license of practitioner. Any violation of article constitutes a misdemeanor, except where otherwise provided by any special law or statute.

The Boylan bill was reported by S. V. B. Swann, chairman of the German Apothecaries' Society's legislative committee, as not likely to pass. Mr. Swann called particular attention at the last meeting of the G.A.S. to the extensive scope of the bill and the provision for the revocation of licenses.

*To amend the penal law, in relation to public traffic on Sunday (No. 204. Int. 204. Wheeler):*

Concurrent with Assembly bill No. 59.

*To amend the public health law, in relation to the sale of*

*bichloride of mercury (No. 243. Int. 242. Heffernan):*

No pharmacist, druggist or other person shall sell at retail bichloride of mercury except upon the prescription of a physician. If sold in tablet form, the tablets shall be colored blue and be triangular in shape.

The Heffernan bill is in several respects identical with the Blauvelt bill. Both measures require that mercury bichloride be sold only upon a physician's prescription. Both measures, too, would regulate the shape and color of bichloride tablets. Hearings have been attended by representatives of different organizations and the prescription provision strenuously objected to. The amendment of the local Health Board ordinance so as to require a physician's prescription for the sale of this article is interesting in the consideration of these bills. The Drug Trade Section went on record as opposed to the Blauvelt bill, since it would prohibit all transactions between manufacturers and wholesalers, among jobbers, and between wholesalers and retailers. It would prohibit the dispensing of bichloride by pharmacists in all forms except that specified. A telegram was sent to the Committee on Codes at Albany requesting a hearing for the suggestion of amendments. A few of the objections to the Blauvelt bill, expressed at the February Kings County Ph.S. meeting, were that the public would be required to go to a physician whenever bichloride was to be used for any purpose and that bichloride in the specified form would not be adaptable to all uses. Blauvelt bill was backed by a local daily newspaper.

*To amend the penal law, in relation to the sale or possession of cocaine or eucaine (No. 270. Int. 270. Frawley):*

Unlicensed possessor of heroin, etc., shall be guilty of a felony, unless possession is authorized by certificate. Possession of heroin by licensed pharmacist, druggist, etc., in any other than place scheduled in record constitutes a felony, provision being made, however, for quantity required by physician, dentist and veterinarian in his practice. Violation, a felony. Thirty days after passage quantity of heroin on hand must be recorded in a book. If amount on hand exceeds allowed quantity no more purchases must be made until amount on hand shall be reduced by lawful disposition to an amount less than that prescribed. Due notice in writing must be made to State department of health. Violation, a felony. It shall be unlawful to have in any pharmacy or drug store more than one and one-quarter ounces of heroin for each duly registered pharmacist regularly employed, provided that no more than five ounces may be carried in stock under any conditions. Practitioners also limited. Violation, a felony. A person convicted of a felony for a violation of any provision of this section shall be punishable by imprisonment for not less than five years nor more than 20 years.

The Frawley bill raises the status of violation from misdemeanor to felony. Kings County Ph.S. representative pointed out at Albany that the minimum imprisonment of five years should be eliminated. "Nothing is left to the discretion of the court: a druggist might be guilty of a technicality."

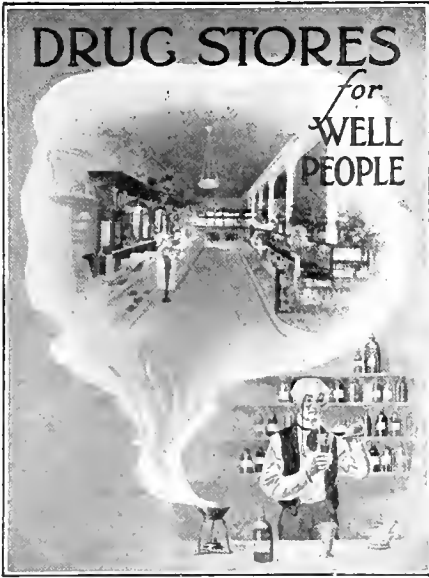
### BOYLAN BILL NOT DRASTIC ENOUGH.

ALBANY, Feb. 25.—At a hearing today before the Senate Public Health Committee, several speakers pointed out that the Boylan bill in its present form will overthrow much of the good which was done by the anti-cocaine law passed last year. A section should be added making possession of the drug a crime, and the scope of the bill should be enlarged to include all habit-forming drugs. Howard C. Barber, of the Society for Prevention of Crime, made some startling revelations of the extent to which harmful drugs are now being used by school children in New York City. Other speakers were R. K. Smither, of the Erie County Pharmaceutical Association; J. G. Wischerth, of the Kings County Pharmaceutical Society; Arthur L. Wardle and William T. McConnell.

As a tangible result of the new anti-drug movement fostered and supported by Mrs. W. K. Vanderbilt, a committee of five has been appointed to draft a new anti-narcotic law for New York State. The committee, consisting of Judge Edward Swann, Ernest K. Coulter, Mrs. Vanderbilt's attorney; J. P. Atkinson, a chemist of the Board of Health; Dr. Robert A. Hatcher, of Cornell, and Floyd M. Wilmot, assistant district attorney, recently went to Albany to protest against certain provisions of the Boylan bill. The crusade was organized on Jan. 30, at a meeting held in Judge Swann's chambers, which was largely attended by attorneys, representatives of the drug and medical interests, and many social workers. Great emphasis was laid on the fact that local or State regulations are of little avail, and many strongly endorsed the speedy passage of the Harrison bill as the best remedy for the present.

**DRUG STORE FOR WELL PEOPLE.**

The Wilmarth Show Case Co., 1552 Jefferson avenue, Grand Rapids, Mich., have done something new—they have gotten out a booklet with a punch in it, a business-builder, filled with horse-sense, beautifully printed, on colored stock. Taking as its text the advice "Cater to the Well—the Sick Will Come to



You," the booklet treats of the old-fashioned druggist, the place of confidence in business, the ideal drug store, problems for the drug-store designer, soda-water department, selling tobacco and cigars, etc., etc., from the viewpoint of the successful business man and not alone from that of a specialty manufacturer. Of course, the Wilmarth company are in business to sell show cases and fixtures, and the reader of this booklet is not allowed to forget it—but this fact is not thrust into the face of the reader in every paragraph. Take this extract from the chapter on cigars and tobacco, for instance; is this not the epitome of the retail tobacco business?

"To build up a profitable cigar trade you must, 1st: Keep your stock in prime condition; 2d: Display it most attractively. A cigar is like a human—'Delightful' in life but only 'substance' in death. The process that kills it from thirst, or the process that drowns it takes all the good it contains, and leaves only a mass of inflammable material, or a water-clogged bunch of weeds. The delicate aroma has fled. No process can restore it. It cannot be denied that the average druggist does not give the attention that he should to the care of his cigars. He fails to maintain cigars and tobacco at their highest 'smoke value.' From the time the seed is planted the tobacco weed receives the most painstaking care and attention from the planter, the warehouseman and the manufacturer. The growing and handling of the plant is most scientifically done. The utmost vigilance is used to keep the temperature and the humidity just right, with the result that the goods leave the manufacturers' hands in as perfect condition as human skill can attain. Then the retailer too often carelessly throws away the value of the stock by his methods and handling. The values carefully stored up in the leaf through the long months of its preparation may be destroyed over night. The form remains but the delicate flavor is gone. For the particular customer the dealer will open a fresh box. Both know that the fresh box does actually furnish better cigars. To so conserve 'smoke value' that the last cigar in the box will be as good as the first is the reason for Wilmarth cigar fixtures." Why not send for a copy of the booklet, and read the rest of this?

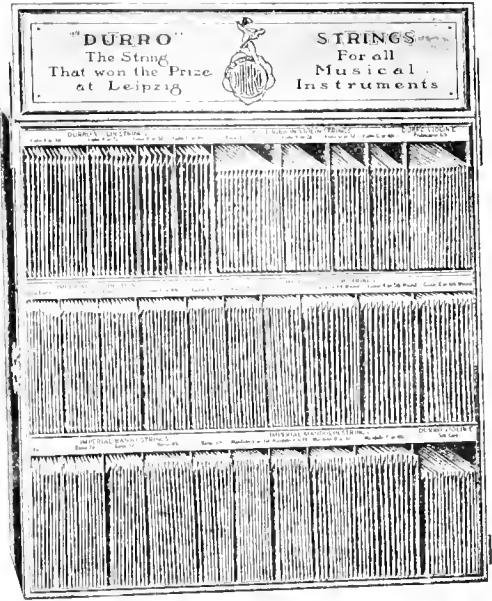
**Royal Purple Grape Juice, J.H.S.**

The J. Hungerford Smith Co. are meeting with great success in the sale of their Royal Purple Grape Juice. It is distinctively a quality beverage and is being adopted by dealers who want the best. The discounts offered on Royal Purple are unusually liberal and the 1914 advertising offer is

most complete. The two-page advertisement on Royal Purple in this issue gives some idea of the new factory and the extreme care that is exercised in the manufacture of this beverage from the time the grapes are gathered until the juice is bottled. The Royal Purple Pages, which form part of the window trim, are unique and attractive and will do much toward advertising and increasing sales. In our advertising pages next month J. Hungerford Smith Co. will announce a new sundae they have just perfected, the best, they claim, of all their leaders.

**A Show Case That Sells Goods.**

We are illustrating herewith a silent salesman show case which is given free to dealers ordering a specified assortment of strings for musical instruments from Buegeleisen and Jacobson, of New York City. This outfit yields a return



of more than \$36 on an investment of a little more than \$10, and a handsome profit. The show case sells the goods if adequately displayed. For further details see advertisement in this issue.

**Intestifermin Tablets.**

Intestifermin, recommended for the treatment of intestinal auto-intoxication, according to the manufacturers, is a combination of the new bacterium Glyco-Bakter, Peptolyticus discovered by Professor Metchnikoff, and the bacteria of Yoghurt, and is claimed to be the preparation that contains the two necessary bacilli in pure and active form for introduction into the intestinal tubes for the elimination of pathological bacilli and noxious secretions which are being constantly formed in our bodies and tend to develop those diseases known under the general name of "auto-intoxication." Intestifermin is put up in tablet form in bottles only, by the Hygiene-Laboratorium, G.m.b.H., Berlin, the sole agent for the U.S. and Canada being The Berlin Laboratory, Ltd., this city, to which requests for pamphlet by Dr. de Souza, of Dresden, on "Intestinal Auto-Intoxication, Its Causes and Its Prevention," and other literature relating to this interesting subject should be sent.



**Immunization by Means of Serobacterins.**

According to trustworthy reports of bacteriologists and clinicians, Serobacterins are destined in a great measure to supplant other means of immunizing against and treatment of many infectious diseases. By their use, it is claimed, there is secured a great gain in time over the older methods of bacterial therapy, and whether in prevention or treatment, the time

of the utmost value. In a few days, for instance, by typho-serobacterin, the practitioner may now secure for his patient immunity against typhoid, where with the old typhoid vaccine the treatment for immunization took nearly a month. Of course, great care is advisable in the selection of a sensitized vaccine or serobacterin, and for this reason only the product of the manufacturer of highest professional character should be chosen. The Serobacterins of the Mulford Laboratories comply with all these requirements, and to post-graduate druggists should send to the H. K. Mulford Co., Philadelphia, for a copy of the *Mulford Digest* for December, which contains a complete review of the literature of this interesting subject. This copy should be read and then kept for future reference.

#### Lilly Bichloride Tablets Pioneers.

No one is more eager to safeguard the public in the sale of bichloride tablets than the average fair-minded druggist and the imposition of so many restrictions and regulations makes it hard to comply with the law in all of its phases and continue to do business. Since Eli Lilly & Co. introduced Diamond Antiseptics several other manufacturers have offered bichloride of mercury tablets of special design supplied in special containers, so that now if legislation of any kind is needed all that should be done is to prohibit the sale of bichloride of mercury in the shape of the ordinary round or cylindrical medicinal tablet. Nine years ago Eli Lilly & Co. placed in the market Diamond Antiseptics. Every reasonable precaution was exercised. The tablets were of unique shape, the bottle had rough edges and a diamond shape. Each tablet was marked poison on both sides. These tablets were pioneer safeguards against the accidental misuse of bichloride of mercury.



#### New Size Package of Platt's Chlorides.

To meet the constant demand for a smaller and more convenient package of Platt's Chlorides, the manufacturers are now putting up this odorless disinfectant in small and large size bottles. The new size is very convenient and will be advertised extensively for general household use. A special introductory offer is being made by the manufacturer, Henry B. Platt, by which in consideration of display and distribution of advertising material to be sent direct by the maker, the retailer will receive a number of the new small size bottles free. Platt's Chlorides have been used by the medical profession and in the hospitals for 34 years, and are in steady demand. See the advertisement for details of new window display contest.



#### Rubber Sundries and Surgical Specialties.

The Lee Tire & Rubber Co., of Conshohocken, Pa., manufacturers of rubber goods for the trade, are calling special attention in their advertisement in this issue to their facilities for turning out products of the highest quality and durability, due to the efficiency of their manufacturing department and the use of material used. This company makes a specialty of "own make" goods, and will furnish any druggist with high-class rubber products and sundries of every description with the druggist's name on the medallion. Trusses and elastic hose, the latter knitted for form, and made in special sizes on request, are also part of the Lee line; a postcard request will bring a catalogue, and further information and prices will be sent gladly to any one mentioning the ERA when writing.

#### Selling Nifty-Nibbs.

Nifty-Nibbs, the candy castor oil, without the castor oil

taste, "look like, taste like and smell like any other chocolate"—a great advantage in pushing their sales for children. The part the children play in creating a demand for this new candy cathartic is emphasized in the new cut-out of the Therapeutic Specialty Co., which is printed in four colors, in handsome combination of gold, brown, red and black. The principal figures on the cut-out are a dainty little miss who is holding out a Nifty-Nibbs to a baby whose arms are outstretched. The little girl is saying: "You'll like it, too," and baby looks as if she would. No youngster who sees the cut-out could resist the appeal—and the mothers among drug-store patrons will also be attracted by this clever advertisement of the "chocolate creams with the castor oil hidden in them."

#### A Story of Ether.

"The Purest Ether, the Best Container," is a figure of speech you see in the leading pharmaceutical and medical journals. It refers to Parke, Davis & Co.'s ether for anesthesia and the dropper container which somebody has called an inspiration. Parke, Davis & Co. decided to market the anesthetic a number of years ago. The anesthetic itself is said to have taken more than a year of time and numberless experiments to insure the requisite degree of purity. There still remained the problem of "the perfectly satisfactory container," and this resolved itself into the loss of another year of time. Parke, Davis & Co.'s ether can enable the physician to administer the anesthetic by the drop method. It obviates the use of special apparatus—wicks, notched corks, dropping-tubes and other devices, and is a hermetically sealed package.

#### A 10-Cent Size of Major's Cement.

The Major's Cement people have been putting up a 10-cent size for some months. Occasionally there is a customer who only wants a little of it to mend one or two articles, so for that reason it is good business for the dealers to handle the 10-cent size as well as the 15-cent size, and place an order for a small quantity with their jobber. The display box is a great success. It helps to remind the people of the broken articles they have at home and in that way it helps to dispose of the goods. The Major Mfg. Co. offer to refund the money you paid for the cement if any of it is left on hand after a reasonable time, so in that way the retailer is perfectly safe to order a dozen of each size, 10 cents and 15 cents.

#### Coffee as a Drug Store Specialty.

There are a number of drug stores which are making money and building an exclusive clientele by handling a fine line of coffee and teas. Thousands of pounds are sold by New York drug firms every year, with resulting satisfaction to customers and to the store management. The E. R. West Coffee Co., with branches in New York, Chicago and St. Louis, is advertising a special line of full-flavored, high-grade coffee, packed in the whole bean, ground, pulverized or assorted, at prices which will interest any druggist who sees the possibilities of this side line but who is looking for a high-class, dependable product.

#### Profit-making Fixtures.

Jac. Lederer, Inc., Chicago, manufacturers of Peerless fixtures and fountains, are seeking converts—they are anxious to convince druggists of the profit-making possibilities in modern fixtures, and will gladly answer any requests for further information along this line. The possibilities which lie in proper display of merchandise have only just begun to be realized—the big chain stores were among the first to grasp the real possibilities of the idea—and in the Middle West the Lederer line has proved most effective and satisfactory. For further details see their advertisement in this issue.

#### March Winds Bring Freckles.

Now is the time to feature a freckle-remover—something that is efficacious, that will not injure the skin, that will sell and sell again, at a good profit. With the advent of March winds sensitive skins begin to freckle, and possessors of sensitive skins are usually sensitive about freckles. Why not couple the weather conditions and reasonable specialty? That's the way to get the public coming to you. When you consider a freckle cream, you naturally think of Stillman's. See the advertisement of the Stillman Freckle Cream Co. in this issue.

### An Electric Sign on Free Trial.

Nothing could be more fair than the offer made by the Reflecto Electric Sign Co., of Indianapolis, in their advertisement in this issue. This company makes electric signs of every description, which are sold, rented or leased by arrangement, and are calling attention to an all-steel, double-faced sign, 2 by 7 feet, with hangers and flasher which they will ship to any point in the United States, satisfaction guaranteed, or return at the company's expense. See the advertisement for further details as to price, number of lamps, etc., and be sure to mention the ERA when writing.

### Sodium Acid Phosphate Monobasic.

This is a new compound, brought to the attention of the medical profession through the New and Nonofficial Remedies. It has the chemical formula  $\text{NaH}_2\text{PO}_4 \cdot \text{H}_2\text{O}$ , and is said to be very effective in rendering the urine acid, a desirable condition in connection with the use of hexamethylenamine. It is given in doses of from 1 to  $1\frac{1}{2}$  grams frequently repeated, until the desired effects are produced. The Mallinckrodt Chemical Works have already placed the article on the market, and druggists desiring it can order the "M.C.W." brand through their wholesale druggists.

### The Lancaster Glass Co.

The Lancaster Glass Co., Lancaster, Ohio, are makers of glassware—good glassware, plain and decorated. They are making a specialty of high-class, artistically-designed glassware for the soda fountain, and readers of the ERA who are interested are requested to write for special wholesale druggists' catalogue, mentioning the ERA when so doing.

### Indexed Pocket State Maps.

The Rand, McNally line of indexed pocket State maps and shippers' guides, which locate all cities, towns, post-offices, etc., etc., have been found ready sellers by druggists who carry books, stationery and periodicals. The new edition for 1914 is now ready, and can be ordered by any druggist through his jobber.

## FROM THE BUSINESS FIELD.

The H. & J. Brewer Co., of Springfield, Mass., and Waterbury, Conn., have been petitioned into bankruptcy. The difficulty, it is stated, is due to the fact that the Waterbury stores had not been operated at a profit until recently. It is understood that all the claimants will be satisfied. The H. & J. Brewer Co. is one of the oldest and best-known drug companies in Western Massachusetts, and was established by D. Chauncey Brewer on the site of the present Springfield store in 1819. He conducted the business along for six years and then took his nephew, Henry Brewer, into the firm, the store then being conducted under the name of D. C. & H. Brewer. In 1832 another nephew, James, was taken into the business, and shortly after that, on the death of the founder of the firm, the name was changed to H. & J. Brewer, which has been retained to the present. In 1907 the company was incorporated under the name of the H. & J. Brewer Company. E. O. Hapgood is the president and S. S. Pease is the treasurer. Although it was established as a retail store, a wholesale business was begun early in the history of the firm and has assumed so large proportions that it has separate quarters. A new building at 404 Dwight street for the wholesale department was occupied in the Spring of 1911. The offices of the company are also located there. The original building in which D. Chauncey Brewer established his apothecary shop on Main street was burned in 1844. The building erected on its site is still occupied by the retail store.

### A Quarter of a Century With Parke, Davis & Co.—

On Jan. 31, John C. Spratt celebrated his 25th anniversary in the service of Parke, Davis & Co. by giving a dinner to the officers and principal executives of the house at the Detroit Club. Mr. Spratt entered the employ of the company on Feb. 4, 1889, as order clerk. Thanks to a thorough knowledge of the drug business acquired through 15 years of practical experience in the retail trade, a genius for work and a capacity for administrative responsibilities, he rose rapidly from one position to another until (in 1894) he assumed the important

duties of manager of the traveling service and general business departments. Few men are better known to the drug trade of the country. The anniversary dinner was a particularly happy affair. Speeches were made by Frank G. Ryan, president of the company; George Hargreaves, treasurer; O. W. Smith, manager of the New York branch; William F. Whelan, manager of the Buffalo office, and James E. Bartlett, Harry L. Russell, John M. Francis and James Wilkie, of the Detroit laboratories. Joseph Helfman was toastmaster. Mr. Spratt was the recipient of a handsome chest of flat silverware, a gift from the assembled guests, the presentation speech being made by Harry Skillman. Two beautiful gold-headed canes were also presented to him—one from Sydney H. Carragan, of the New York staff, the other from the representatives of the Buffalo depot.

**Parke, Davis & Co.'s Annual Meeting.**—The annual meeting of the stockholders of Parke, Davis & Co. was held in Detroit and was followed in the evening by a dinner given by President Ryan at the Pontchartrain Hotel. Subsequently the company's branch managers conducted a four-days' business session at the laboratories, discussing various questions of trade policy and propaganda for the further development of the business, the following-named being in attendance: O. W. Smith, New York; G. L. Genz, Chicago; B. A. Parsons, Kansas City; S. G. Steiner, New Orleans; J. E. Bond, Baltimore; C. L. Kerr, Minneapolis; W. F. Whelan, Buffalo; Joseph Litster, Pittsburgh. The consensus of opinion among these managers was that business conditions and prospects had improved notably in the 60 days immediately preceding the meeting, and that there is every reason to look forward to the coming year as the most prosperous in the company's history.

**The American Druggists' Fire Insurance Co.** directors at a meeting held in Cincinnati Feb. 11, re-elected the following officers: President, Charles H. Avery, Chicago; vice-president, L. G. Heinritz, Holyoke, Mass.; treasurer, George Kauffman, Columbus, Ohio; secretary, Frank H. Freericks, Cincinnati. An increase of business of 25 per cent. for the year was shown, and a 9 per cent. dividend declared. The other newly-elected directors are: James H. Beal, Scio, Ohio; Walter Rothewell, Hatzboro, Pa.; Louis C. Hopp, Cleveland, Ohio; N. S. Kahn, Baltimore, Md.; W. S. Elkins, Jr., Atlanta, Ga.; E. B. Heimstreet, Palmyra, Wis.; George O. Young, Buchanan, W. Va.; Dr. A. O. Zwick, Cincinnati, and Dr. W. C. Anderson, Brooklyn, N. Y.

**The Yahr & Lange Drug Co.**, the well-known wholesale drug house of Milwaukee, which has purchased the six-story building, now occupied by the Bradley & Metcalf Co., at the corner of East Water and Chicago streets, will begin remodeling the structure immediately after the present lease expires on June 1. A month will be spent in transforming the interior of the building into a modern wholesale drug house, and the company expects to occupy its new home by Aug. 1. The building is 100 x 125 feet in dimensions and will be especially adapted for use by a wholesale drug business.

**The American Druggists' Syndicate** has purchased the eight-story brick loft building in Long Island City, which it has been largely occupying, and upon which it has held an option. The building has a depth of 180 feet and a frontage of 175 feet. The sale included the boilers and shafting and other machinery and equipment, and was made subject to two mortgages aggregating \$150,000.

**John Wyeth & Brother, Inc.**, of Philadelphia, announce that their Minnesota branch, formerly in charge of J. H. Marvel, who was also in charge of the Chicago branch, but who died in the early Winter, is now under the direct supervision of the home office, the address, as before, being 223 East Fourth street, St. Paul, Minn.

**The Miller-Jones Drug Co.**, the largest and most progressive drug company in Southern Colorado, has purchased another store, the Depot store at B street and South Union avenue, Pueblo. The Miller-Jones Co. is incorporated for \$50,000; J. C. Miller is president, and Walter A. Jones, secretary and treasurer.

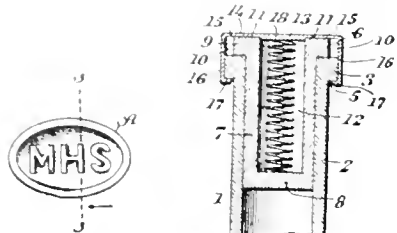
**The United Supply Syndicate of America**, of Philadelphia, has been incorporated with \$150,000 capital to manufacture and deal in drugs and chemicals.

**The Grimes-Mills Drug Co.**, of Winston-Salem, N. C., has been incorporated with \$10,000 capital.

# PATENTS AND TRADE MARKS

## DIAPHANOUS CAPSULE.

**M**ARTIN H. SMITH, New York, is the inventor of the capsule reproduced in the above illustration (Patent No. 1,087,843). As described in the specifications, the invention is a capsule of a diaphanous material filled with a liquid medicine and provided at its inner face with a raised identification mark of the same diaphanous material as the



1,087,843.

1,086,995.

capsule, and integral therewith, the capsule and the liquid medicine having approximately the same index of refraction to render the said identification mark particularly undiscernible from the outside.

## Poison Bottle.

This device is the invention of William Chapman, Mesaba, Minn., and consists of a poison bottle having its neck provided with an annular flange having diametrically disposed vertical grooves, a stopper removably fitting in the neck and provided with an upper annular flange co-extensive with the flange of the neck, said stopper having a vertical bore, a locking member removably mounted on the stopper and provided with depending vertical lugs which are insertible through the groove in the flange of the neck, the stopper being mounted for rotation in the neck whereby to permit the lugs of said member to engage against the flange of the neck. A spring carried by the member and extending through the bore of the stopper exerts its tension against and ejects the member when the lugs are aligned with the grooves. The bottle is shown in the above illustration (Patent No. 1,086,995).

## PATENTS.

### Granted January 20, 1914.

- 1,084,609—Alexander M. Clark, Pittsburgh, Pa. Liquid container.  
 1,084,704—William F. McKay, Newark, N. J. Non-refillable bottle.  
 1,084,826—Linford S. Stiles, Brooklyn, N. Y. Non-refillable bottle.  
 1,084,840—Jean M. A. Brun, Salles, and Gaston M. Dauris, Mios, France. Pot for collecting resin.  
 1,084,927—Cornelius P. Carroll, Columbia, La. Dispensing and measuring apparatus.  
 1,084,944—William R. Leonard, Cincinnati, Ohio. Liquid container.  
 1,084,965—Perley H. Roberts, Rochester, N. H. Toothbrush holder.

### Granted January 27, 1914.

- 1,085,251—Frank Gade, Fredsville, Iowa, assignor of one-half to Andrew M. Hansen, Cedar Falls, Iowa. Bottle.  
 1,085,295—Charles G. Patterson, assignor by mesne assignments, to The National Advertograph Company, Limited, Toronto, Canada. Automatic label printer.  
 1,085,378—James W. Chapman, assignor to Manning, Bowman & Company, Meriden, Conn. Perculating device.  
 1,085,380—Walter S. Downham, Wheatley, Ontario, Canada, assignor of one-sixth to Adam T. Bell and one-sixth to Michael Steele, Travoistock, Ontario, Canada. Whey emulsion.  
 1,085,404—Charles W. Corey, Malden, Mass. Liquid server.  
 1,085,416—Walter P. Harper, assignor of one-half to The Castana Improved Process Co., Laine, Miss. Process of extracting products from wood.  
 1,085,560—Patrick Flynn, Big Creek, Cal. Bottle indicator.  
 1,085,582—Raymond Fritz, assignor of one-half to Eugen Seydel, Trenton, N. J. Non-refillable bottle.

### Granted February 3, 1914.

- 1,085,622—Achille Martel and Joseph A. Thibault, Fraserville, Quebec, Canada. Non-refillable bottle.  
 1,085,626—Edward W. Mueller, Bensenville, Ill. Funnel.  
 1,085,789—Edgar C. Bennett, assignor of one-half to Oscar E. Jones, Dayton, Ohio. Fluid dispensing apparatus.  
 1,085,875—Frederick Pope, New York, N. Y., and George M. Pope, Mount Pleasant, Ga.; said George M. Pope, assignor to Ella M. Pope, Boston, Mass.; said Frederick Pope, assignor to Southern Manufacturing Company, Pittsburgh, Pa. Method of distilling wood.  
 1,085,899—Homer O. Fisher, Cleveland, Ohio, assignor to Rice and Adams, a Copartnership, Buffalo, N. Y. Bottle filler.  
 1,086,006—David Weiss, Cleveland, Ohio. Toothbrush.  
 1,086,149—Alois Low, Vienna, Austria-Hungary, and Ernst Fischer, Charlottenburg, Germany. Process for the manufacture of glue, gelatin and the like.  
 1,086,193—Prosper J. Maignen, Philadelphia, Pa. Antiseptic.  
 1,086,294—Fridolin Hefti, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Bromodiethylacetylsocyanate.  
 1,086,313—Samuel C. Bond, assignor to Bond Bottle Sealing Company, Wilmington, Del. Unstopping machine.  
 1,086,324—Charles H. Hammond, assignor of one-half to John S. Markoe, Baltimore, Md. Non-refillable bottle.  
 1,086,339—Prosper J. A. Maignen, Philadelphia, Pa. Antiseptic.

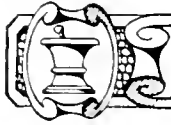
### Granted February 10, 1914.

- 1,086,360—Denis A. Flavell, Jersey City, N. J. Weighing and filling machine.  
 1,086,372—William J. Knox, New York, N. Y., assignor, by direct and mesne assignments, to Knox Terpezco Company of America. Pinene ozonide.  
 1,086,373—William J. Knox, New York, N. Y., assignor by direct and mesne assignments, to Knox Terpezco Company of America. Cinnamic aldehyde ozonide.  
 1,086,381—Walter E. Masland, assignor to E. I. du Pont de Nemours Powder Company, Wilmington, Del. Preparation of alcohol from chlorhydrocarbons.  
 1,086,392—Edmund Morris, assignor to Wilmarth Show Case Company, Grand Rapids, Mich. Glass locking device for show cases.  
 1,086,509—Daniel L. Chandler, Ayer, Mass. Process of manufacturing toothbrushes and bristle-holders therefor.  
 1,086,541—Arthur C. Lailer, South Portland, Me. Bottle holder.  
 1,086,645—James J. Charvat, Chicago, Ill. Stopper extractor.  
 1,086,724—Gustave O. Matter, assignor to John W. Mackay, Portland, Ore. Poison bottle indicator.  
 1,086,881—Clemens Zollner, assignor to Chemische Fabrik auf Actien (vorm. E. Schering), Berlin, Germany. Glycolic acid esters of 2-phenylquinolin-4-carboxylic acid.  
 1,086,976—Morris Abramovitz, Baltimore, Md. Gravity and syringe apparatus for intravenous injection of drugs.  
 1,086,995—William Chapman, Mesaba, Minn. Poison bottle.  
 1,087,043—John Nathan, Cotoleone, Cal. Non-refillable bottle.  
 1,087,060—James Gilson, Providence, R. I. Disinfectant device.  
 1,087,095—Samuel C. Bond, assignor to Bond Bottle Sealing Co., Wilmington, Del. Method for the manufacture of bottle closures.

### Granted February 17, 1914.

- 1,087,122—Isaac D. Kellet, New York, N. Y. Non-refillable bottle.  
 1,087,145—Walter Schoeller and Walthar Schrauth, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Preservative coating composition.  
 1,087,239—John G. Hume, Duns, Scotland. Means for use in chemical analysis.  
 1,087,267—Roy Lee LeWright, New Duluth, Minn. Non-refillable bottle.  
 1,087,271—Emerson A. Bolen, Morris, Ill. Fluid-discharging device.  
 1,087,349—Henry C. Braun, Kings Cross, London, England. Means for stopping bottles.  
 1,087,412—Oskar Unger and Eugen Molineux, assignors to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Process of producing quinzarin.  
 1,087,437—William F. Doerffinger, Halesite, N. Y., assignor, by mesne assignments, to Niagara Alkali Co. Apparatus for the manufacture of stannic chloride.  
 1,087,472—John C. Uhllein, Watertown, N. Y. Non-refillable bottle.  
 1,087,477—Harry Wilson, assignor to Pacific Kelp Co., San Francisco, Cal. Process of obtaining potash salts from kelp.  
 1,087,515—Philipp Sprenger and Aegidius Tschudi, Basel, Switzerland, assignors to The Hoffmann-LaRoche Chemical Works, New York, N. Y. Casein calcium and process for producing the same.  
 1,087,774—Otto Johnson and Nels Rundgren, Oak Park, Ill. Non-refillable bottle.  
 1,087,840—Clifton W. Simmons, Norfolk, Va. Non-refillable bottle.  
 1,087,843—Martin H. Smith, New York, N. Y. Capsule.  
 1,087,845—James H. Stevens, Boston, Mass. Salvarsan needle.  
 1,087,907—Philip Publicker, Philadelphia, Pa. Distilling apparatus.  
 1,087,909—Harry D. Cullery, assignor to Automatic Machinery Co., Terre Haute, Ind. Automatic feeder for bottle filling, capping and labeling machines.





# THE DRUG MARKETS



## ADVANCE IN OPIUM THE FEATURE.

Market Report Reflects Many Changes—Sandalwood Oil Non-Dutiable as a Medicinal Compound.

See pages 28 to 40 for Prices Current.

### CHANGES SINCE LAST REPORT.

D—Acetone, Pure C. P. Medicinal.....lb.	.33	—	.35
A—Acid, Acetic, No. 8 (sp. gr. 1.040).....lb.	.10	—	.12
C. P. Glacial, 99½%.....lb.	.20	—	.27
D—Acid, Benzoic, English, True.....oz.	.16	—	.18
D—Acid, Boracic, Crystal.....lb.	.10	—	.13
Powdered.....lb.	.12	—	.15
D—Acid, Lactic, concentrated, 1-oz. vials.....oz.	.08	—	.10
A—Acid, Phosphoric, Diluted.....lb.	.14	—	.19
D—Acid, Sulphurous, U. S. P. Solution.....lb.	.12	—	.14
D—Acid, Tannic, Medicinal.....lb.	.84	—	.94
A—Acid, Trichloroacetic.....oz.	.17	—	.19
D—Ammonium Carbonate, Resublimed, Cubes, bots.....lb.	.25	—	.30
D—Angelica Seed.....lb.	.35	—	.40
D—Anise Seed, Star.....lb.	.26	—	.33
D—Arrowroot, Bermuda, True.....lb.	.55	—	.60
St. Vincent.....lb.	.16	—	.18
D—Arsenic Iodide.....oz.	.45	—	.50
A—Atropine, ⅛-oz. vials.....oz.	7.50	—	7.80
Sulphate, ⅛-oz. vials.....oz.	6.25	—	6.50
A—Balsam Tolu.....lb.	1.00	—	1.20
D—Beans, Angostura Tonka.....lb.	1.85	—	1.95
A—Beans, Vanilla, Mexican, long.....lb.	6.65	—	7.50
A—Belladonna Leaves, German.....lb.	.38	—	.45
D—Caffeine, Citrated.....lb.	2.60	—	2.70
D—Calamus Root, White, Peeled and Split.....lb.	.28	—	.30
A—Calendula Flowers.....lb.	.55	—	.60
D—Canella Bark, Powdered.....lb.	.30	—	.34
A—Cannabis Indica, Herb.....lb.	1.80	—	1.90
D—Casara Sagrada Bark.....lb.	.18	—	.22
A—Celery Seed.....lb.	.34	—	.39
D—Chloral Hydrate, Crystals.....lb.	.55	—	.65
D—Chloroform.....lb.	.25	—	.48
D—Chrysarobin.....oz.	.22	—	.25
D—Cinchona, Red.....lb.	.36	—	.48
Yellow.....lb.	.38	—	.44
A—Cinchonidine Sulphate.....oz.	.28	—	.31
D—Cinchonine Sulphate.....oz.	.14	—	.18
Salicylate.....oz.	.18	—	.20
D—Coca Leaves.....oz.	.35	—	.45
D—Calumba Root.....lb.	.18	—	.22
A—Copaiba, S. A.....lb.	.70	—	.75
Para.....lb.	.75	—	.85
D—Cubeb Berries, Powdered.....lb.	.55	—	.60
D—Elecampane Root.....lb.	.18	—	.20
A—Ergot.....lb.	.75	—	1.20
Powdered.....lb.	.85	—	1.45
A—Ether, Washed.....lb.	.32	—	.45
D—Flaxseed, Cleaned, less than barrel.....lb.	.06½	—	.08
Ground.....lb.	.06½	—	.08
A—Galbanum, Strained.....lb.	1.25	—	1.50
D—Ginger Root, African.....lb.	.14	—	.16
Powdered.....lb.	.20	—	.22
Jamaica, Powdered.....lb.	.27	—	.31
D—Hops, Select (1913).....lb.	.30	—	.32
Pressed, ¼- and ½-lb. pkgs.....lb.	.35	—	.40
A—Iodine, Resublimed.....lb.	4.00	—	4.25
Deodorized.....oz.	.60	—	.64
A—Iron Citrate, U. S. P.....lb.	.76	—	.80
A—Iron Citrate and Ammonia, Soluble.....lb.	.72	—	.75
A—Iron Iodide.....oz.	.35	—	.42
A—Isinglass, Russian.....lb.	4.00	—	4.25
D—Jalap Root.....lb.	.28	—	.31
D—Lavender Flowers.....lb.	.30	—	.45
D—Licorice Root, Spanish, Bundles.....lb.	.12	—	.22
A—Lovage Seed.....lb.	.60	—	.70
D—Lupulin.....lb.	2.65	—	2.85

D—Lycodium.....lb.	.50	—	.55
D—Manna, Flake, Large.....lb.	1.00	—	1.10
Small.....lb.	.55	—	.58
A—Menthol, Crystal.....lb.	4.10	—	4.25
A—Morphine Acetate, ⅞-oz. vials.....oz.	6.10	—	6.35
Hydrobromide, ⅞-oz. vials.....oz.	6.75	—	6.90
Hydrochloride, ⅞-oz. vials.....oz.	6.10	—	6.30
Sulphate, 1-oz. vials.....oz.	5.85	—	6.05
⅞-oz. vials.....oz.	6.10	—	6.30
D—Mullein Flowers, 1-lb. cans.....lb.	.90	—	1.00
A—Musk Root.....lb.	.25	—	.35
Powdered.....lb.	.30	—	.40
D—Nutmegs.....lb.	.22	—	.25
D—Oil Birch, Black (Betula).....lb.	1.60	—	1.75
D—Oil Chaulmoogra.....lb.	1.60	—	1.70
D—Oil Cod Liver, Norwegian.....gal.	1.10	—	1.15
Barrels.....ea.	26.00	—	30.00
A—Oil Cubeb.....lb.	4.25	—	4.50
A—Oil Fennel Seed.....lb.	1.85	—	2.25
D—Oil Lavender, Mitcham.....lb.	3.75	—	4.00
D—Oil Lemon.....lb.	3.10	—	3.25
A—Oil Lemongrass.....lb.	2.00	—	2.25
D—Oil Orange, Sweet.....lb.	3.50	—	3.60
D—Oil, Salad, Union Oil Co.....gal.	.85	—	.92
A—Oil Sandalwood, English.....lb.	6.50	—	7.00
A—Oil Tansy.....lb.	4.40	—	4.75
D—Oil Wintergreen, Synthetic.....lb.	.37	—	.45
D—Oil Wormseed, Baltimore.....lb.	4.00	—	4.25
A—Opium, Natural.....lb.	6.40	—	6.85
Granulated.....lb.	8.25	—	8.35
U. S. P. Powdered.....lb.	8.15	—	8.25
D—Potassium Prussiate, Yellow.....lb.	.22	—	.26
Salicylate.....oz.	.11	—	.13
A—Prickly Ash Berries.....lb.	.40	—	.45
A—Quince Seed.....lb.	.85	—	1.25
A—Quinine, Alkaloid.....oz.	.60	—	.65
Acetate.....oz.	.68	—	.72
Bisulphate.....oz.	.34	—	.38
Hydrobromide.....oz.	.60	—	.65
Hydrochloride.....oz.	.58	—	.63
Lactate.....oz.	.66	—	.71
Salicylate.....oz.	.59	—	.64
D—Rhubarb, Powdered.....lb.	.40	—	.50
A—Rochelle Salt.....lb.	.19½	—	.21½
A—Rose Leaves, Red.....lb.	1.40	—	1.50
A—Saw Palmetto Berries.....lb.	.36	—	.40
D—Strontium Nitrate.....lb.	.14	—	.16
A—Strophanthus Seed, Green.....lb.	.90	—	1.00
A—Strychnine, Acetate, ⅞-oz. vials.....oz.	1.60	—	1.70
Alkaloid, Powd., ⅞-oz. v. ....oz.	1.20	—	1.30
Nitrate, ⅞-oz. vials.....oz.	1.55	—	1.60
Sulphate, ⅞-oz. vials.....oz.	1.20	—	1.25
D—Thymol.....lb.	2.40	—	2.50
A—Thymol Iodide, U. S. P.....lb.	—	—	5.00
D—Turpentine, Chian, Genuine.....lb.	.33	—	.38
D—Wax, Bay.....lb.	.32	—	.38
D—Wax, Carnauba, No. 1.....lb.	.42	—	.70
A—Wormseed, Powdered.....lb.	.58	—	.65

NOTE—A, advanced; D, declined; C, correction; N, new.

NEW YORK, Feb. 23.—Trading in the general list of drugs has been more active during the past two weeks than at any time since the beginning of the year, though consumers have confined their purchases to the staples actually needed for immediate demand. Mail and telegraphic orders are coming in more freely, however, and some improvement in local trade is reported. As shown by the above list, numerous changes have been made in quotations, the most noteworthy being the advance in opium, atropine, celery seed, calendula flowers, resublimed iodine, menthol, morphine, oils of cubeb, fennel, sandalwood, rochelle salt, green strophanthus, and strychnine and its salts. Among the declines are medicinal acetone, true benzoic acid, arrowroot, Tonka beans, calamus root, chloral hydrate, chloroform, flaxseed, cleaned and ground

ginger root, oils of birch, chaulmoogra, lavender, lemon, orange, synthetic wintergreen, and wormseed; strontium nitrate, thymol, Chian turpentine, thymol and bay and Carnauba wax.

**OPIMUM**—The advance in the price of opium embraces all varieties, the upturn being the result of the increasing cost of importation and diminished stocks here. Natural is quoted at \$6.40@ \$6.85 per pound, granulated at \$8.25@ \$8.35, and U.S.P. powdered at \$8.15@ \$8.25.

**QUININE**—Is meeting with a good demand at the recent advance on the basis of 26 cents per ounce in 100-ounce tins. The revised schedule of prices for the various salts shows the following advances: Quinine alkaloid, 66c.@70c. per ounce; acetate, 68c.@72c.; bisulphate, 34c.@38c.; hydrobromide, 60c.@65c.; hydrochloride, 58c.@63c.; lactate, 66c.@71c.; salicylate, 59c.@64c.; sulphate in 1-oz. vials, 31c.@36c., and tannate, 35c.@40c. A strong undertone obtains in all markets for the salts, a condition that is traceable to the price maintenance agreement between Java bark producers and the European manufacturers of salts. The exports of cinchona bark from Java during January amounted to 1,528,000 Amsterdam pounds against 1,307,400 in same month 1913, 1,307,400 in 1912 and 1,421,000 in 1911. The stock of quinine in London Jan. 31 last was only 3,365,712 ounces against 3,635,488 ounces Jan. 31, 1913.

**COD LIVER OIL**—Norwegian is meeting with a fair demand, the market showing a downward tendency, and quotations at \$26@ \$30 per barrel; less, \$1.10@ \$1.15 per gallon. Cable advices at hand report the total catch this year to be 3,100,000 fish yielding 2670 barrels of oil. For the corresponding date last year the total catch was 6,500,000 fish yielding 4770 barrels of oil.

**CELERY SEED**—Prices have advanced sharply both here and abroad, jobbers now quoting 34c.@38c. per pound. Advices from Marseilles are to the effect that there has been extensive Winter killing of the new crop, owing to unusually low temperatures.

**ERGOT**—Hamburg advices state that spot stocks of Russian are very light and that the market there remains very firm despite increased offers for shipment. Quotations for all varieties range from 75c.@ \$1.20 per pound for whole, and 85c.@ \$1.45 for powdered.

**ANISE SEED**—Star is firmer, owing to increased cost of importation and diminished stocks here, jobbers quoting 26c.@33c. per pound.

**COPAIBA**—Is meeting with a moderate demand and quotations are higher for all varieties, South American being quoted at 70c.@75c. per pound, and Para at 75c.@85c.

**MENTHOL**—The market reflects a stronger tendency and prices show a decided upward trend, crystal being quoted at \$4.10@ \$4.25 per pound.

**BELLADONNA LEAVES**—German continue to move upward owing to scarcity and dealers are now quoting 38c.@45c. per pound, according to quantity.

**TONKA BEANS**—Angostura are lower in spite of the fact that advices from Venezuela indicate that the next crop will not exceed 20,000 pounds. Predictions are freely made that prices are likely to advance considerably within a short time.

**VANILLA BEANS**—A revision of quotations indicates a slight advance. A further advance is not unexpected, however, as the Mexican government has announced the levying of an export duty of \$2 per kilo, equivalent to 40c.@50c. per pound.

**THYMOL**—A diminution of supplies is reported, with jobbers quoting \$2.40@ \$2.50 per pound. An advance is also noted in the quotations for thymol iodide, \$5 per pound being asked.

**OIL PEPPERMINT**—Western advices are bullish, predicting higher prices ultimately. The market is steady, however, at the prices quoted last month.

**OIL LEMON**—Prices still continue to decline, jobbers quoting \$3.10@ \$3.25 per pound, and this, too, in the face of advances noted in primary markets. It is stated that extract makers are still holding aloof from the local market.

**OIL LEMONGRASS**—Higher prices prevail, \$2@ \$2.25 per pound being asked.

**OIL ORANGE**—Sweet is lower, \$3.50@ \$3.60 per pound being the ruling quotations. The Valencia orange crop is reported to have been damaged from 10 to 80 per cent. by recent frosts, and many German and English houses have suspended shipments.

**OIL SANDALWOOD**—True East Indian oil is higher, quotations ranging from \$6.50@ \$7 per pound. An interesting ruling has

been made by the United States Treasury department to the effect that the oil is properly entitled to entry free of duty instead of being assessed for duty at an advalorem rate of 25 per cent. as an "aromatic substance used in the manufacture of perfumes and cosmetics."

**CHLOROFORM**—Quotations have been reduced to 25c.@48c. per pound. Severe competition from abroad is noted here and prices may be further reduced.

**CHLORAL HYDRATE**—Present quotations show a decline, 55c.@65c. per pound being asked.

**STRYCHNINE**—Notwithstanding keen competition among domestic manufacturers, jobbing prices show an advance, as follows: Acetate, 1/8-oz. vials, per ounce, \$1.60@ \$1.70; alkaloid, powdered, 1/8-oz. vials, per ounce, \$1.20@ \$1.30; nitrate, 1/8-oz. vials, \$1.55@ \$1.60; sulphate, 1/8-oz. vials, \$1.20@ \$1.25.

**STROPHANTHUS SEED**—Green is meeting with some demand and is higher, 90c.@ \$1 per pound being asked.

**OIL LAVENDER**—Mitcham is higher on a marked diminution of spot goods and jobbers have advanced prices to \$3.75@ \$4.

**ROCHELLE SALT**—A revision shows a lower range of quotations, 19 1/2c.@ 21 1/2c. being asked, according to size of order and seller.

**OIL TANSY**—Scarcity of supplies and an increasing demand have influenced an upward trend in quotations, \$4.40@ \$4.75 per pound being asked.

**OIL WORMSEED**—Baltimore is in much better supply, with quotations reduced to \$4.00@ \$4.25 per pound.

**SILVER NITRATE**—Notwithstanding a drop of 1/4c. in the price of bar silver, quotations for nitrate are higher, 44c.@50c. per ounce being asked. Fused cones is quoted at 60c.@63c. per ounce, and stick (lunar caustic) at 48c.@52c. per ounce.

**HOPS**—Lower prices prevail, quotations ranging from 30c.@32c. per pound in bulk, and 35c.@40c. per pound in 1/4- and 1/2-pound packages. Lupulin is slightly higher at \$2.65@ \$2.85 per pound.

**CAMPHOR**—Considerable activity has been noted in this article abroad, demand from India being a factor, and the market is firmer here, although jobbers' quotations remain unchanged. The total exports of camphor from Formosa from April to December 31, 1913, are estimated at 4,500,000 kin, or 6,000,000 pounds.

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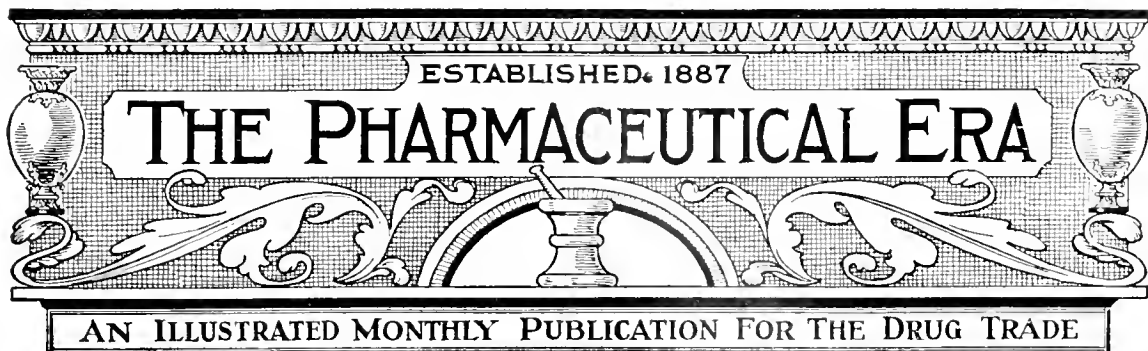
*Matriculation Graduates to Feb. 24, 1914. Graduating Number. Average.*

7512—Lotha A. Williams, Pittsburg, Kan.....	96
7596—Charles E. McHale, New Orleans, La.....	92
7678—William F. Hasek, Cleveland, Ohio.....	91
7681—W. Harry McLeskey, Anderson, S. C.....	99
7788—Glenn Bessey, Manti, Utah.....	88
7819—Fred E. Hines, Dorchester, Mass.....	96
7836—J. C. Kimble, Montezuma, Ga.....	93
7907—Earl D. McGaughy, Hartford, Ark.....	94
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**THE PHARMACEUTICAL ERA**  
 PUBLISHED ON THE FIRST OF EACH MONTH.

**D. O. HAYNES & Co.** . . . *Publishers*  
 No. 3 PARK PLACE, NEW YORK.  
 Telephone, 7646 Barclay. Cable Address, "Era, New York."

**SUBSCRIPTION RATES:**

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico,  
 the Philippines and Mexico.....\$1.00 a year  
 To Canada, postpaid..... 1.50 a year  
 To Foreign Countries in Postal Union..... 2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.

REMIT by P.O. or Express Order or New York Draft payable to order of **D. O. Haynes & Co.** Add 10 cents for collection charges if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New York, by **D. O. Haynes & Co.**, a corporation: President and treasurer, **D. O. Haynes**; vice-president, **E. J. Kennedy**; secretary, **N. W. Haynes**. Address of Officers is No. 3 Park Place, New York.

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**OFFICIAL VEGETABLE AND ANIMAL DRUGS.**

A SECOND instalment of proposed new descriptions and standards, and of changes in descriptions and standards for incorporation in the new Pharmacopoeia, has been issued by the Committee of Revision, a part of which, in somewhat condensed form, is presented in this issue of the ERA. These descriptions and changes, following the abstract of changes relating to chemicals, more than ever confirm the belief that the new Pharmacopoeia will be pre-eminently a book of standards, and as such will better answer the needs of the Food and Drugs Act in giving specific information as to the variations in the character of different samples of official drugs.

In the entire abstract about 120 drugs are named, of which cantharides and cochineal are of animal origin. In all instances the effort is made to employ definitions that shall say what constitutes a good drug, one noticeable feature being the specific language used in the descriptions, and in the case of certain drugs, the amount of inert matter allowable being always given, as, for instance, in the case of aconite, "not more than 5 per cent. of stem-

bases or other foreign matter should be present." That these requirements will strengthen the hands of the authorities in enforcing the provisions of the Food and Drugs Act is evident, a situation that has not always been met in the application of the present standards in controlling the importation of drugs. Another important innovation is the introduction of microscopical descriptions and tests for powdered drugs, a recognition on the part of the Committee of Revision that this is the commercial form in which many drugs are sold, and also of the fact that the average pharmacist, even should he manufacture his own galenicals, no longer powders or grinds his drugs for such uses.

Viewed as a whole, there is sufficient reason for the belief that the scope of the next Pharmacopoeia will be broad enough to cover most of the needs of such a book and, also, that the committee has followed very closely the principle originally adopted as a basis of admission of drugs, viz., that an article should have therapeutic value or be of pharmaceutical necessity; that is, be essentially necessary in the manufacture of official preparations that are recognized as having therapeutic value. As new additions to the list of proposed official drugs agar-agar, condurango and petroselinum fructus are noted; while definitions have been extended to cover the different varieties of aloes, Sumatra and Siam benzoin, short and long buchu, Spanish and Russian licorice, Savanilla, Para and Peruvian rhatany and the varieties of pilocarpus. These facts also reflect the belief that an effort has been made to evolve a Pharmacopoeia which should represent the highest degree of commercial attainment in the matter of official substances in their natural and manufactured forms.

**SYSTEMATIZING DRUG STORE EXPENSE.**

In addition to purveying satisfactorily to the varied requirements of the drug store patron, the druggist must make a satisfactory profit or go out of business. Into this profit enter many factors, which even now are not taken into consideration generally. Some few druggists realize what *net profits* include, others are still satisfied to pay their debts from the income derived from the sale of goods—keeping the invoices on spindles or in the drawer of a desk—and pocket what of the balance

they "think they can spare" as their salary, after clerk hire, rent, light, insurance, etc., have been paid.

That this course of procedure is neither business-like nor scientific is evident even to the layman, but its fallacies are brought home to readers of this issue of the ERA by two writers, one the head of one of the largest and most prosperous drug chains in this country—Louis K. Liggett; the other, Prof. Selden G. Martin, head of the Bureau of Business Research of Harvard University. Mr. Liggett emphasizes departmentizing, and separation of department costs and profits as an essential to the modern chain store; Prof. Martin takes the viewpoint of the business expert, and from collected data drawn from a systematic study of many retail stores—shoe stores in this instance—makes certain deductions as to percentage of sales expense, turn-over, rent, etc. These deductions he has found valuable as a basis upon which the average shoe retailer can work, and he states succinctly: "A man with the best accounting system may know exactly where he is at, *but he does not know where he ought to be.*" From these collected data he can deduce "where he ought to be" from the combined commercial practices of others in the same line of business.

Unfortunately the Harvard Bureau of Business Research has not been able to make a similar study of the drug business, since Prof. Martin frankly admits the complexity of the business has deferred such an investigation until "more plant and staff" are at the disposal of the bureau. Prof. Martin, however, does draw one striking analogy between the retail shoe business and the retail drug business, upon which we should be glad to have the opinions of practical drug men. We quote his own statement:

"The more I look into the prescription business the more I am impressed with its analogy to the repair business of a shoe store, or the plumbing business of a hardware store, in that not only is merchandising done but also manufacturing, so that not only is the original store expense incurred, but also a manufacturing expense. In shoes we have found stores saying that their repair department yields them a profit of 15 per cent.—by which we have found they meant *gross* profit—when the expense of the store proved to be 22 per cent., so that *they were really losing some 7 per cent. on the repair business.*"

Prof. Martin finds that the average stock turn-over in the retail shoe business is between 2 and 2.5 times per year; Mr. Liggett states that many successful chain drug stores are able to turn over their stock six times a year. A comparison of the two articles will show other interesting points of agreement and difference in deduction, although basically both gentlemen are much nearer agreement than would be supposed from the above quotations. We most heartily commend these studies of business methods so interestingly presented, in the interest, to quote Prof. Martin, of their "influence toward a more scientific conduct of the drug business." When business theorist and successful business man both treat of the same general topic, each from his own standpoint, without knowledge that the other is to be quoted, the

result from the reader's viewpoint cannot but prove helpful and suggestive.

#### SWAT THE FLY NOW!

UNDER the above slogan boards of health and sanitarians in general have been endeavoring to arouse the public to the danger of permitting house-flies to breed unchecked and to carry their burdens of filth and disease through communities. As a disseminator of disease, this insect holds a pre-eminent place, restricting his field of operations to no country or clime, the kind of disease that he shall spread making no difference to him, for so long as he is permitted to carry his full burden, any old load of contagion will satisfy him.

How he does work to live up to his opportunities! If fly-blown fecal material is buried under several inches of sand, the fly will crawl through the sand and complete his development! In short, he breeds and feeds upon the carcases of the dead and the excreta of the living, and then carries his loathsome load back to the habitations of man. Voracious, dangerous and ubiquitous, he contributes his full share to the spread of typhoid fever, hookworm disease, diarrhoea, dysentery and various other maladies. Why should he not be exterminated?

The time to kill flies is NOW, and to show how vital it is to kill the Winter flies and their incalculable possibilities, the Committee on Pollution and Sewerage of the Merchants' Association of this city has issued a card of warning from which we take the following "live wire" paragraphs:

Capture every one of the filthy little pests you can find.

A single fly is capable of depositing 150 eggs at one time and of producing five or six batches during its short life.

The progeny of a single pair of flies, assuming that they all live, if pressed together at the end of the Summer would occupy a space of over 14,000,000 cubic feet.

This would be equivalent to a building as large as the Woolworth building.

Swat the fly! Do it NOW!

#### THE HARRISON NARCOTIC BILL.

WE hold no brief for the Harrison narcotic bill, so-called (H.R. 6282), and from the first have been more in sympathy with the efforts of the so-called "come-outers" of the N.A.R.D. and other National and State organizations, as headed by Mr. Freericks, formerly counsel for the National body of retail druggists. And our opposition was and is upon the same grounds as those advanced by the objectors whom we have cited—that any measure to control the importation, manufacture and sale of narcotic drugs in this country should apply equally to the physician and to the druggist—that no favoritism should be shown either by exemption or other legal evasion of responsibility.

In this position we are still confirmed. Nothing has been effected in the way of amendment to the original bill, passed by the House, and since amended and before the Senate, to alter our belief. The bill as it stands is plainly a compromise meas-

ure; it does not wholly please either the manufacturer, the druggist, the physician or the officials by whom it must be enforced should it become a law. There is a feeling on the part of many that "it is the best to be expected just now," and hence should be adopted, but this is not good sense nor good politics—and politics has played a larger part in the pulling and hauling of this measure during the past three years than is generally realized.

But the bill as it stands is largely the work of the Drug Trades Conference, representing every branch of the drug trade, and their recommendation is entitled to weight.

While we have not favored the measure because we deemed it erred in privileges vouchsafed the physician as against the druggist, members of the former profession are opposing it upon the ground that it encroaches on the right of the States to assess taxes, etc., yet the real spirit of the opposition can be seen in the statement by the Society of Medical Jurisprudence that the "tendency of the bill is not enhanced in the slightest degree by the inclusion of physicians among those who are required to register and pay the annual tax"—in this case the moderate sum of \$1 a year!

These protests by physicians are not confined to the fraternity, for to our personal knowledge the drug press is being circularized with statements urging "more leeway in the supplying of registered physicians by manufacturers" with the drugs in question, and by statements of the "hardships entailed upon the physician in rural districts and upon those depending upon his services" by the license requirement. One of these circular letters states bluntly that the "bill does not allow a physician to supply himself with the morphine and cocaine required in his office practice or in making visits *without first registering with the internal revenue department and supplying himself with order blanks,*" etc., as required of the druggist, when by paragraph (a), section 2, of the bill, a physician, dentist, or veterinary surgeon, while required to register once, at a cost of \$1, are *exempted from the provisions* requiring the use of order blanks.

There are sufficient grounds for objection to the measure—notably that in regard to exemptions, one-fourth grain of morphine allowed, and but one-twelfth grain of heroin—without necessitating incorrect statements and absolutely false deductions in regard to its provisions.

#### THE SALVARSAN CONTROVERSY.

It is difficult, at this distance, to form a clear idea of the motives which have led Dr. Dreuw, of the Berlin Police, to attack Professor Ehrlich's salvarsan, and to demand that an ordinance be passed prohibiting its use in doses greater than the official maximum for arsenic. Dr. Dreuw lays great emphasis on the 275 deaths reported to have occurred after the administration of salvarsan, many of the symptoms apparently being those of arsenical poisoning. In his defence, Ehrlich points out that the remedy has been used in more than

one million cases, and that if he did not think the advantages far outweighed the disadvantages, he would not allow the preparation to be used for another instant. Professor Ehrlich's attitude, in the face of Dreuw's somewhat violent attacks, has been frank and dignified, and he has stated that he is largely deterred from making a more vigorous defence by the certain knowledge that all such efforts would be instantly turned against him, and ascribed to venial motives. The two men have drawn together two large camps of followers, and the affair is widely discussed in the newspapers. Certain authorities at the University of Strassburg have lined up with Dr. Dreuw, while the majority of the medical profession are still with Ehrlich. The agitation has led to interrogations in the Reichstag, and to the withdrawal of salvarsan from free commerce except through the apothecaries—a cause of much rather undignified gloating on the part of some of the "Apotheker" journals, who stand ever ready to make the most of any advantage gained over the hated "Drogisten."

#### IS PRICE MAINTENANCE NEARER?

PRICE maintenance as a commercial policy is, perhaps, nearer accomplishment than ever before in this country. Through the efforts of the American Fair Trade League, the N.A.R.D., and the National Hardware Dealers' Association, and particularly through the writings of the Ingersolls of the watch firm of R. H. Ingersoll & Bro., and of Louis D. Brandeis, through the great National weeklies, the subject has been brought home to the purchasing public in a manner which has created a growing sentiment in favor of fair prices.

The majority of thinking purchasers believe that the manufacturer of Nationally advertised goods is entitled to protection in the price he establishes for those goods, on the ground that promiscuous price-cutting inevitably leads to substitution of other than the goods demanded, to the loss of both the purchaser and the manufacturer. Price protection is not an upbuilder nor upholder of monopoly—it simply means the protection of the manufacturer and the purchaser in the handling of any advertised *named* commodity. It will not raise the price on "own make" goods, on unlabeled products, or substitutes. The "something just as good" can be sold just as it is at present, but it will be sold in fair competition with a standard product upon which the price is established.

There are, at the present time, several bills before Congress which aim to establish the right of the manufacturer of advertised products to stipulate the retail price of these products. One of the best-known of these bills is "A Bill to Prevent Fraud and Unfair Competition in the Sale of Patented, Trade-marked or Copyrighted Articles." This bill has the indorsement of the American Fair Trade League, the N.A.R.D. and the Hardware Dealers' Association. In addition there is House Bill "H.R. 13305," introduced by Representative Stevens, of New Hampshire, which is entitled: "To Prevent Discrimination in Prices and to Pro-

vide for Publicity of Prices to Dealers and to the Public." This bill seeks merely to legalize contracts between manufacturers and dealers in articles of commerce produced under a trade-mark or special brand, and would restore to manufacturers the rights supposedly possessed by them prior to the Dr. Miles Medical Co. decision and similar findings by the U.S. Supreme Court. The third bill—the Metz bill—which is designed to prevent discrimination by establishing "uniform prices for uniform commodities" is, perhaps, unique in that it is preceded by a preamble which defines such terms as "uniform commodity," "proprietor," "dealer at wholesale and retail," and "consumer," a glossary that would have solved several legal problems in the past had such definitions been established.

With so general an attempt to secure the passage of some enactment which shall establish the right of the manufacturer to market advertised goods at an advertised rate, there is more than a ray of hope for the manufacturer who has been a victim of what have been aptly designated "trade pirates," and for the druggist who has been forced by aggressive price-cutters to slash his retail prices to such an extent that he loses money on nearly every sale of advertised goods.

#### PUT THE HOME ON ITS FEET FINANCIALLY.

THERE is a general feeling on the part of the druggists of this country that the Druggists' National Home at Palmyra, Wis., is deserving of general support as one of the most helpful philanthropic institutions any druggist could assist—and this feeling is based upon something more than sentiment. Yet, while there have been many subscriptions from the larger manufacturing firms, and smaller subscriptions from associations and individuals, there has not been the united support from the druggists themselves that should have been vouchsafed.

The honor for the initiative in the foundation of this Home is due the National Drug Clerks' Association; the plan was thought out by them, and it was their money that made the purchase possible, but the enterprise has lacked the positive support of the National associations of manufacturers, jobbers and of employers—and, it is to be feared, this fact has had more or less influence in deterring druggists from more general and more generous contributions. There has been too much of a feeling "that it may be best to wait and see what will be done with the Home."

Now, the real test is approaching—it is absolutely necessary to make a payment on the property on or before April 8, a payment sufficiently large to convince the original owner that the druggists of the country are back of the institution and that the entire purchase price will be raised in due course of time. Since the advantages of the Home have been so well advertised other parties have entered the field and are seeking to purchase it, and while donations to the Home fund are still coming in, they are not in sufficient number or amount to aggregate the sum necessary for this payment, and pay the

running expenses of the Home at the same time.

The trustees of the Home, therefore, have taken a step which, if carried to its natural conclusion, will remove the Home forever from the field of insecure charity by donation and place it upon a self-sustaining basis: They have tendered the Home and the management of the same, without any reservation whatever, to the executive committee of the National Association of Retail Druggists, and this committee will meet in Chicago, April 6, to decide the matter.

It seems eminently fitting that such an institution should be truly a National trust, rather than the pet philanthropy of any one organization, and should the N.A.R.D. take over the property there will be no question as to the continuance of the institution as a permanent feature of the work of the banded druggists of the country, whether manufacturers, jobbers, retailers or clerks. It would be deplorable should the Home, after its happy inauguration, be allowed to pass from the hands of the druggists, and there is no doubt that, with the backing of the membership of the N.A.R.D., and the financial stability insured by its management by this National body, the druggists of the country will come forward and remove the institution from the category of the financially uncertain.

The Home should be a permanent institution, supported by a sinking fund and by its earnings. The N.A.R.D. can make it so, and we sincerely trust that some such solution of the vexed problem will be reached, and reached at once.

#### PURE SCIENCE AND PRACTICAL RESULTS.

LESS than one hundred years ago, hydrogen peroxide was added to the rapidly growing list of interesting chemical compounds, discovered by pioneers all over Europe in their daring excursions into every corner of the domain of science. Nowadays, as one of the most widely used household remedies and prophylactics, hydrogen peroxide affords an excellent refutation of the theory that "pure" science is not "practical." When Thenard set out to study the effect of acids on barium peroxide, he was in no wise interested in the practical uses to which his discoveries might be put. For half a century it was not known that the new compound was useful, except in so far as it had been of aid to further chemical work. Then Richardson gave it prominence by demonstrating its value as a disinfectant, and "practical" men were probably ready to admit that the "theoretical" researches of Thenard were justified. But practical men have never yet offered a means of ascertaining beforehand what discoveries will be made, nor have they furnished a criterion by which the worker in pure science can direct his efforts so as to produce practical results. Until such relief is forthcoming, investigators will continue to push their inquiries in every direction, not only as pioneers, cutting a rough trail through new country, but also as patient and accurate surveyors and explorers, recording with minute care all the expe-

riences they meet, whether along the main traveled road, or while following the side-trails.

### THE NEW ERA FORMULARY.

THE wonderful advances made in applied technology will be vividly brought home to the pharmacist who will take the pains to compare his copy of the first edition of the ERA Formulary, published in 1893, with a copy of the new edition just off the press. The former has earned a meritorious reputation and we would not speak disparagingly of it. But with the passing of the years, new methods and processes are required to meet the wants of a new generation; new forms of treatment and medication are needed with our increase of knowledge of the causation of disease; in fact, new articles are needed in all directions, as the utilitarian necessities of mankind become more specific. Cognizance of this progress has been taken in the preparation of the material for the volume, which is essentially new.

Of the nearly 8000 formulas presented, more than 5000 did not appear in the previous edition, while those which have been retained have been recast and better adapted for the purpose designed. Pains have been taken to make the nomenclature employed in all the formulas uniform and definite, and to supplement each formula or process with instructions for manipulation, so as to eliminate the element of guesswork on the part of the operator. In the nine divisions of the volume are formulas and processes which will appeal to the manufacturer, the pharmacist, the physician, the veterinarian, and to workers in all departments of professional, industrial, and household economics.

A relation of these salient points is sufficient to suggest to many manufacturers and pharmacists ready means of extending their businesses by the fabrication of specialties for which there is a demand. The large number of such preparations on the market is indisputable evidence of this demand, as also the fact that articles of this character yield good financial returns. As an adjunct to the laboratory of the manufacturer, druggist, soda-fountain operator, veterinarian or individual in search of general household technical helps, we can commend this book, the full scope of which is outlined in the advertising pages of this journal.

## BOOKS REVIEWED

**QUALITATIVE CHEMICAL ANALYSIS.** A laboratory text treating of the common elements and their compounds. By Anton Vorisek, professor of analytical chemistry, College of Pharmacy, Columbia University, in the City of New York. With a plate of spectra, tables and three text figures.  $9\frac{1}{2} \times 6\frac{1}{2}$  inches. 226 pages. Cloth, \$2 net. Philadelphia. P. Blakiston's Son & Co.

This book is offered to meet the needs of students whose time for the study of analytical chemistry is limited, and to this extent it presents a concise course of qualitative analysis of the commonly occurring compounds and their chemical constituents that should prove serviceable to the pharmacy student. In the arrangement of the volume the study of the basic components is begun with the alkali metals, while the discussion of the mechanism of reactions in solution is placed at the end of the book.

Among some of the features which differentiate the author's scheme from that followed in similar works are: Reactions are represented by equations arranged vertically and close together with their description; manganese is classified with the third group, and its precipitation completed with hydrogen dioxide; nickelous and cobaltous hydroxides are oxidized directly with bromine, and potassium cyanide solution is used to partly separate them; the mutually reacting acidic ions are enumerated; the oxidizing anions are detected with potassium iodide, the reducing ones with iodine solution; cadmium nitrate is employed to separate sulphide, ferrocyanide and ferricyanide from the rest of the members of the second (silver nitrate) group of acid ions, and to isolate tartaric and citric acids. A procedure for the identifications of the acidic ions which provides for interferences by other ions is also developed. So far as we have observed, the author's definitions are comprehensive and intelligible, and his analytical schemes are in accord with the latest developments and practical applications of chemical methods to analysis.

**OLD AGE DEFERRED.** The Causes of Old Age and Its Postponement by Hygienic and Therapeutic Measures. By Arnold Lorand, M.D., Carlsbad, Austria. Fourth edition. Translated, with additions, by the author from the third German edition. Royal 8vo., 480 pages. Cloth, \$2.50. Philadelphia, F. A. Davis Co.

This book will appeal to physicians, pharmacists, business men, in fact, to any individual of a thoughtful disposition; for all are interested in means, if any there may be, which shall prolong their days to the furthest limit. The author is candid in his statement that it is impossible to create a young man out of an old one, but he believes that it is quite within the bounds of possibility to prolong the term of youthfulness by 10 to 20 years; in other words, that we need no longer grow old at 40 or 50, and we may live to reach 90 or 100, instead of dying at 60 or 70. This result is to be brought about by the observance of certain hygienic measures and by improving the functions of a certain few of the glandular structures in our bodies, providing incurable organic disorders have not already too gravely compromised these main organs. In this consideration, the so-called "ductless glands" play an important part, and their relation to the general economy has been made the subject of careful study by the author, his results and the conclusions based thereon being very fully elaborated in this work.

Some of the more interesting chapters for the average laymen, although the whole book will appeal, are those on heredity and longevity, on the causation of old age, the hygiene of the skin, on rational clothing, on the advantages of an open air life and of breathing exercises, food hygiene, uses of stimulants, hygiene of sleep, on married life as an important means of prolonging life, the prevention of premature old age, etc. In short, whatever may be the opinion of the reader he will not fail to derive some benefit from the numerous hints given for the preservation of health and prolongation of life.

**A HANDBOOK OF USEFUL DRUGS.** Prepared under the direction and supervision of the Council on Pharmacy and Chemistry of the A.M.A. Paper, 167 pages. Printed by the American Medical Association.

This contains a selected list of important drugs suggested for the use of teachers of materia medica and therapeutics and intended to serve as a basis for the examination in therapeutics by State medical and examining boards, the descriptions and information given being prepared after a due consideration of the needs of teachers in preparing students for such examinations. The book presents a brief but practical discussion, from the modern viewpoint, of the properties, pharmacologic action, therapeutic uses and doses of the drugs named in the list, with the pertinent observation that "an intelligent and critical use of these selected drugs will prove their general sufficiency and show that many drugs now discussed in text-books are superfluous, and that many newly discovered or widely exploited proprietary preparations have no advantages over those contained in this book." The body of the work is supplemented by a table showing the recorded solubility of substances included in the list of important medicaments, a pharmacologic index based on Professor Cushny's "Pharmacology and Therapeutics," a feature that will surely appeal to practitioners, and a very comprehensive index.

**INK MANUFACTURE**, including Writing, Copying, Lithographic, Marking, Stamping and Laundry Inks. By Sigmond Lehner. Translated from the German of the 5th edition by Arthur Morris and Herbert Hobson, B.Sc. (Lond.). With three illustrations. Second revised and enlarged edition. Crown 8vo., 171 pages. \$2.50. London, Scott, Greenwood & Son; New York, D. Van Nostrand Co.

According to the author, this edition of his work on the manufacture of ink is claimed "to contain the whole of the reliable information available at the time of going to press," a claim that will appear reasonable to anyone who will take the pains to examine this volume. In Germany it has met with great success, having passed through five editions, and in its English form it will surely appeal to those interested in the manufacture of ink, but who are not familiar with the original tongue. In scope, the book is very comprehensive, including not only processes and formulas for making the different varieties of ink, but positive and helpful information concerning the properties of the raw material entering into their manufacture. There are formulas for writing inks of all kinds and colors, hectographs and hectograph inks, methods of preserving inks, making typewriter inks, lithographic inks and pencils, stamping inks, laundry bluing, etc. Pharmacists will find this work a valuable addition to their reference libraries.

**PHARMACEUTICAL BOTANY**. By Heber W. Youngken, Ph.G., A.M., assistant professor of botany and pharmacognosy at the Medico-Chirurgical College, member of the American Pharmaceutical Association, etc. Edited by F. E. Stewart, M.D., Ph.G., departments of pharmacy and chemistry, Medico-Chirurgical College, etc. Illustrated. 12mo., 106 pages, flexible cloth. \$1 net. Philadelphia, P. Blakiston's Son & Co.

This book is particularly designed for the pharmacy student who is required to take up the subject of botany during his first year in college. In this book enough of the subject, in the author's opinion, is given to serve as a botanical preparation for pharmacognosy and materia medica, that is, a presentation of the structural and systematic aspects of the science. The book is divided into two parts, Part I being devoted to the morphology (gross and minute) and, to a less extent, the physiology of the angiosperms. Part II deals with the taxonomy of plants, mainly but not wholly of medicinal value, together with parts used and the names of the official and non-official drugs obtained therefrom. Students who have thoroughly mastered the principles as set forth in this volume should be in possession of sufficient information to intelligently comprehend the botanical descriptions of the Pharmacopoeia.

**THE TREATMENT OF RHEUMATIC INFECTIONS**. Svo., 134 pages. Cloth. Press of Parke, Davis & Co.

Assembled under the above title in book form are a number of the various articles that have appeared in medical and other literature relating to "phylacogens," their preparation and administration, and more particularly to "rheumatism phylacogen," the specific phylacogen indicated in the treatment of rheumatism and rheumatic infections. As stated in this book, the word "phylacogens" is used to distinguish the modified bacterial derivatives manufactured by the above-named company according to the process of Dr. A. F. Schafer, of Bakersfield, Cal., who first presented his discovery to the profession in 1910. The principle upon which the use of this new therapy is founded is that of the theory of multiple infections. The term "phylacogen," as explained in the text before us, is coined from two Greek words meaning "phylaxin producer," phylaxin being the name applied by Harkin to a defensive proteid found in animals that have acquired an artificial immunity to a given infectious disease.

**ANNUAL REPORT OF THE SURGEON-GENERAL OF THE PUBLIC HEALTH SERVICE OF THE UNITED STATES, 1913**. Published by the U.S. Treasury Department, Washington, D. C.

This volume gives a detailed report upon the operations of the United States Public Health Service for the year 1913, taking up the following divisions: Scientific research and sanitation; foreign and insular quarantine and immigration; domestic (interstate) quarantine; sanitary reports and statistics; Marine hospitals and relief; personnel and accounts, etc. In

it we find that at the beginning of the fiscal year there were on duty 46 pharmacists: 16 of the first class; 21 of the second, and 9 of the third class. At the end of the year, through resignation and promotion, there were still 46 pharmacists on duty, but they were rated as follows: first class, 16; second class, 24; third class, 6. Of particular interest are the chapters relating to the study of contagious diseases, to pellagra, etc.

**NEW AND NON-OFFICIAL REMEDIES, 1914**. 352 pages. Cloth, 50 cents; paper, 25 cents. Chicago. American Medical Association.

Most of our readers are familiar with this useful annual, which contains a list of medicinal substances examined by the Council on Pharmacy and Chemistry of the American Medical Association prior to Jan. 1, 1914, and accepted for inclusion in the list of remedies under the above title. Comparison with previous volumes shows that the number of remedies accepted for such publication is increasing, and physicians and pharmacists who wish to know something of the therapy or pharmaceutical character of these remedies will find this an authoritative handbook of reference. An interesting section of the book is the list of references to proprietary and unofficial articles not admitted to this book, but which have been discussed in the *Journal*, the annual reports of the Council and of the A.M.A. Chemical Laboratory, and also the last edition of the association's publication, "The Propaganda for Reform."

**PROCEEDINGS of the Tenth Annual Convention of the National Association of Boards of Pharmacy, 1913**.

This volume is uniform with those of preceding years and contains the annual meeting held in Nashville last year. According to the secretary, the New Hampshire Board of Pharmacy has been added to the list of members since last report, while the boards of the District of Columbia, Oregon and Ohio have withdrawn, making the total membership now on the roll 38, of which 31 are active and 7 associate. Among the subjects reported in the volume is the full text of the report of the advisory committee appointed to investigate the status of examinations among the various State boards of pharmacy, with the end in view of determining the conditions under which reciprocal registration can be furthered.

*The Chemist and Druggist Diary, 1914*.—American pharmacists have no work which exactly corresponds to that issued annually under the above title by our well-known English contemporary, *The Chemist & Druggist*, of London, the volume before us marking the 40th year of publication. From the commercial viewpoint the contents represent the widest possible scope of pharmacy as a business, while "professionalism" is reflected in the translation by Dr. Salzmann, president of the Deutscher Apotheker Verein, of the formulas for German galenicals which are given in the "Ergänzungsbuch zum Arzneibuch für das Deutsche Reich"; the list of new remedies introduced during the year preceding publication; the National insurance acts of 1911 and 1913, including an "insurance dispensing dictionary"; a digest of inland revenue duties, trademark registration, British excise duties, and a very interesting department called "the chemist's lawyer," or "trade statutes put pithily." Add to the features named the 14 pages of "buyers' guide," an index to the goods advertised in the *Diary*—more than 12,000 items—and one begins to realize something of the comprehensiveness of this annual and its obvious usefulness to the British pharmacist. The *Diary* is sent postpaid to all subscribers of the *Chemist & Druggist*.

*Dentists' Diary, Lehn & Fink, New York*.—The first number of the *Dentists' Diary*, published last year, was more or less of an experiment, but such was its reception that a second edition of this useful, cloth-bound volume has been issued for distribution by the publishers. In addition to many memoranda pages, and monthly calendar pages with a complete system of records, the book contains such technical material as: Abbreviated terms in common use in prescriptions, dosage for children, diagnostic aids, comparison between temperature and pulse, emergency drugs, weight and measure equivalents, comparative table of common and scientific names, common boiling points, etc., etc. The oral hygiene movement is given considerable attention, and the keynote of the entire work is usefulness and authoritative statement.



### III. Pharmacy in the Past Twenty-Five Years, *by L. K. Liggett*

A FACTOR, the importance of which is only now being realized, in considering this question of retail profits is the druggist's relations with local bankers. The average retail druggist in small towns maintains a ridiculously small bank balance. He fails to realize that personal integrity is



LOUIS K. LIGGETT.

not enough to establish credit, and that the banker, being human, is not receptive to suggestions from would-be borrowers, whose accounts are carried on the books at a loss. The failure to borrow money from the banks at opportune times accounts for the fact that so many druggists fail to take advantage of cash discounts.

The cost of this neglect is shown by the fact that were all bills rendered to a merchant doing a \$10,000 business discounted, he could save from 1% to 2%, sometimes more. And this he could do by having an extra \$600 in his business. His gross purchases would scarcely exceed \$6500

per year, and this amount divided by 12 shows monthly purchases of \$550. If he watches closely, a druggist can average to save 2% on his purchases by taking all his discounts. Two per cent. on \$550 is \$11.00 per month or \$132 for the year, which is equivalent to 1½% additional profit on his total sales. The necessary \$600 he can borrow at about 6% per annum, or \$36 per year. It will therefore pay any druggist to establish credit for himself at his own banks.

Stock investment in the average drug store will range from \$3000 to as high as \$30,000 or \$40,000, depending entirely upon the volume of business and upon the location of the store; that is, its distance from the central market. A man in one of the largest cities of Colorado, outside of Denver, is compelled to carry considerable stock because many of his items he is unable to secure from local jobbers. This is true of cities in Ohio and of other localities which depend upon New York for part of their market. Where a store is close to its market a druggist can make arrangements with one particular jobbing house that carries a good stock. Such a store is able, when properly managed, to turn its stock in from 60 to 90 days' time. Many successful chain stores are able to turn their stocks six times a year. The more frequently stock is turned the more there is to be made in the retail business.

#### Salary Bonuses.

There is much discussion of the question of paying commissions or salary bonuses to clerks. Some druggists contend that the clerk with the right spirit should be willing to render the best service of which he is capable in return for a fair salary. Undoubtedly this is true, and it is to their credit that most drug clerks do give honest service even where no commissions are paid. But it is human nature to work with a lighter heart, and therefore more efficiently when financial cares are lifted. Worry may be a spur to certain exceptional men, but to most of us it is a positive deterrent. And experience shows there is no better way to develop merchandising efficiency in the sales force, secure for customers more prompt and courteous service, and increase the volume of business, especially on long-profit goods, or goods the sale of which the druggists control, than the payment of commissions. The average commission paid to clerks is from 3% to 5%, but on long-profit exclusively controlled goods, and slow-moving stock, the usual commission is never less than 5%, and sometimes more.

The objection sometimes raised that the paying of commissions tends to make the clerks over-anxious to sell goods on which commissions are granted, and that their zeal antagonizes customers is occasionally justified. But where this results the fault is not with the commissions but with the training of the clerk. A properly trained sales force is stimu-

lated to greater efficiency by the granting of bonuses, and the public actually benefits in the way of better service. The clerks who cannot stand prosperity, as the phrase is, soon eliminate themselves, and would ultimately do so were no commissions paid.

#### Rewards to Clerks.

In more recent years retail druggists, instead of paying commissions, are developing suggestive salesmanship by offering prizes to the clerk who is able to sell, say a tooth brush with a can of tooth powder; a comb with a hair brush; or a bottle of hair tonic with a comb and hair brush. Personally, I feel that a study of this character of work will do more toward making merchants of the average retail druggists than anything else.

George C. Lyon once told me that it cost him one dollar for every new customer he got into his store. If that is true, a great deal is being lost by retail druggists who do not take advantage of the customer when he is in the store by suggesting to his mind things he might want to buy, but would not think of.

#### Reinvested Profits.

The druggist who makes money in his business is for some psychic reason often an easy prey for wildcat schemers. Money which should be turned back into his business for the purchase of bigger stocks, the installation of new equipment, the enlargement of the premises, or even the purchase of new stores is frittered away on Balloon Common or Lemon Preferred. It ought to be axiomatic that a business capable of yielding a profit is a good investment for that profit.

One of the evil tendencies now happily rapidly passing away, but which not so long ago helped to lessen confidence in the drug business, was the granting of discounts, and the paying of commissions to doctors in return for their prescription business. This custom in addition to its bad effect on the laity, tended to destroy confidence between the physician and the druggist, as all secret and unfair arrangements kill faith among the participants.

#### Our Debt to the Past.

Yet profit is not the only thing, and we must not forget our debt to the professional pharmacists of an earlier day. Underlying the success of the modern merchandising drug store, are the high ideals, self-sacrifice and broad human sympathies of those so-called "old school" pharmacists, who, with spirits ever young, reached out the light of their faith to their successors. The druggist of today is doing wonderful things, but his success depends upon his ability to secure public confidence, and that confidence, in turn, is freely given because the old-time pharmacist preserved his integrity unflinching, blind to temptations, and finding in arduous work well-done his truest reward.

#### Advertising.

To realize the tremendous change that has taken place in pharmacy in the past 25 years, one need only compare the advertising of that day with the splendidly conducted newspaper campaigns, not only of the chain stores, like Dow's, of Cincinnati; May Drug Company, of Pittsburgh; Owl Drug Company, San Francisco; but individual druggists, such as A. R. Otis, Kendallville, Ind.; Meyer Bros. Company, Fort Wayne, Ind.; W. A. Pierce, West Chester, Pa.; The Axt Drug Company, Fort Madison, Iowa; Boyson Drug Company, Cedar Rapids, Iowa; M. F. Newcomer & Son, Toledo, Ohio; Dockum Drug Company, Wichita, Kan.; Allen & Cochran, Ottawa, Ont.; J. D. McKee, Guelph, Ont. I could name dozens of other druggists who have found that advertising pays, if it is the right kind of advertising. But in advertising the retail druggist must adopt an individual policy and adhere to it.

The advertising of retail druggists vividly illustrates their awakened merchandising instinct. Most of the copy is forceful and convincing, well displayed, and presented through the best available medium. Such advertising is a complete refutation of the charge sometimes made that the passing of the ethical idea would mean the passing of ethics, in the other sense of that word. In the advertising of every successful druggist of today the note of honesty sounds with growing insistence. The advertising has, too, a distinct educational

character. "Reason-why" copy is becoming more and more the rule. The old impossible claims and superlatives have given place to sane argument. Public confidence is sought and won by offering merchandise on its merits.

This is equally true of all the advertising literature distributed by the progressive druggist—circulars, booklets, folders, almanacs, bill-boards, and also of the text matter of the labels on his merchandise.

#### Effects of National Advertising.

The big national advertising campaigns conducted by the manufacturers of leading popular articles are linked up with the retail distributors by means of artistically arranged window displays, the display of signs, and the use of local newspaper space backing up the national campaign. Even where the nationally advertised goods are sold by all druggists, this linking up with the campaign is profitable, but the druggists' greatest opportunity to benefit by advertising of national character comes when he joins one of the great co-operative manufacturing buying and selling organizations, for whose goods he has the exclusive agency. For then all the business created by that portion of the national advertising done in his locality comes to him, and in backing up the national campaign, he does not create a demand which his competitors can supply.

In no line of business, perhaps, does advertising prove more productive than in the retail drug business. Yet it is only a few years since the druggist began to realize his opportunities in this direction. While the druggist remained a professional man, he had few incentives for advertising. People came to him because they had to, and most of his merchandise was not of a character which lent itself to display, either in type or in his windows. But largely as a result of dry goods store competition, to which I have already referred, in more recent years, the druggist has been obliged to add side lines which could be advertised profitably. Of course, it works both ways, and one could as soon answer the question "Which came first, the hen or the egg?" as to say whether side lines stimulated advertising or the reverse.

#### First Side Lines.

Probably the first side lines in early pharmacy were tea, coffee and tobacco. Tea and coffee found their way into the grocery store, tobacco into the tobacco store. Twenty-five years ago the druggist began to bring tobacco back, and since then it has formed a more independent and larger department in the drug store.

#### Soda Fountain.

Twenty-five years ago a glass of soda was likely to be an uncertain quantity. Today the use of pure fruit juices, either uncolored or containing harmless coloring matter, is made necessary by the Pure Food and Drug Law passed in 1906. That law was by many druggists anticipated; by all, or practically all, it has been welcomed and gladly obeyed. It has been said, and not without reason, that the splendid fountain service in the typical modern drug store has been one of the biggest factors in promoting the temperance cause. If you doubt it, go into almost any big city store at the noon hour and watch the crowd of clear-eyed, keen-witted business men who call for luncheonettes, egg or milk drinks, or ice-cream sodas, which are served in clean glasses by immaculately clad dispensers who know their business.

It is no wonder that the soda business of the wide-awake druggist increases by leaps and bounds. The growing demand for sanitary drinking fountains, and the widespread study of hygiene are recognized in the drug store, and the public is glad to pay the price of perfect service.

#### Confectionery.

One of the most successful side lines ever introduced by retail druggists was confectionery. A decade ago you could buy in the typical drug store gum drops, peppermint balls, molasses sticks, and black licorice. Today you can buy boxed and bulked goods in limitless varieties. And you can buy them with an easy mind, for they are made under sanitary conditions, in clean, light, airy factories, this "fünick'ness" being partly due to the Pure Food and Drug Law, but more than anything else to the higher ideal of public service which impels the retail druggist, almost without exception, to anticipate laws and popular demands, and to give the buyer more than he asks, finding his reward in service first and in profit afterward.

It is, perhaps, impossible to place the date of the first candy department conducted by retail druggists, but doubtless the

honor belongs to Boston, or at least New England, which has been for so long a time the center of the confectionery industry.

#### Perfumes and Toilet Articles.

Perfumes and toilet articles have always been part of the retail druggist's business. In the large cities the so-called "class pharmacy" did a very large business on imported perfumes, but with the advent of the department store in these cities the perfume and toilet goods business was largely removed from the drug store to the department store. In recent years, particularly in the past five years, I have noticed throughout the country an increasing toilet goods business in the stores of progressive merchants. There is no reason why the druggist, keeping open more hours, should not have a larger opportunity for the sale of these items than the department stores, and if his business is so conducted as to appeal to well people, the ladies will use the store as a shopping center. And when a druggist secures the ladies' trade, it is very easy to take back what rightfully belongs to him—the toilet goods and perfume business.

#### Optical and Photographic Goods.

Though the profit is large, the amount of business represented by optical goods in most retail drug stores is such a negligible quantity that it need not be considered. This is not the case, however, with photographic supplies, the gross profit of which averages 30% or more, and in which the volume of business in many stores is very large. The development of amateur photography by the leading manufacturers who have placed their agency with retail druggists has been a great stimulant to the business. In addition to his sale of cameras, the druggist makes money on accessories, and if he knows when he is well off, he also conducts a developing and finishing department, thus encouraging amateurs to take more pictures, and consequently buy more films, by removing one of their chief troubles.

Even without considering the actual profit it unquestionably pays to sell cameras and photographic supplies, because it brings into the store people who can spend money for luxuries.

#### Surgical Instruments.

While there is a comparatively small demand for surgical instruments in the drug store, it does not pay any druggist to carry them. They should be sold by the specialty store. After a long acquaintance with numerous retail druggists who conduct a surgical instrument department, I am convinced that if an accurate record is kept of the investment and the interest on the investment in such a department, it will appear that not a dollar has ever been made by the druggist in selling surgical instruments.

It is much better to substitute for the surgical department a stationery department. The stationery department at the present time is one of the druggist's most rapidly growing side lines. A few years ago the average drug store carried a few numbers of paper, a few pencils, and a few pens. Today the up-to-date merchandising druggist conducts a stationery department as complete as that of the average department store, and often more up-to-date. Many retail druggists tell me that stationery is one of the most easily established and successful departments they have.

#### Public Service.

For the same reason the far-seeing druggist will, when possible, maintain in his store a telephone booth. He will sell stamps, weigh letters, do up packages, act as a bundle checker; he will often maintain a telegraph office, serve as bill collector for gas companies, and in general do what he can to be of real service. And all this pays. The space occupied by these various activities could not be better used, and the service rendered brings to the store people who while coming with no intention to buy, are certain to make an excuse for so doing, if only to lessen their sense of obligation to the druggist.

#### The Prescription Department.

The general feeling among druggists is that the prescription department is very profitable. My knowledge, based upon figures, is that it is not such a profitable department, and has not been profitable for the past 10 years. In fact, each year it becomes less and less profitable, not necessarily in all stores, but in the average stores throughout the United States.

There was a time when 60% to 65% gross profit could be made in the prescription business. Today it is very difficult to get 45%, owing to the fact that many prescriptions are written for nothing more than such established proprietary

articles, as Gude's Peptomangan, Fairchild's Essence of Peppine, etc. The day of compounding has gone by, and it was compounding that made the prescription department profitable. Those retail druggists who have kept prescription costs tell me that there is very little left in the prescription business, and yet it is a department, which, if properly conducted, requires a heavy investment.

#### Old Druggist Passing.

And now, what is the ultimate effect of this diversification of the retail druggists' business? Is the purely prescription pharmacy extinct or soon to become so? The question—Could a druggist confining himself to a prescription business remain in existence today?—is sufficiently answered by the experiment conducted in New York a few years ago. A purely prescription pharmacy was opened at that time, and though a very large business was transacted it proved unprofitable without the side lines, which are the main source of income in the merchandising store.

Has the so-called ethical druggist passed into oblivion? To this question I think the answer is affirmative, and it is unwise to harbor vain regrets. In a retrospect of the past 25 years I can see many characteristics, many elements that I would, were it possible, incorporate in the modern retail drug store. For the pioneers in this business were splendid workers, men of real nobility, who thought the sacrifice of time and money and all that made life worth living, a small price to pay, if thereby they could maintain their profession at the level of their ideals. They won public confidence by the integrity of their character and their fair dealing. They have left that confidence to us as our heritage.

While I glory in the wonderful progress that is being made by the drug merchants of today; while I believe that the drug business is on an ascending arc of evolution; while I see ultimate good, even in those tendencies which others deplore, yet I am firmly convinced that the real success of the drug business depends not upon departmentizing, the solving of the overhead problem, frequent turnovers, advertising and all the rest of it, so much as it depends upon the extent to which we prove worthy of our heritage, and whether or not we give it into the hands of our successors unscathed.

(THE END)

*NOTE—This noteworthy contribution to the literature of drug-store merchandising was begun in the February issue of the ERA. If any of our readers have failed to read either of the earlier instalments we would earnestly recommend their careful perusal, since they are authoritative, helpful and of unusual interest.—Ed.*

## Possible Applications to the Retail Drug Business from the Experience of the Bureau of Business Research.\*

By SELDEN O. MARTIN.

**M**Y SUBJECT tonight is "Possible Applications to the Retail Drug Business from the Experience of the Bureau of Business Research," consequently it might be well for me to give you a brief idea of just what the experience of this bureau has been.

The Graduate School of Business Administration at Harvard University is in its sixth year of operation in its work of teaching business. In its third year it came to the conclusion that more precise and reliable information about business was necessary, and the Bureau of Business Research was established. The field of business covers production—the making of things; distribution—the selling of things; and administration—the facilitating of the making and selling of things. It chose at once the field of distribution in which to work, because of the fact that less scientific work was being done in distribution than in production, and the opportunity for work therein consequently seemed greater; and, furthermore, frankly because of the present popular interest in that field of business.

Without giving you too much in detail the evolution of its processes of selection, I would say that finally one commodity

was chosen about which to learn everything about its distribution, both retail and wholesale, and by mail, and all the variations of these methods. And the commodity chosen finally was shoes, as being a commodity not so complex, for example, as a commodity like hardware or a commodity like drugs, and yet one employing all the modern methods of distributing—the old and orthodox method from the manufacturer to the wholesaler, from the wholesaler to the retailer and from the retailer to the consumer; the more modern method of direct from the manufacturer to the retailer, or direct from the manufacturer to the consumer through his own stores, or direct to the consumer by mail. There are also the problems of chain stores, both local and interstate, in the shoe business.

#### Early Work Done in Two States.

The retail end was begun with. There was much more friction to encounter and suspicion to overcome, but after all the retailer occupies a position between the consumer and the manufacturer and wholesaler that enables him to get a point of view on the operations of both, and with a substantial amount of information from the retailer it is possible to get information and in larger quantities, because of their more centralized operations, from wholesalers and manufacturers. The work was begun in the Summer of 1911 in Ohio and Wisconsin. After retailers had been satisfied by correspondence and through trade papers that our work was bona fide many of them were willing to help, but so many variations in bookkeeping were encountered that it was difficult to make full use of their help.

Some kept their books in one way, and some in another; some charged themselves with rent when they owned their own stores, and some did not; some charged themselves with a salary for their time, and some did not; some kept sufficient books, and some kept only a spindle file of invoices. Upon the return of the agents from their field work in the Fall of 1911 it was very evident to them that a uniform set of accounts was necessary before information from which important deductions could be made could be obtained. Preparation of that accounting system was at once initiated. A committee composed of successful shoemen and eminent accountants, together with members of the school's staff, worked upon that system and finally the Harvard System of Accounts for Shoe Retailers was evolved, correct in theory and practice.

The next two years were devoted to introducing that system into the shoe trade. So successful has this work been that the first edition of the system was put out of print, and in preparing the new edition we have taken the opportunity to revise it in the light of our three years' experience with 650 stores in 26 States. It now looks as if it is becoming standard in the shoe trade.

#### Getting the Actual Facts.

Now, important as this system is, and as important as the influence is that it seems to be exerting in the shoe trade, it nevertheless was only an incidental necessity to our work—very important, but incidental. Our real object is to get actual facts about business, and our object here was to get the actual facts about the distribution of shoes, and in this case about the retailing of shoes. The accounting system was devised to be sure that the information we received as to the expense of retailing shoes was correct, and furthermore, to be sure that the expense item of A, in New York, could be compared with the expense item of B, in Chicago. Take, for example, the expression "selling expense." I will ask anyone in this audience to think if he would be sure of what anyone meant by "selling expense" without further definition when he conversed with him. We have standardized those definitions. For example, under selling expense we have first, the wages of the sales force; next any extra payments, bonuses, commissions or otherwise made to the sales force; next advertising; and finally wrappings and miscellaneous selling expense. We have standardized the definition of each one of those terms and put them in a pamphlet with an index, so that the accountant, bookkeeper, or proprietor can look in that index and know in an instant as to exactly where such an item belongs in selling expense, or not in selling expense at all.

This was not all we wished to learn about shoes. We wished to find out how shoes were bought, whether from the wholesaler or from the manufacturer, whether the retailers were tending to buy from more or fewer manufacturers or wholesalers, whether the number of lines, styles and sizes which they were carrying tended to increase. We wished to know what the fundamental departments of their sales were in much

\*An address delivered at the New York College of Pharmacy, March 17, 1914.

the same as we would ascertain and establish fundamental principles of expense.

#### Analysis of Business in 130 Stores.

We have presented in Bulletin No. 1, on page 14 of which we present the general statement of expenses and lowest operating expenses, a number of interesting expenses that we encountered, and a number of interesting divisions of those expenses, such as sales force, advertising, and rent. We furthermore presented figures showing the results from our analysis of the businesses of 130 stores. These figures have not been changed in any substantial degree by information from 650 stores since—figures that should be standards to be aimed at. For example, we found the percentage of rent to net sales ranging from 1.8% to 14.0%, but a marked number centering—not averaging, but centering like shots about a bull's eye—around 5%; and then a more efficient group, and enough of them to indicate that it was entirely possible to attain a percentage concentrating around 3%.

Now, what is the concrete application of this? In a nutshell it is this: A man with the best accounting system—and we encountered many good systems—may know exactly where he is at, but he does not know where he ought to be at. For example, suppose a shoe retailer finds his rent to amount to 7% of his net sales. By the use of this bulletin he knows that it should be as low as 5%, and that it is not impossible for him to reduce it to 3%. He may do this by increasing his sales by whatever method he may adopt, or by changing his location. Similarly with his sales force. I have in mind now a certain important retailing firm in Philadelphia that by the use of our figures has been able to devote its attention to reducing the percentage of its sales force expense, which it had not previously known was higher than normal. Thus, by this method is the individual shoe retailer furnished with the results from many shoe retailers without knowing from whom. We find ourselves, for the collection of such confidential information, in the position of a non-competing and trusted third party.

#### Stock-turn and Average Sales.

We also secured some surprising results as to stock-turn, the number of stock-turns per year ranging from 1 to 3.6, with a normal stock-turn of 1.8 and an attainable stock-turn of 2.5. We also found the annual sales of the average salesperson ranging from \$5000 to \$16,500, with the normal annual sales per sales-person in cities of over 100,000 of \$10,000.

We have now secured wholesaling figures showing the wholesaler's expense by departments of sales force, warehouse charges, advertising, rent, etc. These figures have not as yet been published. Before we leave the retailer, however, we wish to furnish him with a stock-keeping system, and for this we have been gathering material the country over.

So much for a condensed analysis of our work on the distribution of shoes, with especial attention to the retailing of them. We have also made preliminary investigations of the retailing of hardware, groceries, and clothing in Boston and vicinity, and it is probable that we shall conduct a more thorough investigation of one or all of those commodities in the near future.

#### Application to the Drug Business.

Now what are the applications of all this to the distribution of drugs, and especially to the retail drug business? The drug business is undoubtedly complex. I say this frankly, since it has already been suggested to the bureau that we make a study of drugs similar to that which we have made of shoes, and we have demurred until such time as we had more plant and staff for our work. The inventory of one drug store showed over 7000 kinds of stock, mind you, not articles, but kinds of stock. Hardware has nearly as complex a stock as the drug business. Some of its plumbing service may be in some respects compared to the prescription service of the drug store, in nature at least.

As we have worked on these different commodities we have been struck with certain things in common in the experience of the retailers of commodities apparently so different. For example, only recently, in going over the expense statement of a retail druggist I was surprised to find his sales force expense running so close to the normal sales force expense of the shoe retailer. His was 8.3%, and I find in our table here that the normal sales force expense of the shoe store in a city of 100,000 is 8%.

The applications that I think can be made from our expe-

rience I have divided into: 1. *Departmentalization of receipts or sales.* 2. *Departmentalization of expense.* First as to the departmentalization of sales. The problem of establishing departments in a business is one as much of avoiding too many departments as of establishing them, and having those departments fundamental. For example, I have in mind one drug store that maintains its soda and tobacco in separate departments, but carries its prescriptions and proprietary medicines in one department. So far as our experience goes, I would rather have tobacco and proprietary medicines together, dissimilar as those commodities apparently are, than to have proprietary medicines combined with the prescription department. The more I look into the prescription business the more I am impressed with its analogy to the repair business of a shoe store, or the plumbing business of a hardware store, in that not only is merchandising done but also manufacturing, so that not only is the original store expense incurred, but also a manufacturing expense. In shoes we have found stores saying that their repair department yields them a profit of 15%, by which we have found they mean gross profit, when the expense of the store proved to be 22%, so that they were really losing some 7% on the repair business. I am aware of the system which has been introduced by the National Association of Retail Druggists to standardize the charges for prescriptions, by the method of charging first for the container, then for the material, then for the dispensing fee, based according to the number of ounces, the first ounce being, of course, the most expensive. This is in accord with the best cost accounting practice, and is another witness of the progress of scientific methods in distribution as well as in production.

#### What Departments in a Drug Store?

In our work with shoe retailers we have encountered those selling as low as \$12,000 a year, and those as high as \$800,000; the latter was practically a shoe department store, and the former was conducted by a man and his wife. In the drug business the same range of stores would undoubtedly be encountered. I imagine, however, that the typical business consists of a proprietor and one or two clerks, doing a business of from \$15,000 to \$20,000 a year. Let us then find what departments we would apply to such a store, departments for which it would be advisable to have at least a departmentalization of receipts by separate cash registers. One department, in my mind, would be prescriptions, because of the absolutely different character of the department, involving the time of skilled men. The other department that I should make would be soda, which you will all agree is essentially different, and the balance, such as proprietary medicines, tobacco and candy could be lumped together, because most of it is in package form and involves simply the ordinary selling ability akin to the selling of package goods elsewhere, whether in grocery stores, hardware stores, or wherever it may be. As the store increases in volume these should undoubtedly be separated into a department for tobacco, a department for proprietary medicines, and a department for candy, because of certain differences in the seasonal character of the business and certain differences in profit. But for the smaller store one must balance against the advantage of knowing these separate departments the expense of getting this knowledge, which expense must be borne by a comparatively smaller volume of business.

Certain forms of expense in retailing a man knows with little trouble, such as rent, and insurance, and loss from bad debts. Those that should be kept separate; here, of course, first are wages, which I believe even in a small store should be apportioned at least once in six months between buying, selling and managing; buying expense includes time given to examining stock, making out orders, and time spent with drug travelers; selling, under sales force expense, includes the time given to selling, showing and wrapping the goods, and advertising, practically as we have defined it—newspaper, circular and display; and managing, which includes office supplies and office force, if any are employed. The proprietor should not fail to charge the business with a salary equal to what he would receive from another employer, nor, if he owns the store, should he fail to charge his business with a rent equal to the rent another would pay for his store.

#### Sales Force Records by Individuals.

Certain other important items that I believe every drug store, no matter how small, should have are: Records of its sales force by individuals, showing the sales of each per year, and

records of stock-turn. A certain druggist, with whose figures I have come in contact, has his sales force selling on the average \$8200 a year. Because of the low unit of sales one would not expect the volume of sales per sales person to be as high as in the retail shoe trade, not within \$2000 of it. I have in mind a shoe store that was amazed to find its sales force averaging only \$7000 per year, when they realized that other shoe stores of the same kind and volume of business had sales averaging \$10,000 per year. One of the first tests of efficiency of any shoe store, if in a city of over 100,000, is whether its sales force is averaging \$10,000 per year. Our experience with clothing, grocery, and hardware retailers shows that the same average could be applied there, and I have no doubt that it could also be applied in the drug business.

The most practical way to obtain stock-turn is your average inventory divided into the *cost of your sales*, not into your sales. Just what the proper turn-over should be in the drug business we have not yet accumulated enough data to state. I should imagine that it would be lower than in shoes, because of the larger variety of stock. In hardware, which has a very great variety of stock similar to drugs, we have found stock-turns ranging from 1 to 4.3. The average seems to be somewhere between 2 and 2.5 per year.

Without having made the study of the drug business that we have made especially of the shoe business, and less intensively of clothing, groceries, and hardware, I think that the foregoing is of practical application to the retail drug business; and if it is, and has any influence toward a more scientific conduct of any of your businesses in the future, which is for the public interest as well as for your interest, I shall be much gratified.

## Changes in the New Pharmacopœia.\*

*Condensed Abstract of Proposed Definitions and Standards Relating to Drugs of Vegetable and Animal Origin submitted by the Committee of Revision for incorporation into the next edition of the Pharmacopœia.*

**F**OLLOWING the recommendations of the United States Pharmacopœial Convention, the Committee of Revision has issued a second abstract of proposed new descriptions and standards and of changes in description and standards for incorporation in the forthcoming edition of the Pharmacopœia.

This abstract is designated as Part II, and the text relates to most of the drugs of vegetable and animal origin. Below is presented in somewhat condensed form the first part of this important contribution, but enough is given to clearly indicate the prominent characteristics and trend of the new Pharmacopœia in so far as they may relate to descriptions of drugs. One strongly noticeable feature is the specific language used in the descriptions, in the case of certain drugs going so far as to name the limit of inert matter allowable, as for instance the quantity of stems in belladonna leaves shall not exceed 10 per cent. Many other examples might be cited, but this is enough to show that the new Pharmacopœia will more than ever be a book of standards, and as such will have a most important bearing upon the importation of foreign drugs. Another important innovation is the introduction of microscopical descriptions and tests of powdered crude drugs, a recognition of the fact that this is the commercial form in which most drugs are sold, and also of the fact that the average pharmacist no longer powders and grinds his drugs, even should he be enough of a manufacturing pharmacist as to make his own fluidextracts and tinctures.

Of the new drugs noted in the following list are agar-agar and *condurango*, while provision is made for all of the commercial varieties of aloes, Sumatra and Siam benzoin, and short and long buchu. The descriptions of the cinchona have also been modified and additional tests are given. Other noticeable innovations will occur to the reader familiar with the present Pharmacopœia on perusing the condensed abstract presented herewith and to be continued in next month's ERA.

**Acacia**—The air-dried gummy exudation of *Acacia Senegal* Willdenow, and other African species of *Acacia*. In oval, more or less spheroidal tears or in broken, angular fragments

from 2 to 30 mm. in diameter, varying from whitish, yellowish-white to light amber-colored. Slowly and almost completely soluble in twice its weight of water, the solution having a slight, characteristic odor. The requirement that it should not reduce alkaline cupric tartrate V.S. is omitted. Powder: Not more than 1 per cent. should be insoluble in water (limit of plant tissues, sand and dirt). The powder should contain not more than 15 per cent. of moisture.

**aconitum**—Not more than 5 per cent. of stem-bases or other foreign matter should be present. More or less conical or fusiform, from 4 to 10 cm. in length, from 1 to 2 cm. in diameter at the crown; externally dark brown or grayish-brown, smooth or longitudinally wrinkled, the upper end with a bud, remains of bud-scales or stem-scars, the other portions with numerous root-scars or short rootlets; fracture short, horny or somewhat mealy; internally, bark light or dark brown, 1 to 2 mm. in thickness, cambium zone usually 5- to 8-angled, with a small fibro-vascular bundle in each angle, pith whitish or light brown, 2 to 7 mm. in diameter; odor very slight; taste sweetish, soon becoming acid and developing a tingling sensation, followed by numbness. Under the microscope transverse sections made near the middle of the tuberous root show an epidermis replaced by a layer consisting of one or more rows of cells with blackish-brown walls; a primary cortex of 8 to 15 rows of parenchyma and characteristic stone cells, occurring either singly or in small groups; a more or less modified endodermis; a secondary cortex, consisting chiefly of starch-bearing parenchyma and interspersed with a few small fibro-vascular bundles; a more or less star-shaped and characteristic cambium with from 5 to 12 collateral fibro-vascular bundles; and a pith composed of large parenchyma cells filled with starch. Powder: Grayish-brown; starch grains numerous, spherical, somewhat plano-convex, single or 2- to 5-compound, the individual grains from 0.003 to 0.015 mm. in diameter and frequently with a central cleft. Ash not exceeding 6 per cent.

**Agar-Agar**—The dried mucilaginous substance extracted from *Gracilaria* (*Sphaerococcus*) *lichenoides* Gréville and other marine algae growing along the eastern coast of Asia, particularly several species of *Gelidium* or *Gloiopeltis* (Class Rhodophyceæ). Mostly in bundles from 4 to 6 dm. in length, consisting of thin, translucent, membranous, agglutinated pieces from 4 to 8 mm. in width; externally yellowish-white or brownish-white, shiny; tough when damp, brittle when dry; odor slight; taste mucilaginous. A fragment mounted in water and examined under the microscope gradually becomes more transparent, showing a granular structure and a few diatoms, notably the frustules of *Arachnoidiscus Ehrenbergii* Baillon, which are disk-shaped, from 0.100 to 0.200 mm. in diameter, and also fragments of the spicules of sponges; upon the addition of iodine some of the granules or hyphal-like portions are colored bluish-black. Insoluble in cold water, slowly soluble in hot water. A solution made by boiling 0.100 gm. of agar-agar in 100 cc. of water, upon cooling, should yield no precipitate upon the addition of tannic acid T.S. (gelatin) and should not produce a blue color upon the addition of iodine T.S. (starch). One part of agar-agar boiled for about 10 minutes with 100 parts of water, and replacing the water lost by evaporation, should yield a stiff jelly upon cooling. Powder: Pale buff; when mounted in water and examined under the microscope it shows transparent, more or less granular, striated angular fragments. In some mounts occasional frustules of diatoms are present; with iodine T.S., fragments for the most part are colored bright red, certain more or less definite areas being stained bluish-black. Ash not exceeding 5 per cent.

**Aloe**—Definition: The inspissated juice of the leaves of *Aloe Perryi* Baker, yielding *Socotrine Aloes*; or *Aloe vera* (Linné) Webb, yielding *Curacao Aloes*; or of *Aloe ferox* Miller, yielding *Cape Aloes* (Fam. Liliaceæ). **Socotrine Aloes**: In yellowish-brown to blackish-brown, opaque, or smooth and glassy masses; fractured surface somewhat conchoidal; sometimes soft or semi-liquid; odor aromatic or saffron-like, never fetid or putrid; taste nauseous, bitter. Not less than 50 per cent. of *Socotrine Aloes* should be soluble in cold water, the solution being of a yellowish color. Powder: Very dark brown; when mounted in one of the fixed oils and examined under the microscope it shows yellowish or reddish-brown, irregular, or angular fragments. Upon the addition of nitric acid, it yields a yellowish or reddish-brown solution. **Curacao Aloes**: In orange to blackish-brown, opaque masses; fractured surface uneven, waxy, somewhat resinous; odor characteristic but not

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aromatic as in Socotrine Aloes. Not less than 60 per cent. of Curacao Aloes should be soluble in cold water, the solution being of a purplish-red color. Descriptions and tests are also given for the several varieties in powdered form. Ash not exceeding 4 per cent.

*Althaea*.—The root of *Althaea officinalis* Linné (Fam. Malvaceæ) deprived of the brown, corky layer and small roots, and carefully dried. Root: Usually cut into small pieces about 5 mm. in diameter, of a uniform grayish-white color and otherwise having the characters of entire roots, etc.; odor slight; taste sweetish, mucilaginous. Powder: Whitish; starch grains, numerous, from 0.005 to 0.020 mm. in diameter, usually with a long cleft at the point of origin of growth; sclerenchymatous fibers in groups, the walls being quite thick and more or less lignified; tracheæ with scalariform thickenings or with bordered pores; calcium oxalate crystals few, in rosette aggregates, 0.020 mm. to 0.030 mm. in diameter. Add 1 gm. of *Althaea* Root to 10 cc. of cold water, allow it to stand with occasional stirring, and filter it through cotton; a pale yellow colored mucilage should be obtained, which should be neutral to litmus, and colored a deep yellow on the addition of a few drops of potassium hydroxide T.S. The mucilage should not have a sour or ammoniacal odor. Ash not exceeding 8 per cent.

*Amygdala Dulcis*.—Powder: Creamy-white, exhibiting numerous very small oil globules, 0.001 mm. or less in diameter, larger oil globules and crystalloids, the latter sometimes with adhering globoids; fragments of parenchyma of endosperm, containing oil globules and aleurone grains; also occasional fragments of seed-coat with characteristic, more or less scattered, large elliptical, thin-walled, strongly lignified epidermal cells and narrow, closely spiral tracheæ. Starch grains are absent. Ash not exceeding 4 per cent.

*Amylum*.—Taste slight, characteristic. Residue on incineration changed from "not more than 1 per cent." to "not more than 0.5 per cent."

*Anisum*.—Definition requires the dried ripe fruit with not more than 3 per cent. of foreign seeds and other vegetable matter. Fruit: The cremocarp broadly ovoid or pyriform, laterally compressed, 3 to 6 mm. in length, 2 to 3 mm. in breadth; mericarps usually cohering and attached to a slender pedicel 2 to 12 mm. in length, summit with a ring-like disk and 2 projecting, diverging styles; externally grayish or greenish-gray, seldom grayish-brown, slightly pubescent; each with five light brown, filiform ridges and in cross-section with from 15 to 45 vittæ or oil tubes; odor and taste agreeable and aromatic. Powder: Yellowish-brown, consisting of numerous irregular fragments of pericarp showing portions of the yellowish vittæ, fragments with tracheæ and sclerenchymatous fibers of crepophore; cells of endosperm filled with aleurone grains, 0.006 mm. in diameter, each usually enclosing a rosette aggregate crystal of calcium oxalate 0.002 mm. in diameter; non-glandular hairs 1-celled, from 0.025 to 0.200 mm. in length, either straight or curved and with numerous, slight, centrifugal projections on the outer surface. Ash not exceeding 10 per cent.

*Apocynum*.—The dried rhizome and roots of *Apocynum cannabinum* Linné (Fam. Apocynaceæ), with not more than 5 per cent. of stems and other foreign matter. Cylindrical, somewhat branched, of varying length, from 3 to 10 mm. in thickness; externally reddish-brown to grayish-brown, longitudinally wrinkled and occasionally with transverse fissures, having vertical sides, extending through the bark; fracture short; internally, bark light brown, 1.5 to 3 mm. in thickness, wood faintly radiate and with large tracheæ, a small pith occurring in pieces of the rhizome; almost inodorous, taste starchy, afterwards becoming bitter and somewhat acrid. Powder: Light brown, starch grains numerous, from 0.003 to 0.015 mm. in diameter, spherical, ellipsoidal, ovate, pyriform or more or less irregular, sometimes more or less altered, swollen, and with a hyaline central cleft; numerous fragments of strongly lignified wood-fibers, associated with tracheæ mostly having bordered pores, occasionally with spiral thickenings; fragments of cork layer few, the walls being of a reddish-brown color; an occasional fragment with laticiferous tissues; stone cells few or absent. (*Apocynum* and *androsemifolium* Linné.)

*Arnica*.—Florets: Consisting chiefly of the tubular and ligulate flowers, occasionally with the involucre and receptacle present; involucral bracts narrowly lanceolate, about 1 cm. in length, dark green and pubescent; receptacle slightly convex, deeply pitted and densely short-hairy; ray flowers bright yellow,

the ligulate portion, 2 cm. in length, more or less folded lengthwise, 3-toothed, 7- to 12-veined, pistillate; tubular flowers perfect, reddish-yellow, stamens without a tail-like appendage (distinguished from anthers in flowers of *Inula Helenium* Linné, which have two bristles or long tails at the base). Powder: Yellowish-brown, pollen grains numerous, from 0.025 to 0.035 mm. in diameter, spherical, triangular in section and spinose; non-glandular hairs of three kinds. Ash not exceeding 9 per cent.

*Asafoetida*.—The gum-resin, obtained by incising the rhizomes and roots of *Ferula Asafoetida* Linné and *Ferula fetida* Regel and of other species of *Ferula* (Fam. Umbelliferae) indigenous to Persia and adjacent countries, yielding not less than 60 per cent. of alcohol-soluble constituents. A soft, putty-like mass, sometimes almost semi-liquid, or in irregular, more or less pliable hard masses composed of agglutinated tears of variable size embedded in a yellowish-brown or dark brown matrix, or in loose, ovoid tears, from 1 to 4 cm. in diameter, the surface being sometimes streaked a violet, yellowish-red or brownish-red and with a few vegetable fragments; when fresh the mass is either soft or tough, becoming hard and occasionally even brittle on drying; the surface of the freshly fractured tears is milky-white and opaque, changing gradually to a pinkish or reddish-purple or even reddish-brown on exposure; on moistening with water, the tears become milky-white; odor persistent, alliaceous; taste bitter, alliaceous and acrid. Various chemical tests are given. Ash of the gum-resin not exceeding 15 per cent. Powder: Powdered *asafoetida* may be prepared by drying the gum-resin over freshly burnt lime or by exposing it to currents of warm air until it ceases to lose weight, and then reducing it to a powder at a low temperature. Diluents of starch or magnesium carbonate may be added in order to maintain the powdered form. The color of powdered *asafoetida* is light brown. Not less than 50 per cent. should be soluble in alcohol. Ash of the powder not exceeding 30 per cent. Assay: Place about 10 gm. of *asafoetida* in a tared, 250 cc. Erlenmeyer flask, determine the exact weight of the drug, add 100 cc. of alcohol, and, having connected the flask with an upright condenser, boil the mixture in the flask during one hour or until the drug is disintegrated completely. Then transfer the contents of the flask to two counterpoised, plainly folded filters, one within the other, so that the triple fold of the inner filter is laid against the single side of the outer, and wash the flask and filter with consecutive, small portions of boiling alcohol until the washings no longer produce a cloudiness when dropped into water. Collect and reserve the mixed alcoholic solutions and dry the filters and flask to a constant weight at a temperature of about 115°C. Now determine the weight of the residue on the filter and in the flask and calculate its percentage from the amount of *asafoetida* originally taken. This percentage of alcohol-insoluble material, when subtracted from 100, will give the percentage of alcohol-soluble constituents contained in the *asafoetida*.

*Aspidium*.—The "uncomminuted rhizome and stipes" should be collected in the autumn, freed from the roots and dead portions of rhizome and stipes and dried at a temperature not exceeding 70°C. Usually with the blackish-brown outer layers removed; rhizome 1 to 3 cm. in thickness, cylindraceous and nearly straight, or curved and tapering toward one end, usually split longitudinally, roughly scarred with remains of the stipe-bases, or bearing several coarse longitudinal ridges and grooves, stipes cylindrical, 3 to 5 cm. in length, about 6 mm. in thickness, nearly straight, or somewhat curved, tapering toward one end, and with occasional elongated patches of the still-adhering, blackish-brown outer-layers; fracture short, pale green in the inner half, the texture rather spongy, and exhibiting in an interrupted circle from 6 to 12 vascular bundles, each surrounded with an endodermis; odor slight; taste sweetish, astringent, bitter and acrid. Ash not exceeding 3 per cent.

*Aurantii Amari Cortex*.—Rind from "unripe" fruit of *Citrus Aurantium amara* Linné. In narrow, thin bands (ribbons), or more often elliptical, flattened, more or less curved pieces (quarters), varying from 3 to 6 cm. in length; odor fragrant; taste aromatic and bitter. Powder: Yellowish-white or light brown; fragments of parenchyma cells numerous, the walls from 0.004 to 0.012 mm. in thickness; few fragments of tracheæ with close spiral markings or simple pores; occasional membrane crystals of calcium oxalate in monoclinic prisms, from 0.020 to 0.035 mm. in diameter. Powdered bitter orange peel should

be colored yellowish upon the addition of potassium hydroxide T.S. Ash not exceeding 7 per cent.

*Aurantii Dulcis Cortex*—The outer rind of the fresh, ripe fruit of *Citrus Aurantium sinensis* Gallezio (Fam. Rutaceae). The outer, orange-yellow layer recently separated by grating or paring and consisting of epidermal cells, parenchyma cells of the sarcocarp, with chromoplastids, oil reservoirs and globules of volatile oil; odor highly fragrant; taste pungently aromatic.

*Belladonnae Folia*—The dried leaves and tops with not more than 10 per cent. of stems; usually much twisted and matted together; leaves much crumpled, when soaked in water and spread out, from 6 to 20 cm. in length, 4 to 12 cm. in breadth, broadly ovate, summits acute, margins entire, narrowed into the long petioles; upper surfaces brownish-green; lower surfaces grayish-green, epidermis more or less papillose and slightly hairy; flowers with yellowish-purple, campanulate corollas; fruits globular; fruits dark green or greenish-brown, subtended by a dark green calyx, and with numerous small seeds; odor distinct, heavy, especially on moistening; taste somewhat bitter and acrid. Stems of variable length, not exceeding 7 mm. in diameter, longitudinally wrinkled, older parts smooth and usually hollow, younger parts flattened and finely hairy. Powder: Dark green, consisting of irregular fragments of leaf tissues and woody elements, calcium oxalate in sphenoidal micro-crystals; hairs few, the non-glandular being simple 2- to 5-celled, and the glandular with stalks of 1 to 3 cells; tracheae with annular, spiral, scalariform or reticulate thickenings and with bordered pores; starch grains and pollen grains few; occasional fragments of the stems of belladonna with long, thin-walled and slightly lignified bast-fibres. Raphides should not be present (leaves and stems of *Phytolacca decandra* Linné). Ash not exceeding 20 per cent.

*Belladonnae Radix*—The dried root with not more than 10 per cent. of its stem-bases; cylindrical or somewhat tapering, usually split into longitudinal pieces, of 0.5 to 2.5 cm. in thickness; externally pale brownish-gray, longitudinally wrinkled, outer layers of the periderm rather soft, frequently abraded, and thus showing lighter patches; fracture nearly smooth, mealy, and emitting a characteristic puff of dust consisting chiefly of starch grains; internally whitish, with cambium zone and yellowish wood wedges; nearly inodorous; taste sweetish, afterwards bitterish and strongly acrid. Chemical and microscopical tests are given. Powder: Light-brown; starch grains numerous, from 0.003 to 0.030 mm. in diameter, spherical, plano-convex, polygonal, and 2- to 6- or more compound; sphenoidal micro-crystals numerous, from 0.003 to 0.010 mm. in length; fragments of cork cells and tracheae with wood-fibres few. Occasional fragments of stems of belladonna showing long thin-walled and slightly lignified bast-fibres. Ash not exceeding 7 per cent.

*Benzoinum*—A balsamic resin obtained from *Styrax Benzoin* Dryander, and other species of *Styrax* (Fam. Styracae) growing in the East Indies, and known in commerce as Sumatra Benzoin and Siam Benzoin. Sumatra Benzoin: In blocks or lumps of varying size, made up of tears, compacted together with a reddish-brown, reddish-gray, or grayish-brown resinous mass; tears externally yellowish or rusty-brown, milky-white on fresh fracture; very hard, becoming soft on warming; odor aromatic, upon digesting with boiling water, suggesting the odor of cinnamic acid or storax; taste aromatic and slightly acrid, the resin gritty on chewing. Not less than 75 per cent. of Sumatra Benzoin should dissolve in alcohol; the alcoholic solution, upon the addition of water, should become milky and give an acid reaction to litmus. Ash not exceeding 2.5 per cent. Siam Benzoin: In pebble-like tears of variable size, compressed, yellowish-brown to rusty-brown externally, milky-white on fracture, separate or very slightly agglutinated; fracture short; odor agreeable, balsamic, vanilla-like; taste slightly acrid, the resin becoming plastic on chewing. Not less than 90 per cent. of Siam Benzoin should dissolve in alcohol; the alcoholic solution upon the addition of water should become milky and give an acid reaction to litmus. Ash not exceeding 2 per cent. Tests which apply to both Sumatra and Siam Benzoin are given.

*Buchu*—The dried leaves of *Barosma betulina* (Thunberg) Bartling and Wendland, known in commerce as short buchu; or of *Barosma serratifolia* (Curtis) Willdenow, known in commerce as long buchu (Fam. Rutaceae), with not more than 10 per cent. of stems and other foreign matter. Short buchu: Rhomboidally oval or obovate; from 9 to 25 mm. in length

and 4 to 13 mm. in breadth; summit obtuse, and recurved; margin somewhat serrate or finely dentate with an oil gland at the base of each tooth; the base more or less wedge-shaped; yellowish-green, some being light brown; glandular punctate; both surfaces papillose, under surface longitudinally striate; petiole 1 mm. in length; texture coriaceous; odor and taste characteristic, aromatic and mint-like. Long buchu: Linear-lanceolate, 2.5 to 4 cm. in length, 4 to 6 mm. in breadth, summit somewhat rounded or truncate with an oil gland at the apex; margin sharply serrate and glandular, otherwise resembling short buchu. Stems in both short and long buchu about 1 mm. in diameter, yellowish-green or brownish-red, cylindrical, longitudinally furrowed, with prominent leaf-scars nearly opposite to each other and giving the stems a jointed character. Ash not exceeding 4 per cent.

*Calumba*—In circular or oval disks attaining a diameter of 9 cm. and seldom exceeding 22 mm. in thickness, or in longitudinal or oblique slices attaining a length of 30 cm., a breadth of 35 mm. and a thickness of 16 mm.; externally brown and roughly wrinkled; cut surface varying from yellowish-brown to grayish-yellow, with a few interrupted circles of fibro-vascular bundles, the transverse slices distinctly radiate in the outer portion and with a dark cambium, central portion often depressed; fracture short, mealy; odor slight; taste slightly aromatic, very bitter. Powder: Greenish-brown to grayish-yellow; starch grains numerous, mostly single; stone cells few with irregularly thickened, strongly lignified, coarsely porous walls and containing one or more prisms of calcium oxalate 0.010 to 0.030 mm. in length or numerous sphenoidal micro-crystals. Ash not exceeding 8 per cent.

(To be continued)

## Classical Discoveries in Pharmacy. V.

### THE DISCOVERY OF OXYGENATED WATER. (HYDROGEN PEROXIDE.)

LOUIS JACQUES THÉNARD, the discoverer of hydrogen peroxide, was one of the best known of the French school of chemists who contributed so largely to science during the first two decades of the last century. A pupil of Fourcroy and Vauquelin, he became a professor in the Collège de France at the age of 27, and the successor of Vauquelin at the Sorbonne. In 1810 he succeeded Fourcroy as a member of the Academy. It was before the latter body that the remarkable memoirs on hydrogen peroxide were read. The articles are to be found in the *Annales de Chimie et de Physique*, 8, 306; 9, 51, 94, 314, 441; 10, 114, 335; 11, 85, 208; 50, 80 (1818, 1819, 1839).

Thénard did his work so thoroughly that with a very slight modification the method he employed for making peroxide of hydrogen is in use 100 years later.

The first report of his experiments is entitled: "Observations on some new combinations between oxygen and different acids," read before the Academy July 27, 1818.

"It is in treating peroxide of barium with acids that I have succeeded in making these new combinations, which for the most part are very remarkable, and worthy of fixing the attention of chemists.

"The first that I have observed is that which nitric acid can form with oxygen. If one moistens peroxide of barium, prepared by saturating baryta with oxygen, it breaks up, falls into a powder, and becomes slightly heated. If, in this state, it is diluted with 7 or 8 times its weight of water, and if one gradually pours on it dilute nitric acid, it dissolves easily on shaking, without any gas being set free, so that the solution is neutral, or without action on litmus or turmeric. By then adding to this solution a suitable quantity of sulphuric acid, there is produced an abundant precipitate of sulphate of baryta, and the filtered or decanted liquid is merely water charged with oxygenated nitric acid.

"Subjected to the action of heat, it is not slow in disengaging oxygen; but its decomposition is only complete if it is maintained at boiling for some time; it follows from this that it will be difficult to concentrate it by heat without altering it. The only means by which I have succeeded consists in placing it in a capsule, under the receiver of an air pump, placing under this receiver another capsule full of lime, and evacuating

to about 10 or 12 centimeters. I have thus obtained an acid concentrated enough to give, on distilling it, 11 times its volume of oxygen gas, while previously it gave at most one volume and a half.

"Guided by the preceding experiments, I also examined the action of silver peroxide on the deutoxide of barium. I confess that I believed this would result water, chlorine, and a liquid state of oxygen. It was entirely otherwise: I obtained oxygenated hydrochloric acid, which I isolated by means of sulphuric acid."

As is now known, Thénard was in possession of solutions of hydrogen peroxide containing large amounts of nitric and hydrochloric acids. His idea of the state of combination of the oxygen is evidently somewhat analogous to our modern views regarding the various "per-" acids. But his concepts of chemical composition were still vague; he apparently made no clear distinction on between changes in concentration and changes in composition, as is shown by his next experiments. In a second paper, entitled "New Observations on Oxygenated Acids and Oxides," read on Sept. 14, 1818, Thénard recorded his attempts to prepare a more concentrated oxygenated hydrochloric acid. Starting with the dilute solution prepared as above, he added silver sulphate, which precipitated the hydrochloric acid and left a solution of oxygenated sulphuric acid. Then a small amount of hydrochloric acid was added, less than before, and the sulphuric acid was removed by barium hydroxide. Thus all the oxygen originally present was thought to have been forced to combine with less acid than before, or, in other words, the degree of oxygenation of the acid was increased. The fact that a gradual increase was possible proves that the "oxygenated acids" were not true chemical compounds, as no gradual change in composition is possible with compounds—it must take place in definite stages.

Thénard also found that silver oxide decomposed his new substances, instantly setting free all the oxygen. On this fact he based a eudiometric method of assay.

An important statement follows, foreshadowing certain work which was to prove that the acids, as such, had nothing to do with the combinations of oxygen in his solutions. "I have already made several attempts to know if oxygenated acids could take up more oxygen if they contained more acid, or if the water, by its amount, did not have some influence on the greater or less oxygenation of the acid. My trials have not yet permitted me to solve this question completely."

The effect of many metallic substances is described in a third communication, under date of Oct. 5, 1818. Silver, gold, silver oxide, gold chloride, mercuric oxide, and lead and manganese dioxides were studied. It was found that violent effervescence took place when these bodies were brought in contact with a solution of an oxygenated acid, and that in some cases the metallic oxides were reduced. Finely divided silver was shown to be unchanged after the oxygen was set free from the solutions. When the oxygenated acids were neutralized with caustic potash, Thénard believed that the salts in solution were also oxygenated, but he found that these neutral or alkaline solutions were much less stable than the acids themselves. On adding silver oxide to an oxygenated nitrate, "the oxide sets free oxygen still more rapidly than silver; it is decomposed and reduced; the silver is entirely precipitated, and one finds in the liquid only the ordinary neutral nitrate of potash. Now, in these decompositions, the chemical action is evidently zero; we must therefore attribute them to a physical cause; but they are not dependent on heat or light; whence it follows that they are probably due to electricity." This hypothesis, advanced as an explanation of the now well-known catalytic effects of the metallic substances employed by Thénard, shows remarkable insight into the nature of the phenomena he had before him.

In a fourth treatise, entitled "Observations on the Influence of Water in the Formation of Oxygenated Acids," Thénard attacks the problem referred to above. "I have shown, in my first research on oxygenated acids, that on bringing silver oxide in contact with oxygenated hydrochloric acid, all the oxygen of the latter was set free instantly; and that, on the contrary, all remained in the liquid if, in place of silver oxide, I used that oxide united with sulphuric, nitric, phosphoric or fluoric acid, etc. What conclusion should be drawn from these experiments? That the oxygen can unite with acids through the intermediation of water, and that it did not unite to water alone; for, if this latter union was possible, why should it not

have taken place as the hydrochloric acid was being destroyed by the silver oxide? But it is evident that this manner of reasoning can no longer appear exact, since I have demonstrated that oxide of silver, silver, and many other substances had the property of producing chemical changes by a purely physical action. New researches must therefore be made to assure ourselves whether water alone is not susceptible of being oxygenated.

"At first I took some oxygenated hydrochloric acid, and added gradually some oxide of silver, so that the acid was completely destroyed, without having any excess of oxide; each time that I added oxide there was produced a very marked effervescence, and as a result the filtered liquor, that is to say, the water, retained no oxygen.

"I then attempted the oxygenation of water by oxygenated sulphuric acid and baryta. To this end I gradually poured baryta water into oxygenated sulphuric acid, taking care to agitate the liquid constantly. When I approached the saturation point, I noted that the effervescence, which up till then had not been noteworthy, became very lively, and the sulphate of baryta was precipitated in flakes. I finished the saturation as soon as possible and filtered. I obtained a liquid containing neither sulphuric acid nor baryta; at least it did not precipitate with nitrate of barium, nor with sulphuric acid. Nevertheless, it contained much oxygen. Evaporated to dryness, it left only a scarcely appreciable residue, which had probably no influence on the oxygenation of the liquid. The water, accordingly, appears capable of being oxygenated, and I know already that it can take up more than 6 times its volume of oxygen.

"Oxygenated water, placed in a vacuum, does not give up the oxygen which it contains; it becomes concentrated, and finally vaporizes. Plunged in a freezing mixture, it congeals without changing, while it loses all its oxygen at a heat of 100°. Brought in contact with silver oxide, it reduces it immediately, while giving up its own oxygen, so that the effervescence is very considerable.

"But if the water is capable of being oxygenated, do oxygenated acids really exist?"

This question is negated by all of Thénard's subsequent work. The remaining articles on hydrogen peroxide tell of his endeavors to saturate water with oxygen. At first he describes a solution containing 41 times its own volume of oxygen, obtained by concentrating a solution under the air-pump. Then the ratio was raised to 120 volumes. "At what point will the absorption of oxygen stop? Will it be when the oxygen is equivalent to one-half of that in the water, or to the whole of that in the water?" A sixth communication informs us that a concentration of 400 volumes of oxygen has been reached. This solution, "placed on the skin, soon attacks the epidermis, bleaches it, and causes violent prickling for some time. It has a taste which seems to be at the same time astringent and bitter, and which is a little like emetic."

Finally, a paper read on March 29, 1819, describes the achievement of his purpose. "I have succeeded in saturating water with oxygen. The quantity it is then found to contain is 850 times its volume\* or double that which belongs to it. In this condition it possesses very special properties; the most remarkable are the following:

"Its density is 1.453; thus, when it is poured into unoxygenated water it is seen to flow through that liquid like a kind of syrup, although it is very soluble in it. It attacks the epidermis almost at once, bleaching it, and producing a prickling, the duration of which varies according to the layer of liquid applied; if this layer is too thick, or if it is renewed, the skin itself may be attacked and destroyed. \* \* \* In addition to silver oxide, there are many oxides which act violently on oxygenated water: such are peroxide of manganese, of cobalt, the oxides of lead, platinum, palladium, gold, iridium, etc. A number of finely divided metals likewise give rise to this phenomenon. I have again had occasion to recognize very plainly that acids render oxygenated water more stable. Finely divided gold acts with great force on pure oxygenated water, and nevertheless it is without action on that containing a little sulphuric acid."

\*850 is the figure given in the first account of this saturated solution. A subsequent correction states that 616 volumes of oxygen were found. This is somewhat short of saturation, as about 650 volumes are required. The specific gravity of pure hydrogen peroxide has since been found to be 1.4996.





## FOREIGN ABSTRACTS



### THE LATEST FROM EUROPEAN LABORATORIES.

#### Pure Distilled Water—Test for Synthetic Methyl Salicylate—Detection of Caramel—Examination of Cacao Butter.

**B**ARLADEAN, who has been agitating the necessity for using distilled water, in ampules, etc., absolutely free from any objectionable impurities, suggests two comparatively simple methods by which the pharmacist can prepare such water. Umney gives a test for synthetic oil of wintergreen, which is said to be very reliable, distinguishing between oil of wintergreen, oil of birch, and the artificial product. A method for separating strychnine from quinine, using the salicylate procedure, is given. An article by Manz reviews the present forms in which vanadium is used in pharmacy. Patein, after a careful study of the effects of calomel, believes that there is no danger of the formation of mercuric chloride in the stomach, unless for some reason the gastric juice can become alkaline, and that the purgative action of calomel is not due to a partial decomposition in the stomach.

#### Examination of Cacao Butter—

The determination of the melting point is accurate only if the melted fat is allowed to harden in the capillary tube for at least three days. Freezing temperature is not necessary for hardening, but 10° should be maintained. The directions of the D. A.-B. V will not give accurate results. The addition of 30 per cent. of coconut oil does not affect the melting point much, but 20 or 25 per cent. of tallow can be shown, as well as 2 per cent. of white wax, or even 1 per cent. of carnauba wax, which raises the melting point to about 37°. The ether test is not very sharp in detecting the presence of tallow, especially when the temperature is a little high (15°-20°). At the latter temperature 20 per cent. of tallow can scarcely be detected with certainty. If the temperature is maintained at from 15° to 17°, the test is much sharper. Still more accurate is Filsinger's alcohol-ether test. Two g. of fat are melted in a graduated tube and shaken with 6 cc. of a mixture of 4 parts of ether and 1 part of alcohol, and allowed to stand at room temperature. Pure cacao butter gives a permanently clear solution. By keeping the temperature carefully between 15° and 17°, 5 per cent. of tallow may be detected. Björklund's test is most sensitive. Three g. of fat are heated to 18° with 6 cc. of ether, in a closed test tube. If wax is present, the liquid is turbid. If the solution is clear, it is placed in ice water at 0°, and the time observed in which a turbidity forms. Tallow causes a turbidity before 10 minutes, while pure cacao butter requires 10 or 15 minutes. Grossly adulterated cacao butter is rarely met with at present. (Bohrisch and Kürschner, *Pharm. Zentralhalle*, 1914, p. 191.)

#### Preparation of Pure Distilled Water—

Water free from any objectionable impurities may be obtained by the following methods, the first being preferable: A 10- or 15-liter flask is filled with the middle runnings of ordinary distilled water, and made slightly alkaline with potassium or sodium hydroxide. Enough permanganate is then added to produce a violet or deep red color. The mixture is allowed to stand about six months in sunlight. The clear water is then carefully siphoned into the distilling flask, and distilled, the first and last quarters being rejected, and the middle portion being received in a hard glass or platinum vessel. This distillate is then acidified with an acid sulphate, to retain ammonia, and again distilled. The middle runnings are taken as before, and contain no volatile or solid impurities. The second method consists in treating carefully distilled water with permanganate to redness, adding 2 or 3 drops of strong sulphuric acid, allowing to stand several days, boiling for a short time, and allowing to settle. The siphoned liquid is then slowly distilled, the first and last runnings being rejected. The distillate is next treated with barium hydroxide, and distilled as before. In regard to the use of Jena glass, the author states that this variety becomes more and more insoluble, the longer it is in contact with hot water, and that a point is

reached when it can be said to be practically insoluble. Impurities in the air of the work-room must be eliminated, and smoking is above all to be avoided. (*Barladean, Münch. Med. Wochschr.*, 1913, No. 29.)

#### Detection of Caramel—

As is well known, oxymethyl-furfural gives characteristic reactions with resorcin-hydrochloric acid, beta-naphthol-sulphuric acid, and phenol-sulphuric acid. But since certain samples of overheated honey gave the same reactions, and as caramelization had probably taken place in the heating, Schenk thought it likely that the above-mentioned tests could be used for detecting caramel in general. The coloring matter or solutions are shaken with ether, which is evaporated, and the tests applied to the residue. The phenol-sulphuric acid test is very sharp, and valuable for confirmation. The ether extract is treated in a porcelain dish with 10 drops of a 5 per cent. ethereal solution of phenol, and 5 cc. of concentrated sulphuric acid are added after evaporation. An orange-yellow color is produced by caramel. Caramel in brandy, wine and vinegar is easily detected, even in very small amount. Fifty cc. of a liquid colored pale yellow with caramel were concentrated on the water bath to a few cc., shaken with ether, and the test carried out on the residue. The reaction followed at once. In concentrating weak solutions, care must be taken to prevent the formation of furfural products from carbohydrates already in solution. (*Schenk, Apoth. Ztg.*, 1914, p. 202.)

#### Poisoning with Oil of Cedar—

A serious case of poisoning with oil of cedar is recorded from Canada, where a woman nearly lost her life through taking a teaspoonful of the oil in order to induce abortion. When seen by the author the patient presented the comatose aspect of profound alcoholic intoxication. The odor of the vomit having indicated the nature of the poison, the stomach was washed out, and the patient recovered. The misuse of the oil for this purpose and its toxic properties should put pharmacists on their guard (*Jobin, Bull. Med. Quebec*, through *Pharm. J.*)

#### Test for Methyl Salicylate—

In an editorial note, the *Pharmaceutical Journal* reprints the following test, suggested by the *Perfumery and Essential Oil Record*, for added methyl salicylate in oil of wintergreen: To 5 drops of the oil in a test tube add 5 drops of a 5 per cent. alcoholic solution of vanillin, and 1 cc. of alcohol. Shake well, and add 2 cc. of concentrated sulphuric acid and mix thoroughly. Typical samples of oil of *Gaultheria procumbens* give an intense crimson color, oil of *Betula lenta* a deep blood-red, doubtful samples a reddish-brown color, while synthetic methyl salicylate gives a yellow color. The shade of color will allow one to distinguish between pure oils and those which are grossly adulterated, but it cannot yet be said that the test may be made a colorimetric one.

#### Destruction of Organic Matter—

A retort of Jena glass is used, with a volume at least 4 times that of the material to be oxidized. Add a mixture of equal parts of concentrated nitric and sulphuric acids, equal in cc. to the weight of the material in g. Dry substances should be made into a paste with water. Place the neck of the retort under the hood, and all inconvenience from fumes is avoided. After the reaction in the cold has subsided, heat over an asbestos gauze with a small flame. Introduce into the tubulure a small stemless funnel, of such size as just to admit the stem of a dropping-funnel, the latter preferably provided with a bulb below the stopcock. Add nitric acid through the funnel, which should reach to within 5 mm. of the bottom of the retort. Regulate the temperature and flow of acid so that charring is prevented. A clear brown liquid results. Stop the addition of nitric acid, and heat until a colorless liquid is obtained. From 250 g. of material only a few cc. of solution are formed, the sulphuric acid being removed by evaporation. For the arsenic test, the liquid is diluted, and boiled to destroy nitrosyl-sulphuric acid. One liter of milk was oxidized in 6 hours, using 400 cc. of acid. Various solid materials were

destroyed in from 3 to 6 hours, taking from 50 to 250 g. of the substance. (Kerbosch, J. Pharm. Chim., 1914, p. 158.)

#### Adulteration of Saffron—

The detection of substances such as flour, barium sulphate, sodium carbonate, and sodium nitrate, is comparatively simple, and the presence of these bodies in commercial saffron is becoming rare. A microscopical examination is necessary to detect vegetable substances with characteristics resembling those of saffron. In some cases the fraud is very difficult of detection. One of the most useful chemical tests depends on the reaction of the coloring matter, crocin, a glucoside, and concentrated sulphuric acid. A blue coloration is at first formed, but it changes rapidly to a red-brown and red-violet, which disappears in 12-24 hours if allowed to stand where the acid can absorb moisture. Dilute acid containing 60 per cent. sulphuric acid does not produce the color. The blue color may be made permanent by use of phosphomolybdate. Prepare a solution of sodium phosphomolybdate (10-20 per cent.) by dissolving the salt in water and adding 5-10 per cent. of a mineral acid. Take about 0.1 g. of sample, place upon a watch glass or in a porcelain capsule, add a few drops of reagent and stir with a glass rod. The same test may be used microscopically. The fact that the reagent is more active after it has aged is explained by assuming a gradual dissociation of the phosphomolybdic acid. (Verda, Mitt. Lebensm. Hyg., 1913, p. 222; through C. A.)

#### Vanadium and Its Pharmaceutical Uses—

Vanadium forms a number of compounds with oxygen, of which two give valuable salts: First, vanadic anhydride,  $V_2O_5$ , used as such or in metallic salts; second, a basic oxide  $VO(OH)$ , which forms salts with acids. The therapeutic uses of vanadium are not very wide at present, which is in part due to a scarcity of material, and partly to our lack of knowledge of the properties of the compounds. However, a number of combinations are now employed. Among them is a preparation containing vanadic oxide, blood salts, hemoglobin, and peptone from muscular albumen. Vanadioform is a surgical powder, containing oxides of zinc and of vanadium. Vanadosine is a solution containing vanadium and arsenic. Vanadozone consists of vanadic oxide, perhaps with dermatol. Citrozone is an effervescent powder, with citrate of sodium and a small amount of vanadium pentoxide. Nervone is citrozone with 10 per cent. of lithium bromide. Urosyline is citrozone with 10 per cent. of quinic acid, and is used in gout. Oxydasine consists of 2 volumes of glycerol with 1 volume of a solution containing one-half per cent. of vanadium. The ethers of orthovanadic acid may also be used for the preparation of analogous substances. (Manz, Pharm. Ztg., 1913, p. 901.)

#### New Test for Peru Balsam—

One drop of balsam of Peru is shaken thoroughly with about 5 cc. of petroleum ether, then about half of the mixture poured away, and 5 cc. of ether mixed with the remainder; sulphuric acid is then added, drop by drop, shaking vigorously after each drop, and adding not more than 10 or 15 drops in all. Genuine Peru balsam gives a beautiful violet to cornflower blue color in the lower layer, increasing in intensity. Most artificial Peru balsam gives either no color or quite different shades. The author considers that genuine and factitious samples can only be differentiated by the use of many quantitative and qualitative tests, and that the examination of this article should include the determination of the acid and saponification values, percentage of cinnamoin and its saponification value, and the tests with carbon disulphide and petroleum ether as given in the Swiss Pharmacopoeia. (Dieterich, Ber. d. Pharm. Ges., 1913, p. 622; through Pharm. J.)

#### Action of Ferments in the Plant—

Reviewing the very numerous and important results brought to light in the last three years regarding the action of emulsin, etc., on sugars, alcohols and glucosides, the authors show that these studies considerably elucidate the role of these substances in the vital processes of nutrition in the plant. The same ferment has been shown to be capable of both hydrolysis and synthesis of glucosides. In neither case is the process complete. The action is greater in proportion to the mass reacting, and *in vitro* an equilibrium is reached, indicated by the cessation of hydrolysis. But the least modification in the amounts of glucose or glucoside starts the enzyme action in one

direction or other. It is hence easy to understand how, in the active living cell, equilibrium is never attained. For instance, glucose formed is consumed by the growing tissues of the plant during germination or active vegetation. The same ferment which builds up the store of glucoside is, at the proper time, the agent of its destruction. In the laboratory this removal of glucose may be accomplished by yeast, and the whole of the glucose acted on by the enzyme may be used up. These processes are much more complex in the plant than the simple example given above. Other ferments are simultaneously performing synthetic and hydrolytic actions, and forming other compounds which interfere with the equilibrium. (Bourquelot and Bridel, Compt. rend., 1914, p. 206; through Pharm. J.)

#### Estimation of Strychnine With Quinine—

The mixed alkaloids are obtained in the usual way, by extracting with ether-chloroform, acid, and ammonia. After weighing, they are dissolved in 50 cc. of 10 per cent. sulphuric acid. Five cc. of potassium ferrocyanide solution (4 per cent.) are run in drop by drop, stirring well, and the mixture set aside for a few hours. The precipitate is filtered on a small filter and washed slightly with a few cc. of sulphuric acid. It is then washed into a small separator by means of 10 cc. of dilute ammonia water and a spritz bottle, and extracted three times with chloroform. The shakings are placed in another separator, and extracted with three portions of 20 per cent. sulphuric acid; then the precipitation, etc., is repeated until the chloroform extracts are obtained. Evaporate the solvent carefully, dry the strychnine and weigh. To obtain the quinine unite the two filtrates, make up to 250 cc., and estimate the quinine in an aliquot part. About 0.1 g. of alkaloids should be present in the beginning. (Simmonds, Analyst, 1914, p. 81.)

#### Aether pro Narcoosi—

According to recent investigations of Herzog, ether for anesthesia should never be packed in bottles with an unprotected cork. Impurities in the cork pass into the ether much more rapidly than is suspected. These impurities may be detected by the potassium hydroxide test, which consists in placing a few freshly broken fragments of that reagent in a quantity of the ether contained in a stoppered cylinder. Aldehyde, vinyl alcohol, and cork extractives are shown by the color developed, the first two slowly giving a yellow color to the potash, while brownish spots appear. The third impurity colors the alkali yellow in a short time. A much sharper test for aldehyde and vinyl alcohol is with Nessler's reagent, which reveals the merest traces. Cork extractive, on the other hand, gives no very characteristic reaction. The nature of the substance causing the yellow color is not known. At any rate, vanillin does not give the color. (Herzog, Apoth. Ztg., 1914, p. 68.)

#### Action of Reagents on Calomel—

From an extended chemical and physiological study, Patein draws the following conclusions: Hydrochloric acid alone does not attack calomel; in the presence of oxygen, traces of mercuric chloride are formed. Alkaline chlorides may also give unweighable traces. Chlorides or lactates already in solution do not change calomel, and those formed by adding alkali to an acid solution act only when alkalinity is reached. In that case two kinds of products result, some soluble in water, and others in dilute hydrochloric acid. The gastric juice must first become alkaline, and then must again become acid in order to dissolve the decomposition products. *In vitro*, in the presence of a large excess of ammonia, ammonium chloride seems to increase the proportion of soluble mercuric compounds formed from the calomel. Sodium chloride protects calomel against the decomposing action of sodium carbonate. Animals which had ingested calomel with sodium chloride gave a normal purgation, without any toxic symptoms. The purgative action of calomel cannot be attributed to a partial decomposition in the stomach. When administered in gluten globules which are insoluble in the gastric juice, a reliable purgative effect is obtained. (Patein, J. Pharm. Chim., 1914, p. 113.)

#### Water-Soluble Petroleum Mixture—

If petroleum is shaken with terpineol, and the solution treated with triolein and caustic potash in excess, the reaction mixture is soluble in alcohol, and gives a clear liquid when diluted with water. The reaction takes place in a few minutes, and no boiling is necessary. Other fatty oils may be used; the best are those rich in olein. The solutions are said to have valuable bacteriocidal properties. (Doenhardt, Pharm. Ztg., 1913, p. 266.)

? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**National Boards of Pharmacy.**

(H.R.B.)—The active members of the National Association of Boards of Pharmacy, as given in the last volume of proceedings of that organization, are the boards of pharmacy in the following States: Alabama, Arkansas, Arizona, Connecticut, Delaware, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Maine, Maryland, Massachusetts, Michigan, Missouri, Nebraska, New Mexico, North Dakota, Oklahoma, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, West Virginia and Wisconsin. For information concerning sample examination questions used by the Maryland Board of Pharmacy we suggest you correspond with Ephraim Bacon, secretary, 30th and Calvert streets, Baltimore.

**Lice on Poultry.**

(J.B.M.)—The following formulas taken from the new edition of the ERA Formulary have been recommended for making powders for the extermination of lice on poultry:

- (1)
- Sulphur ..... 4 ounces
  - Tobacco dust ..... 6 ounces
  - Cedar oil ..... ¼ ounce
  - White hellebore, powdered..... 4 ounces
  - Crude naphthol ..... 1 ounce
  - Powdered chalk, enough to make..... 2 pounds

- (2)
- Sulphur ..... 1 ounce
  - Carbolic acid ..... ¼ ounce
  - Crude naphthol ..... 1 ounce
  - Powdered chalk ..... 1 pound

- (3)
- Sublimed sulphur ..... 20 pounds
  - Fullers' earth ..... 8 pounds
  - Powdered naphthalin ..... 2 pounds
  - Liquid carbolic acid..... ½ ounce

Mix thoroughly and put up in half-pound tins or boxes. For use, sprinkle about the nest.

Some poultry raisers state that as a rule powders are not as effective as a wash would be, a work on veterinary medicine recommending that the fowls be washed daily with wormwood boiled in water, the coop to be sprinkled with the infusion. Another remedy is to dust into the feathers sawdust moistened with petroleum ether (benzine), or carbolic acid. The hen-house should be whitewashed with a solution of lime to which a little carbolic acid has been added. To remove lice from the coops, try the following:

Crude carbolic acid, 1 fl. ounce; water, 15 fl. ounces. Wash the woodwork with this mixture and sprinkle in nests and on the floor.

**Analgesic Balm.**

(T.B.A.)—As we understand it, the "analgesic balm" for the relief of rheumatic, neuralgic, gouty and other pains, put out by various manufacturers, is a remedy in ointment form containing menthol, methyl salicylate, camphor or similar combinations. A formula for a preparation of this character appears in the British Pharmaceutical Codex under the name "compound methyl salicylate ointment," or "analgesic ointment," which is as follows:

- Methyl salicylate ..... 10 ounces
- Menthol ..... 2 ounces
- Eucalyptol ..... ¼ ounce
- Oil of cajuput..... ¼ ounce
- White beeswax ..... 3¾ ounces
- Hydrous wool fat..... 3¾ ounces

Mix the wool fat with the melted beeswax, gradually incorporate the menthol and liquids, previously mixed by trituration, and stir until cold. The quantities given are by weight.

An "analgesic paste," which may be put up in collapsible tubes, is the following:

- Methyl salicylate ..... 8 ounces
- Menthol ..... 1 oz. 262½ gr.
- Stearic acid ..... 1 oz. 262½ gr.
- Sodium carbonate ..... 54 grains
- Glycerin ..... 92 minims
- Distilled water, a sufficient quantity.

Melt the stearic acid on a water-bath, add the sodium carbonate dissolved in the glycerin and 300 minims of distilled water, stir until effervescence ceases, heat until a clear liquid is obtained, and make up the weight to 6 ounces 175 grains with warm distilled water; pour the mixture into a wide-mouthed bottle containing the methyl salicylate, in which the menthol has been dissolved; shake until a creamy product is obtained and transfer to collapsible tubes.

A liniment of similar remedial effect is this one:

- Menthol ..... 1 ounce
- Oil of eucalyptus ..... 2 fl. ounces
- Essential oil of camphor..... 5 fl. ounces
- Methyl salicylate, enough to make..... 20 fl. ounces

Dissolve the menthol in the liquids. This liniment is miscible with either spirit or oil, and is used to paint over rheumatic joints or neuralgic areas, the parts being covered subsequently with flannel or gutta-percha tissue.

**Powdered Insecticides for Plants.**

(J.B.M.)—The most common insecticide in powdered form for most small shrubs is white hellebore, preferably diluted with from 5 to 10 parts of flour and dusted on the plants through a muslin cloth or with a powder bellows. Various arsenical compounds—Paris green, London purple, lead arsenate, etc., are similarly diluted and applied in dry form, the character of the diluent and the particular degree of dilution depending upon the kind of insects and plants to which the mixture is to be applied. But for an all-round insecticide for many of these pests there is nothing more effective or safe than kerosene emulsion or the well-known Bordeaux mixture, formulas for which are given at length in the new edition of the ERA Formulary.

**Preparation of Carbolated Lime.**

(S.G.)—A typical formula for preparing carbolated lime is that recommended by M. Proskauer (A.Ph.A. Proceedings, 1897, page 667), which is as follows: Triturate 8 parts of crude carbolic acid and 10 parts of gypsum together; the mixture is then carefully mixed with 80 parts of calcium hydrate and spread out in thin layers in the air until it becomes red, when it is preserved in well-closed vessels. The so-called "phenated lime," said to be largely used in Russia as a disinfectant under the name "chaux phenique," is prepared by thoroughly slaking three parts of lime with five parts of water and adding under constant stirring and in small portions, 2 parts of gas tar. The yellowish-brown mass thus produced is mixed with water and used in liquid form.

These formulas serve to call to mind the mixture of "carbolic acid clay" recommended by the late Dr. C. O. Curtman many years ago for destroying parasitic insects upon plants and for disinfecting purposes. It is made as follows:

- Clay in powder..... 80 parts
- Impure carbolic acid..... 20 parts
- Mix thoroughly.

For disinfecting purposes cresol combinations have largely superseded the use of carbolic acid; in fact, most of the "carbolic" powders of commerce contain crude cresol mixed with an earthy base. If lime be used the powder becomes pink on keeping, but it is often artificially colored in addition. A silicate base, such as kaolin, does not become pink on keeping. As commonly used, according to most authorities, the disinfecting properties of such powders are almost negligible.

**Manufacture of Liquid Soap.**

NOTE.—The formula you submit is a modified version of the formula of Mr. J. Wilbert in a paper read before the American Pharmaceutical Association which is to be found in the "Proceedings of the Association." It is evident that you did not use the same quantities of ingredients as in the original formula, and this is the cause of the difficulty was due to the fact that you used the same quantities in your operations. We think that you should use Mr. Wilbert's formula and directions as given in the original paper. Thus:

Sodium carbonate	40 grams
Sodium hydroxide	40 grams
Alcohol	500 cc.
Distilled water	250 cc.
Essence of rose	an equal quantity to
Essence of ylang-ylang	2500 cc.

The saponification is preferably a glass stoppered bottle, 850 cc. capacity. Dissolve the sodium hydroxide in 25 cc. of distilled water, add the alcohol, and then add the carbonates in three or four portions, shaking vigorously after each addition. Continue to agitate the mixture occasionally, until saponification has been completed. Then add the remaining portion of distilled water, and mix. According to Mr. Wilbert the only precautions that are at all necessary are to use U. S. P. grade of ingredients, and to be sure that saponification is complete before adding the remaining portions of the distilled water. The water used must be absolutely free from soluble salts of the alkaline earths or the heavy metals, and for this reason it should be, preferably, freshly distilled. After you have prepared the soap as above, you can dissolve in the mixture the following:

Potassium carbonate	15 grams
Terpineol	6 cc.
Evergreen A.	enough to produce a grass-green color.

The use of distilled water is imperative, as hard water contains lime and other salts which tend to hinder saponification, and it is possible that water of this character may have been used and therefore caused the precipitation reported by you.

**Cold Laxative Tablets.**

(A. J. E.)—We cannot give the formula for the proprietary preparation, but the following taken from the ERA Formulary and other sources are typical of the combinations of this character put out by various manufacturers:

(1)

Dover's powder	60 grains
Quinine hydrobromide	48 grains
Aloin	3 grains
Cascara	12 grains
Tincture of acacia, U. S. P., 1800	12 minims

Mix and make into 24 tablets.

(2)

Quinine sulphate	40 grains
Acetanilide	80 grains
Tincture of gelsemium	40 minims
Aloin	2 grains
Podophyllin	1 grain
Capsicum	10 grains

Mix and make into 40 tablets.

(3)

Acetanilide	48 grains
Quinine hydrobromide	24 grains
Dover's powder	12 grains
Resin of podophyllum	12 grains

Mix and make into 24 tablets.

**Wasserman Reaction.**

(J. C. P.)—This test is one employed to show whether a patient has syphilis or not, and a considerable knowledge of physiological chemistry is necessary to a full understanding of the theory on which it is based. The reagents usually employed are red blood corpuscles and the corresponding hemolysin (amboceptor), since the interaction is shown by a visible change, hemolysis, and if no reaction occurs the mixture remains unchanged. In other words, if a mixture be made of the blood serum of a syphilitic patient, an emulsion of animal lipoids, and complement, it is found that the complement becomes absorbed or fixed, so that if the mixture be tested for complement by the addition of red blood corpuscles and the corresponding hemolysin, no hemolysis will occur. If, on the

other hand, the patient has not syphilis, no fixation of complement will occur, the complement will be left free to act, and will produce hemolysis when the corpuscles and hemolysin are added.

The Noguchi test for syphilis is a modification and simplification of the Wasserman test and involves the use of "amboceptor paper," a solution of "antigen," and "complement"; the latter is to be obtained from the blood of a guinea-pig. As described in the last edition of "New and Non-Official Remedies," just published by the American Medical Association, "amboceptor" is obtained by injecting washed human blood corpuscles (erythrocytes) into rabbits, at intervals of from five to seven days, over a period of five to six weeks. Ten days are allowed to elapse before the last injection. The rabbits are then bled and the serum collected. Filter paper is now saturated with this serum and allowed to dry. The paper is cut in strips and set aside until wanted for use. In this form amboceptor will keep for a considerable length of time. The amboceptor paper is standardized by measuring its specific activity. The measure of specific activity consists in finding the amount of amboceptor necessary to cause hemolysis in 1 cc. of suspended human red corpuscles, one drop of blood in 4 cc. normal saline solution with 0.02 cc. of fresh guinea-pig serum. This is incubated at a temperature of 37°C. for one hour. The quantity of paper necessary to cause hemolysis under these conditions is known as one unit. In the syphilis test two units are employed.

Antigen is made by rubbing liver or heart tissue with sand and extracting with absolute alcohol. Macerate 10 grams of tissue in 100 cc. of alcohol for one week at 37°C., shaking the container every day. Filter until clear. Evaporate the filtrate. Dissolve the resulting extract in ether. Pour this solution into a large quantity of acetone. The acetone precipitates certain lipid substances which are then collected and redissolved in methyl alcohol in ratio of 3 per cent. This constitutes the antigen solution. For use mix one part of this with 9 parts 0.9 per cent. sodium chloride solution. This dilution should not cause hemolysis in an amount of 0.4 cc., and 0.4 cc. should not inhibit hemolysis. For the serodiagnosis of syphilis according to the Noguchi system, H. K. Mulford Co., Philadelphia, have placed on the market the test of amboceptor paper and antigen in a package which is accompanied by full directions for use.

**Perfume for Cold Cream.**

(J. M. I.)—"Will you please give me a suitable perfume which is lasting and delicate for cold cream?"

The particular odor that shall be given to any cold cream is largely a matter of personal preference. In most of the cold creams made after the type of the official cold cream, rose is the predominating odor, and one which no doubt appeals to the average individual. However, other combinations are not difficult to suggest, and we submit the following, the first formula being taken from the ERA Formulary:

(1)

Oil of bergamot	15 minims
Oil of rose	15 minims
Oil of neroli	10 drops
Oil of ylang-ylang	2 drops
Oil of orris	1 drop
Tincture of musk	5 drops
Cumarin	3/4 grain
Vanillin	3 grains

The cumarin and vanillin should be dissolved in a little oil of sweet almond, mixed with the other perfume substances, and the mixture then incorporated with the cold cream.

(2)

Oil of neroli	15 minims
Otto of rose	45 minims
Cumarin	15 grains
Oil of rose geranium	8 minims
Essence of ambergris	5 minims
Oil of ylang-ylang	4 minims
Oil of orris	2 minims

Mix. The quantity of perfume (either formula) necessary to use with a given weight of any cold cream should be determined by careful experiment. Combinations of terpineol, heliotropin, ionone or other so-called "synthetic" perfumes can also be suggested.



# WOMEN IN PHARMACY



Conducted by EMMA GARY WALLACE

## V. The Woman Pharmacist's Future.

### SOCIAL BETTERMENT.

THE woman pharmacist renders such valuable special service that she can scarcely ignore the opportunity of exerting her influence in many parts of the community role. Not only will she be able to help along worth-while movements but she will keep herself in touch with the progress of the day and add greatly to her own prestige as well. The argument will be advanced by many that she has no time for the work of social betterment and that conditions differ greatly in communities of different sizes.

The objection regarding time or lack of it will not stand because we can all find time to do the things we want to. Besides, she need not assume those parts of the work in hand which call for the execution of many details; some one with more leisure can usually be found to attend to these.

We owe a duty to the locality we call home—the duty of helping make it better. No one is so busy that she cannot find time to give place to an informative window card, take charge of the sale of a few tickets or Red Cross Seals or occasionally attend a meeting of other women and add her part to the general helpfulness. Women are sensible creatures—usually, and they do not expect the impossible of a business co-worker. On the other hand, they appreciate the interest and effort made to help along a good cause.

Communities do differ, but it is mostly in size. Good people are to be found everywhere and everywhere warm hearts are ready to respond to the right sort of an appeal. The country, the village, the town and city are all awake to their possibilities. Leaders are needed and people in the ranks as well. The woman pharmacist will find her place if she looks for it.

Among the country-wide popular movements of the day with a distinct point of contact are the Fly-Prevention Campaign; the war upon Tuberculosis and the Sale of Red Cross Seals as a means of raising money; the work of the Housewives' League toward the end of reducing the cost of living, securing full weights and measures, and clean, pure foods; regulation of Child Labor; conservation of youth through organizations like the Camp-Fire Girls and Boy Scouts; Woman's Suffrage; co-operation of parents and teachers for elevation of Educational Standards and better equipments of School Plants; the encouragement of Social Centers; Clean Milk; Civic Improvement Movements; prevention of noise in Hospital Zones; Clean-up undertakings; Fire-Prevention Education; Musical and Dramatic Associations; Furthering Vocational Education and Helpfulness; a Woman's Board of Trade as a moral and civic power; encouragement of Libraries and the placing of special lines of books; Scientific charity work; Social Science; Sanitation in home and community; Consumer's League work; Fresh Air Schools and Camps; Household Chemistry; Bacteriology of every-day life; Micro-organisms as a help and as a menace; First Aid work; Care of the Sick; Emergency Supplies, etc., etc., ad infinitum.

The point of contact may be found in every one of these somewhere, because it is in greater or less evidence. The work may be furthered intelligently by many quiet means, so that as in a recent case which came to the writer's attention, there was a wail of dismay when the capable, although quiet woman pharmacist decided to change her place of residence. "What shall we do without her?" was only varied by the thought, "She has been a power in our midst. We have all come to look up to and to depend upon her!"

Ways and means are matters of individual solution, nevertheless a few thoughts concerning general principles may prove suggestive.

Arouse the "sanitary conscience" by distributing in store packages free literature which may be had for the asking or for small cost. You are justified in stamping your name and address upon these if you wish. Local and State Boards of Health, Federal departments, special organizations, etc., all

may be drawn upon for this material. Secure the co-operation of the local press. Prepare a short write-up descriptive of the community interest you are pushing and hand it to your favorite newspaper. Make it breezy and not too long. Tell them it is news and they will be glad to print it.

Are the Boy Scouts or Camp Fire Girls somewhat in evidence about you? Do you realize what it will mean in the course of 10 years if several thousand young people in *your town* have been trained in these sound life principles? Do you know they will be an army which will never forget your interest? Isn't it worth while to encourage them by some means? A prize either from the store or from some organization for the best essay dealing with the menace and extermination of the fly, on what could be done to beautify the town, or the medicinal plants growing within a radius of 10 miles, would prove of marked value in creating a direct personal interest.

Is the school in your ward trying to raise money for a swimming pool? Devise some means to help along and keep a bulletin in the window which shows daily progress of some sort.

Do you love music and have little time for the melody of sound? Have a good time in your recreation hours and make the good time count. A single woman in the city where I live was in exactly this position. She brought the idea to others—a chorus of 200 voices was speedily assembled to produce the light opera "The Tuneful Liar." Everybody had expert training, a grand, good time, and the tidy proceeds of a fine entertainment were turned over to a worthy object.

The great danger of the professional woman where hours are long is that she will get into a rut. If she does, she becomes a mere cog in the business machinery. Now a cog serves a good purpose, but it has to be operated by the brains of some one else. To take an active interest in the social betterment about us is to have a heart attuned to the throbbing of human life, to keep young although the frost touches temples and lines of care begin to show.

The law of the Camp Fire is not unworthy of our own emulation:

"Seek Beauty,  
Give Service,  
Pursue Knowledge,  
Be Trustworthy,  
Hold on to Health,  
Glorify Work,  
Be Happy."

## A Profitable "Calendar Day."

A very interesting account of a successful special day has been received from Mrs. F. E. Morrison, of Brantford, Ont., Canada. Mrs. Morrison and her husband are both pharmacists and are associated in business.

"Calendar Day" is an annual event in the Morrison store, which enjoys a residential location. It was started with the thought of overcoming the habit of so many patrons going uptown to the large department stores to look around and eventually buy their Christmas presents.

In September Mr. and Mrs. Morrison begin to take the names and addresses of all customers, thoroughly revising the mailing list at the same time. As each patron comes in he or she registers name and address in a large book kept for the purpose. These names are arranged elsewhere in alphabetical order. "Calendar Day" is scheduled for a date when the store is at its best and the Christmas goods are on display. The objects of the day are:

*First*—To get people into the store when Christmas goods are in evidence.

*Second*—To secure an up-to-date mailing list.

*Third*—To put into the hands of the customers samples of "own" preparations and goods which the druggist would popularize.

Four—To spend as little time as possible in giving away the calendars.

Each person who is registered is notified by postal card of the date of "Calendar Day" and requested to come and get the calendar reserved for him. Mrs. Morrison says:

"This year 'Calendar Day' was the best day in the history of our store and it made the week the best week we have had. We found that very few came for the calendars without buying something else. We were careful in giving out our samples and they have brought good results.

"We gave a sample of 'Floral Cream' (our own preparation) and a sample of a good soap to most of our lady customers. To others we gave samples of a good talcum powder or tooth paste. To some of the men we gave samples of a good shaving stick and the 'Floral Cream,' to others the shaving stick and talc. For our former customers we had a Veterinary Book with the samples."

This idea is an eminently practical one and might be worked to good advantage anywhere with such variations and adaptations as would suit the locality.

### An Efficient Connecticut Graduate.

**O**PPORTUNITY does not rap at everyone's door. Sometimes it has to be sought, but once it is overtaken it is a prize heartily appreciated. Miss Phebe W. Merwin, of Saybrook, Conn., is making a success of pharmacy. She was born in Durham, that State, and lived on a farm in that place and attended the public school there until 15 years of age. Having to earn her own living, she then obtained a position as salesgirl in a drygoods store. Here she continued to work for several years, meanwhile hoping to fit herself for a better paying position.

Bookkeeping appealed to her, and so she took up the study of that subject, finally obtaining sufficient proficiency to secure a position as bookkeeper in a large drug store. Gradually the work about her began to interest and fascinate. She talked the matter over with her employer, and he gave her the chance to work in the store as well as



MISS MERWIN.

to do the book-keeping.

Miss Merwin immediately cast about for some opening whereby she could use her few spare hours to further her knowledge of pharmacy. She found such a means in the ERA Course in Pharmacy. She was in earnest and she applied herself. That tells the story why and how she came to graduate from the Course on Oct. 17, 1913.

In Miss Merwin's own words, she says: "The Course has helped me so much that I am now earning a good salary and hope in the near future to obtain my State license, the application for which is now on file with the State Board of Pharmacy.

"It gives me great pleasure to recommend the ERA Course to girls who want to better themselves as there is no reason why women pharmacists should not be more numerous. They have an equal chance in this business."

### SUCCESSFUL LECTURER ON PHARMACOLOGY.

Miss Grace Irene Harper, Ph.G., a graduate of the University of Pittsburgh in 1905, is now filling the responsible position of lecturer on Pharmacology in the New York Medical College and Hospital for Women. This institution is located at 17-19 West 101st street, New York City. The annual announcement of its 51st session, 1913-1914, shows this institution to be in a flourishing condition. The college is fortunate in being able to secure Professor Harper as a member of its faculty.

### Mrs. Bertha W. Lathbury, of Buffalo.

**M**ORE than one efficient woman pharmacist owes the beginning of her interest in the work to having married a pharmacist. Mrs. Lathbury received her education in the Buffalo public schools, then entered the Buffalo Normal. Graduating in 1901, she taught school in Alden, New York, for three years. Showing marked aptitude not only as a teacher but in administrative work, she then succeeded to the position of the preceptress of the Sloan Union School at Sloan, this State.

For seven years she helped mould the lives of the young people who passed in steady procession through the school. Matrimony came next, for the charming young lady teacher's heart had been won by Ellis T. Lathbury, who was a pharmacist.

As was natural, Mrs. Lathbury spent more or less time in the store during her spare hours each day, enjoying the contact with the work more and more. At last she determined to master thoroughly the technical part of pharmacy, so she took a course at the University of Buffalo. She entered in the Fall of 1911 and graduated in May, 1913.

Mrs. Lathbury was awarded the Peabody Prize of \$50 for attaining the highest standing in the senior work. There were three other women graduates in the class, Miss Grace Belliotti, Miss Lucy Garasee and Miss Dorothy Dee, now in Paris, France. Miss Belliotti and Miss Garasee are the only Italian women in Buffalo having a college degree of any kind.

Mrs. Lathbury enjoyed her college work very much and considers the course given at the University of Buffalo as excellent. As an experienced educator, her opinion is of peculiar value. She considers pharmacy a very desirable calling for women, as the work is pleasant, variable, within their physical capability, the compensation is generally more than the remuneration for ordinary work, and the profession is not overcrowded. Besides this, Mrs. Lathbury points out the great opportunities for research work.



MRS. BERTHA LATHBURY.

### MRS. STOVER ENTERTAINS.

Noticing a recent entertainment given by Mrs. Charles A. Stover, one of the past presidents of Boston Chapter No. 1, calls to mind the prominent part many W.O. women are taking in club affairs. This is well, for it gives an opportunity to bring the work of the W.O. to favorable attention. A notice taken from the *Boston Herald* follows:

"Mrs. Charles A. Stover, vice-regent of Old Belfry Chapter, D.A.R., entertained the members of the chapter and a number of guests, yesterday afternoon at her home, 51 Trowbridge street, Cambridge. Mrs. Edward Synge, the regent, presided at the formal exercises, which included a lecture by Anna Sturges Duryea on "A Hundred Years of Peace"; a short paper by Mrs. Phillips, a member of the chapter; songs by Mrs. Hugh McKay, soprano, and piano solos by Miss McKay, who was also accompanist. Among the guests were Mrs. John Ameer, president of Cantabrigia Club, and other members of the official board."

### CLEANSING THE BOTTLE FOR THE BABY.

"As soon as the bottle used by baby is empty, it should be thoroughly washed with cold water, then cleansed with borax and hot water (tablespoonful of borax to pint of water). The empty bottle should be put upside down on a shelf. The bottle should be boiled just before filling for the next feeding. The nipple should be thoroughly washed after each nursing with hot water, and when not in use should soak in borax water in a covered glass; the nipple must be rinsed in boiling water just before the baby uses it."—*New York Department of Health Instructions.*



## SELECTED FORMULAS



### Persian Hair Restorer.

Vinegar of cantharides.....	1 ounce
Milk of sulphur.....	½ ounce
Glycerin .....	10 ounces
Oil of rose.....	10 drops
Water, enough to make.....	2 pints

Mix well and apply at night with a soft sponge.

### Eucalyptus Foot Powder.

Boric acid .....	4 ounces
Starch .....	8 ounces
Zinc oxide .....	4 ounces
Oil of eucalyptus.....	3 fl. drams

Mix.

### Antiseptic Soothing Cream.

Carbolic acid .....	10 grains
Camphor .....	10 grains
Anhydrous wool fat.....	4 drams
Cacao butter.....	2 drams
Soft paraffin .....	12 drams

Melt the cacao butter and wool fat, and when cooling, but still transparent, add the camphor and carbolic acid which have been previously liquefied by rubbing together.

### Liniment for Whooping Cough.

Oil of amber.....	4 fl. ounces
Oil of eucalyptus.....	1 fl. ounce
Essential oil of camphor.....	2 fl. ounces
Liniment of camphor.....	13 fl. ounces

Mix.

### Whooping Cough Mixture.

Ammonium bromide .....	60 grains
Wine of ipecacuanha.....	3 fl. drams
Syrup of tolu.....	2 fl. ounces
Compound tincture of cardamoms.....	1½ fl. drams
Tincture of senega.....	30 minims
Distilled water, enough to make.....	4 fl. ounces

Mix. Dose, ½ to 1 fl. dram.

### Spray for Chronic Catarrh.

Terebene .....	4 drams
Oil of pinus pumilio.....	2 drams
Oil of tar.....	2 drams
Oil of cubebs.....	2 drams
Beechwood creosote .....	3 drams
Oil of sweet almonds, expressed, enough to make .....	4 ounces

Use in a nebulizer. Useful in all chronic catarrhal affections and coughs with much expectoration.

### Fothergill's Asthma Mixture.

Ammonium iodide .....	2 drams
Ammonium bromide .....	3 drams
Syrup of tolu.....	3 fl. ounces
Tincture of lobelia.....	5 fl. ounces

Mix. Teaspoonful every 1, 2, 3 or 4 hours.

### Instantaneous Liniment.

Oil of wormwood.....	1 dram
Oil of sassafras.....	2 drams
Oil of cinnamon.....	2 drams
Chloroform .....	4 drams
Olive oil, enough to make.....	4 ounces

Mix. Beneficial for sprains and stiffness of the joints.

### Spleen Powder.

Quinine sulphate.....	60 grains
Iron sulphate.....	60 grains
Magnesium sulphate.....	2 ounces
Powdered ginger.....	5 drams

Mix well and divide into 100 powders.

### Remedy for Seasickness.

Ammonium bromide .....	120 grains
Sodium bromide .....	240 grains
Syrup of orange.....	1½ fl. ounces
Distilled water, enough to make.....	3 fl. ounces

Mix. Dose, 1 fl. dram.

### Compound Elixir of Saw Palmetto.

Fluidextract of saw palmetto (34% alcohol) .....	250 cc.
Fluidextract of corn silk (15% alcohol) .....	250 cc.
Oil of santal.....	7 cc.
Alcohol .....	360 cc.
Glycerin .....	380 cc.
Orange-flower water .....	760 cc.
Talc .....	30 gm.

Mix and allow to stand with occasional agitation for a week, then filter.

### Liquid Court Plaster.

(1)

Pyroxylin .....	5 drams
Camphor .....	1 dram
Acetone .....	12½ ounces

Dissolve the pyroxylin and camphor in a bottle in 10 ounces of acetone, adding enough more acetone to make the product measure 12½ fl. ounces.

(2)

Pyroxylin .....	1 dram
Oil of cloves.....	½ dram
Amyl acetate .....	5 drams
Benzole .....	4 drams
Acetone, enough to make.....	20 drams

Dissolve and mix.

### Improved Cantharidal Collodion.

Cantharidin .....	1 part
Castor oil .....	40 parts
Acetone .....	40 parts
Strongest collodion .....	900 parts

Rub up the cantharidin in the oil, heating carefully to hasten solution. Let cool, and add the acetone, and finally incorporate the collodion. If desired, the preparation may be colored by the addition of 10 parts of tincture of hemp.

### Transfer Liquid.

Soft soap .....	½ ounce
Pearlash .....	¼ ounce
Distilled water .....	10 ounces

Dissolve. Lay the print which it is desired to transfer (which should be recently printed) on a flat surface and wash with the liquid, using a brush. Lay a piece of unglazed paper over the wet picture, then another piece of paper, and rub hard and evenly with a blunt instrument, such as the bowl of a tablespoon, until a sufficient depth of color has been obtained, then dry on a piece of blotting paper pressed with a heavy book. The transfer will have a very artistic tone.

### Scouring Soap Powder.

Silica, powdered .....	60 parts
Sodium carbonate, dried .....	15 parts
Oleic acid .....	13 parts

Mix and add, all at once, the following solution:

Caustic soda .....	2 parts
Water .....	22 parts

Stir well until a granular powder is formed. Then place in shallow trays for 24 hours in a warm room, and reduce to a moderately coarse powder by sifting.

### Silver Polishing Soap.

White hard soap.....	10 ounces
Water .....	12 ounces
Prepared chalk .....	2 pounds

Cut the soap small and dissolve in the water by means of heat. Then work the powdered chalk into the mass, mixing to an even paste; press into molds of the desired size and shape.

### Orange Wine.

Boil 40 pounds of sugar for 15 minutes with 13¼ gallons of water. At the same time press out and filter the juice of 75 oranges and mix it, together with the rinds, with the sugary fluid after the latter has been cooled off to about 85°F. The mixture is then poured into a cask and frequently stirred during three or four days, when the cask is bunged and placed in a cellar for six months, when the wine is drawn off.

## Jottings from Great Britain.

*The Sale of Poisons—The New Pharmaceutical Federation—Other Things Pharmaceutical from Our London Correspondent.*

THE annual report of the Registrar of the Pharmaceutical Society, which has just been issued, shows that last year there was a great increase—as compared with previous years—in the number of cases of alleged irregularities in the sale of poisons, which the Society's law department was called upon to investigate. More than 1600 complaints were investigated, and in 306 cases it was found necessary to institute legal proceedings against offenders. The most common offence consisted in the sale of poisons by unqualified persons, but such irregularities as the sale of a poison improperly labelled and the use of the title "chemist" by non-registered persons had to be dealt with. The large number of cases which require investigation seems to suggest that any relaxation of supervision on the part of the Pharmaceutical Society might result in irregularities involving some danger to the public health.

Several cases are mentioned in the report of sales of preparations which, if compounded according to the formulæ of the British Pharmacopœia, would have contained poison, but which on analysis were found to contain no poisonous ingredients. The object of unqualified sellers of these spurious compounds is to evade the Pharmacy Acts, but this method of evasion brings the perpetrators into the meshes of the Merchandise Marks Act, under which the Pharmaceutical Society has proceeded in such cases.

The practice is a dangerous one, because the purchaser of the spurious article, finding the ordinary dose does not produce the desired effect, may take a larger dose and continue to do so after procuring the genuine product from a duly qualified pharmacist. The report shows that the number of names on the current register of chemists and druggists is 16,608, an increase over the number previously registered, which in turn showed an increase over the previous year.

There is also an increase in the number of members of the society and in the number of registered apprentices who are preparing for the qualifying examination. This increase in the number of young men entering the calling of pharmacy should, if it continues, provide in due course an adequate supply of clerks. During the past year there has been a lack of assistants, due to the increased amount of work thrown upon the pharmacists by the National Insurance Act.

### The Pharmaceutical Federation.

As a result of the working of the Insurance Act, local pharmacists' associations have for some time past been considering what scheme of reorganization would be the best to meet the changed conditions. Delegates from these associations in all parts of the country met the Council of the Pharmaceutical Society recently, and after a prolonged private conference adopted a scheme by which all the associations throughout the country will become federated. There will be a committee, called the Pharmaceutical General Committee on Insurance. Some changes in the local associations themselves will be necessary as the conference decided that in future the association's areas should be continuous with the areas of the local insurance committees. As a result of this new system of organization pharmacists become a united body and their position is, therefore, considerably strengthened.

### Golden Wedding of Mr. and Mrs. J. M. Richards.

A large and distinguished company met at the Cecil Hotel, London, to do honors to Mr. and Mrs. John Morgan Richards, on the occasion of the celebration of their golden wedding, their many friends having invited them to a banquet. The banquet was presided over by Sir George Riddell, and among those present were the American Ambassador, the American Consul-General, Lord Curzon and others. After the banquet the chairman read the following telegram from Queen Mary, addressed to Mr. and Mrs. Richards:

\* . . . . . \*  
: Please accept my best wishes for :  
: your golden wedding day.—MARY R. :  
\* . . . . . \*

The chairman then presented them with a service of gold plate, consisting of a large centerpiece, bearing a massive rose bowl, and two fruit dishes, and an album containing the names of the contributors, prefaced by the Queen's telegram. Mr. Richards, in expressing his thanks, was visibly moved, as was Mrs. Richards, and she also made an admirable speech. Mr. Richards has spent nearly half a century in London.

### The Proprietary Medicine Inquiry.

With the reassembling of Parliament, which has just taken place, interest in the proprietary medicine inquiry, which was instituted by the Government some time ago, is renewed. The committee has been formally reappointed, and as no more evidence is to be heard it is expected that the report will be not long delayed. There is, of course, a number of rumors concerning the nature of the forthcoming reports, but, of course, no one can possibly know what the committee is going to recommend. It is not improbable, however, that the committee may recommend the prohibition of the advertisement of cures for cancer, consumption and other diseases that are at present considered to be incurable, and also urge a strict censorship of advertisements of remedies for female ailments. It is not thought likely that the committee will recommend the disclosure of the formulas of secret remedies, but in this matter the committee may not be in general agreement. In view of the fact that the sale of proprietary medicines in Great Britain has a turnover of more than \$12,000,000 a year the report is awaited with some interest, both by the agents of the American houses and by English proprietors.

### Huge Payments to Doctors and Pharmacists.

Speaking at a public dinner the other night, the Chancellor of the Exchequer said that there were 22,500 general medical practitioners in Great Britain. The number of these who are doing insurance work is more than 20,000. Last year nearly \$22,500,000 was distributed among them in payment for this work, the average for each doctor being \$1150. This is, of course, in addition to what the doctors made in their private practice, so that the profession of medicine in this country can be said to be booming. The sums paid out to pharmacists for medicines and appliances supplied to insured persons amounted to nearly \$5,000,000.

## NEW REMEDIES

*Coleolo Serono* is a 5 per cent. solution of cholesterin in oil, used in anemia.

*Cusylol* is a soluble citrate of copper, forming a blue crystalline powder, dissolving in 3 parts of water. Solutions under 1 per cent. are fairly stable. The substance also appears in other forms suitable for ointments, topical applications, etc. They are used in ophthalmology, with or without boric acid.

*Ferrescasan* is a liquid containing iron saccharate, glycerophosphates, and a small amount of cacodylic acid.

*Jecolein* contains 60 parts of specially prepared cod liver oil, 22.5 parts of milk, 12 parts of sugar, 2.5 parts of aromatic oils, and 3 parts of glycerin.

*Nylocithin* contains glycerophosphoric acid and iron nucleinate.

*Pektasol* is an alcoholic solution of cane sugar with some wood tar.

*Salvarsan-Copper*, also known as  $K_{50}$ , is a yellowish-red powder, which must be kept in sealed ampules under an indifferent gas. It is used in an alkaline solution, like 606, the dose being 0.1 g. Intravenous injections are used. Has been employed in malaria, amebic dysentery, and lepra.

*Strophena-Zyma* is an isotonic solution of the active glucoside of strophanthus seeds, marketed in ampules.

*Testiodyl* is an iodine-albumen combination, prepared from coagulated blood albumin. It is not split up in the stomach, but is acted on in the intestines. Used in syphilis, it replaces other iodine medication, and is well tolerated. The dose is 2 tablets of 1 g. each, given three times a day, the tablets containing 15 per cent. of iodine.

*Wigu* consists of 25 g. of formic acid, 1 g. tincture of saffron, 10 drops of rosemary oil, 5 drops of methyl salicylate, 10 g. of glycerin, and alcohol to make 100 g. It is used in gout and rheumatism.



# NEWS SECTION



## MOSTLY PERSONAL

### Fred Mansfield, Pharmacist-Financier.

**S**EVEN men who were trained in pharmacy or are now engaged in it as a profession, have been elected to positions of honor and trust in the Massachusetts State government. One of them, Frank J. Donahue, is a graduate of the Massachusetts College of Pharmacy and is serving his second term as Secretary of State.

Fred W. Mansfield, who served in the naval service during the war with Spain as an apothecary, is the State Treasurer and Receiver-General.

Senator Hugh H. O'Rourke is a practicing pharmacist and is the only member of the profession in the upper legislative branch.

John J. Gilbride, of Lowell; Charles A. Legro, of Palmer; Fred O. Lewis, of Lowell, and Thomas W. White, of Newton, are all registered pharmacists and are actively engaged in the business today and are all members of the lower branch of the Legislature.

Secretary of State Donahue is making himself conspicuous in the reform of election laws, a subject in which he is a recognized expert.

State Treasurer Mansfield has attracted to himself a great amount of attention because of the innovation he introduced in the matter of selling State bonds. During the recent campaign for election he declared over and over again that if elected he would sell State bonds over the counter to the people direct, without the profit of the middleman. He was elected to office, and at once the Attorney-General issued an opinion declaring it illegal to sell bonds over the counter, and calling attention to the statute which required the State Treasurer to advertise for bids. Mr. Mansfield said nothing. He was inducted into office, and when the time came for issuing bonds, the amount being in excess of \$6,000,000, he caused advertisements to be inserted in the newspapers announcing that he would receive bids for the bonds, in any amounts or in whole. When the time came for opening the bids bankers and brokers assembled as usual to learn of the result and the awards. Mr. Mansfield opened the bids in public and announced that he would have a statement at 3:30 that afternoon. At the appointed time he announced that he had under the right given him by the statute, rejected all the bids, and that he now proposed, in conformity with the pledge made before election, to sell the bonds over the counter. At once there was a great howl from brokers. Mr. Mansfield remained serene. He pointed to his ante-election promises, made publicly and repeatedly, pointed to the statute requiring him to advertise for bids, which he had done, and then pointed again to the statute which permitted him to accept or reject the bids,



F. W. MANSFIELD

as he deemed best. Within a week nearly the entire issue of more than \$6,000,000 bonds had been sold over the counter.

### Pharmaceutical Personalities.

— Bernard H. Miller, of the Miller & Arthur Drug Co., of Quincy, Ill., has been in the drug business for just half a century, and in honor of this event the employees of the company gave him a "surprise call" and presented him with a gold watch and chain, those present being C. A. E. Koch, secretary and treasurer; M. J. Reed, Adam Schmitt, Alois Elzi, F. E. Nussle, Ben Welsch, George J. Murphy, George Reiert, H. J. Wheeler, Albert Riggs, Carrol Wagy, Lyman Wagy, Clem Strothoff, August Wachter, Con Rummenie and Miss Louise Bates. Mr. Miller was born in Germany, and was brought to this country by his parents in 1849. He was originally a newsboy, selling papers on the steamboats as they touched at Quincy, but on March 1, 1864, he entered the employ of druggist A. Zimmermann. Then he went to St. Louis and obtained employment with Jacob S. Merrell, who later founded the Merrell Drug Co. When the St. Louis School of Pharmacy was opened Mr. Miller became one of the first students. The cholera swept St. Louis in 1866 and Mr. Miller returned to Quincy and entered the drug business there. In 1869 he entered into partnership with George Terdenge and for a time operated a store at Ninth and Broadway. In 1874 they became associated with Aldo Sommer, the firm name becoming Sommer, Miller & Terdenge. Later they purchased Mr. Sommer's interest, and took in Albert Sellner, the firm name changing to Miller, Terdenge & Co. Mr. Terdenge then withdrew in 1879, and William A. Arthur was taken in, the firm becoming Miller, Arthur & Sellner. Later the last-mentioned partner sold out and the firm became Miller & Arthur. It was incorporated in 1900. Mr. Arthur sold out, and his interests were taken by C. A. E. Koch and E. Percy Brown. Mr. Miller is a prominent figure in Quincy, vice-president of the Chamber of Commerce and one of the chief organizers of the Young Men's Business Association. Aldo Sommer, who is 84 years of age, is the oldest druggist in Quincy, and Mr. Miller is the next oldest.

— Ernest C. Marshall, of Boston, has taken up his residence in Columbus, Ohio, and assumed his duties as advertising manager and associate editor of the *Journal of the American Pharmaceutical Association*, which is published there. Mr. Marshall is a native of Boston, where he has passed his life. He entered the drug business at the age of 14, is a graduate of the Massachusetts College of Pharmacy, and has been both vice-president and a trustee of that institution. He has also been president of the Alumni Association of the College. He joined the A.Ph.A. in 1875. From a political standpoint, his life has been a busy one. He was a member of the Boston Common Council for two years, a member of the Boston School Board for three years, and has also been Institutions Commissioner and Penal Institutions Commissioner for Suffolk county (Boston). He has been president of the Massachusetts Ph.A., of which he is a life member; of the Boston Druggists' Association, the Suffolk Drug Co., and the Suffolk Drug Club. For a number of years he was the Boston correspondent for the *Journal of the N.A.R.D. (N.A.R.D. Notes)*, and he wrote the New England letter for the journal with which he is now associated. He is a member of the Pilgrim Publicity Association, the leading body of New England advertising men, and has been engaged in newspaper and advertising work for more than a decade. Mr. Marshall is an enthusiastic worker and

is missed deeply in Boston, although he will be a valuable acquisition to the drug circles of Columbus, and the State of Ohio, for no one city—even Columbus—will be able to crib, cabin and confine his efforts for the *Journal* and for the A. Ph. A.

—“Roy” Oldham, of Baltimore, as he is known familiarly to his many friends in and out of the drug trade, was visited recently by employees of the city department of the Henry B. Gilpin Company, wholesale druggists, of which department he is the head, at his home in Catonsville. Their object was to extend their best wishes and pay a tribute of esteem on the occasion of his 39th birthday, and the affair had been planned with such secrecy that Mr. Oldham did not have the slightest inkling and was taken completely by surprise. Mr. Oldham had been purposely detained elsewhere, and when he reached his residence he found the guests awaiting him in the reception room, the dining room set for refreshments and these two apartments, as well as the lower hall, trimmed with smilax and cut flowers. The decorations had been arranged by the visitors with the help of the family. A string orchestra composed of employees, and headed by Luther C. Dawson, played “Auld Lang Syne,” at the conclusion of which George P. Dittus, acting as spokesman, presented to Mr. Oldham a handsome floral horseshoe, nearly four feet high, with the words, “Good Luck” set in electric lights. The recipient responded with much feeling, and afterward there was more music and all hands sat down to enjoy the delicacies provided. Mr. Oldham’s connection with the Henry B. Gilpin Company dates back 22 years, when he entered the employ of Gilpin, Langdon & Co. at the age of 17. When, in 1904, the present company was formed to take over the wholesale drug business of the old firm, Mr. Oldham became one of its principals. He is widely known, not only in the drug trade, but outside of it, and has established a big reputation as an entertainer. His negro stories are hugely enjoyed and he is a welcome addition to any company which he may favor with his presence. With it all, he has the reputation of being a good business man, who holds the confidence of his associates and the cordial good-will of those under him. He was “born and raised” in Virginia, and it was doubtless there that he acquired such an intimate acquaintance with the negro character and its peculiarities, which he is able to present in his stories. Mr. Oldham is an enthusiastic automobilist, a Mason, Knight Templar and member of the Baltimore Athletic Club. Those present at the birthday gathering included George P. Dittus, John Bell, Luther C. Dawson, Herman Franzke, Chester Helen, Norman Brooks, Howard Lehr, Harry Hoffman, William Crawford, J. H. Crawford, Frank Dillfelder, John Duer, Herman Mentzel and Miss Mary A. Thompson.

—Harry B. Mason, of Detroit, editor, business specialist, and drug man, address-maker-in-chief at many State conventions, and lecturer upon “How to Make Money in the Drug Business—with full details as to accounting for the overhead,” has come before the public, in new guise. On March 3, at the John S. Gray branch of the Detroit Public Library, he lectured on “Charles Dickens,” making the point that the circumstances of the early life of the author were the mold in which his art and his nature were cast. “His father, John Dickens,” said Mr. Mason, “was a navy pay clerk, whose genius for impetuosity has been rendered immortal in Micawber. The boy had a poverty-stricken youth, filled with misery and suffering, and not the least of his agony came when he worked at a bench in the window of a blacking factory in full view of the passersby. For months, too, he and his family lived in Marshalsea prison, into which his father was thrown as a debtor. The result of such experiences was, despite their harrowing nature to a boy of such sensitiveness, that Dickens became the great interpreter of the poor and the large-hearted portrayer and friend of the needy. Not only was Dickens’ early life essential to his art because it gave him the specific kind of training he needed above everything else, but because it gave him material for his great galaxy of novels. There was in his early life scarcely a scene, a name, an incident, or a character that was not afterwards reproduced in his work.”

—Gustave Klutow, druggist at 2400 Webster avenue, the Bronx, got into the newspapers recently by routing a masked and armed hold-up man who faced the druggist with drawn pistol while the proprietor of the store was at work back of the prescription counter. “Throw up your hands,” was the command, and Mr. Klutow did so. Leaving the druggist with

hands up the robber backed away to the cash register, and was lowering his pistol hand to depress the key opening the money receptacle when the druggist hurled the pestle, with which he had been compounding the mixture, at the thief’s head. It missed the mark, but broke several bottles filled with drugs and chemicals. As the thief dodged he was grappled with by the proprietor and the two men rolled about the floor and against the cabinets, knocking down bottles and turning the orderly drug store into chaos in a few moments. In the struggle Mr. Klutow got hold of a bottle of turpentine, knocked off the neck of the container and poured the contents over the face of his assailant, who dropped his pistol and struggled from the store, shouting and rubbing his hands over his face. He got away, for there wasn’t a policeman in sight. Mr. Klutow has the black mask as a souvenir.

—George Smith, of Seymour, Conn., is a typical New England druggist with a record of 44 years in business. He went to Seymour in the Spring of 1870 and was with the firm of Bradley & Lum until 1871, when he bought out the drug store in Davis’ block, then owned by Dr. Davis, who removed to Wallingford, where Mr. Smith remained until June, 1902, when he removed to the handsome store in the Canfield building, opposite the R. R. passenger station, where he has since remained. He married Julia M. Weller, of Watertown, Jan. 20, 1868, and has one son, Clarence G. Smith, who is associated in business with his father. Mr. Smith was for 15 years registrar of vital statistics, is a veteran fireman and has served as foreman of Citizen Engine Co., is a trustee of Nonnawauk Tribe, I. O. R. M., a charter member of Humphrey Lodge, K. of P., of Seymour, and a member of Federal Lodge, F. & A. M., of Watertown.

—Albert Plaut, president of Lehn & Fink, has returned from his European trip, and reports an exceedingly interesting series of visits to the leading commercial centers of Germany, France and Great Britain. Martin Gerbing, manager of the Lehn & Fink works, accompanied him. Mr. Plaut found business in drug and chemical lines on about the same footing as a year ago. He found, however, that the political unrest on the Continent and increased taxation there had somewhat curtailed business, although dividends of the leading companies are still relatively large. He referred particularly to the 5 per cent. income taxes levied upon rich and poor alike in Germany as a burden compared with which the income tax in this country is an object of congratulation, saying: “Taking it as a whole, the citizen and subject in Europe is being taxed to a far greater extent than the citizen of this country in order to obtain such protection as that afforded every person in the United States, and is also restricted in his business operations by business unrest such as we have never known.”

—Dr. P. Samuel Stout is chairman of the committee having in charge the proposed raising of a fund of half a million dollars to secure an improved location for the Philadelphia College of Pharmacy, building, equipment and endowment fund, prior to the celebration of the 100th anniversary of the founding of the college in 1821. The other members of the committee, active and ex-officio, are: O. W. Osterlund, R. H. Lackey, W. L. Cliffe, J. W. England, E. F. Cook, W. H. Poley, F. P. Stroup, H. C. Blair, M. R. LaWall, secretary; Howard B. French, president of the college; George M. Beringer, chairman of the Board of Trustees, and Joseph P. Remington, dean of the college. In addition to this executive committee a general committee of 100 or more, with local sub-committees and chairmen, will assist in the work.

—George R. Merrell, vice-president of the J. S. Merrell Drug Co., St. Louis, is a member of the Business Men’s League committee on publication. Merrell P. Waldridge, 2d vice-president of the Merrell company, and Vice-President George R. Merrell are members of the membership committee, and the latter is also on the postal committee. President C. P. Waldridge, of the drug company, is a member of the river improvement and National Guard committees. A. B. Lambert, president of the Lambert Pharmacal Co.; E. W. Rose, president of the E. W. Rose Medicine Co., and F. M. Switzer, president of the Missouri Candy Co., are members of the membership committee.

—Percy N. Hall, a druggist for 18 years, has been elected chairman of the Westfield (Mass.) Board of Selectmen. He was born in Turners’ Falls, and after his schooling entered the drug business. His store is at the corner of Elm and School

streets, Westfield, in a building of which he is the owner. He has been in Westfield nearly eight years, and prior to that time was employed in Turners' Falls, Shelburne Falls, Holyoke and Springfield. He is connected with several of the local clubs and lodges and has served as secretary of the Westfield Board of Trade. He was at one time chairman of the Republican town committee in Shelburne Falls and has served in the same capacity in Westfield.

—**Gilbert R. Parker**, of Providence, R. I., has retired from the drug business after having conducted a drug store in Odd Fellows block, Olneyville, since 1886. He sold his business to Claude Flowers, who has acted as manager of the store since Mr. Parker's appointment as a member of the Board of Control and Supply, and the latter's acceptance of the secretaryship of that body. Mr. Flowers learned the business with Mr. Parker, and is a graduate of the Rhode Island College of Pharmacy and Allied Sciences. Mr. Parker was one of the first druggists to open a store in what is now the annexed district of Providence. He was first associated as a partner with Walter Saunders.

—**Lynn Fort**, manager of the Lamar & Rankin Drug Co., Atlanta, Ga., and one of the best-known drug men in the New South, believes that this will be a good business year. The February figures for his house, for instance, showed a healthy increase over those for last year. Mr. Fort says: "I can see no chance of business being other than good in Georgia for the next six months, because the next six months' business will be done on the basis of the present conditions. The business after that time will depend on this year's crop. I traveled through Middle Georgia recently and the progress made by the farmers indicates that the crop returns will be satisfactory also."

—**Prof. Emile F. Pernot**, Oregon and Portland bacteriologist, has taken the chair of bacteriology at the North Pacific College of Pharmacy, Portland, and is instructing students in the departments of pharmacy and dentistry. He has devoted his time to the study of bacteriology for the past 30 years, and began his studies with Dr. Pearson, of Philadelphia. He was the discoverer of tuberculosis in fowls, and was the first to find rabies and hog cholera in Oregon. For 19 years he was with the Oregon Agricultural College, and for 13 years has been State Bacteriologist of Oregon, filling that office since its creation.

—**Dr. H. M. Whelpley**, of St. Louis, has been elected president of the Cahokia Mound Association, organized in St. Louis. The object of the association is to induce Congress to buy and maintain the great Cahokia mound and smaller man-made mounds in the vicinity as a National park. Cahokia Mound, built by the Mound Builders, is said to be the largest prehistoric work in America. Dr. Whelpley has been leading in the effort to have this mound preserved, together with the more than 60 smaller mounds in an area of about 760 acres in Madison and St. Clair counties, Ill., across the river from St. Louis.

—**Mrs. Eugene T. Senseney**, who was the chief ally of State Food and Drug Inspector F. H. Fricke, of Missouri, in his endeavor to clean up grocery stores, restaurants and drug stores in St. Louis, has been appointed a deputy prosecutor by Prosecuting Attorney Sidener. She is the only woman in St. Louis ever appointed to such an office. She has worked for 12 hours a day for the past three months in instilling ideals of cleanliness and sanitation, and it is said she is particularly pleased with her badge of office, as it is indicative of the authority she now has to enforce her commands.

—**Herman A. Gralike**, proprietor of Gralike's pharmacy, 2263 South King's highway, near Old Manchester road, St. Louis, beat the Spring poets to it—he broke into song while there was snow on the ground. He didn't try to have his effusions published. He did what no poet is supposed to do—he did a practical thing. He printed his poems neatly on cardboard and strips of paper and set them in his show windows in attractive positions. The poems caused a lot of favorable talk. Persons riding by there in street cars spoke of the signs on reaching downtown.

—**Miss Elizabeth K. Meyer**, daughter of Theodore F. Meyer, president of the Meyer Bros. Drug Co., St. Louis, was married recently to Newton McDowell, a St. Louis insurance man. The wedding was to have taken place some time ago but diphtheria, followed by scarlet fever, confined the bridegroom to his home, and postponement followed until such time as

Mr. McDowell should have recovered fully. The first plan was for an elaborate wedding, but the ceremony was a quiet one at the home of the bride.

—**F. R. Burch**, who until recently was manager of the prescription department of Dodd's Drug Co., Buffalo, has joined the sales force of Sharp & Dohme. He has been assigned the Albany and Hudson River territory, with headquarters at Albany. Mr. Burch is a graduate of the Buffalo College of Pharmacy, and while he had not previously had any road experience, his thorough knowledge of the retail drug business, coupled with his energy and tactfulness, assures him success in his new field.

—**W. A. Caperton**, sales manager of Eli Lilly & Co., called upon the Lilly salesmen and friends in the jobbing trade in St. Paul and Minneapolis early in March. Mr. Caperton also spent several days in Chicago introducing R. A. Whidden, recently promoted to the managership of the Chicago branch of the company. Mr. Caperton was accompanied by William McGibbon, formerly of the Chicago branch, and now manager of the Missouri River department of the Lilly company.

—**F. K. Easterwood**, one of the best-known druggists in the Meadville section of Pennsylvania, celebrated his 25th anniversary as a proprietor there on March 6, he having purchased a new stock and opened a store at Park avenue and Chestnut street on March 6, 1889. Altogether he has had 37 years' experience in the drug business in different parts of the country, in New York State, Laramie, Wyo.; Salt Lake City, Utah, and Rochester, N. Y.

—**Fred F. Kempf**, one of the druggists at Boyson's, Cedar Rapids, Iowa, has been receiving many congratulations upon the wall panels he has painted for the soda grill, which is one of the most famous in the West. Mr. Kempf is the window trimmer and card writer for the store as well as a clerk in the drug department. The pictures reproduced are of Charles Schreyvogel's Western scenes, "My Bunkie," "Doomed," "The Scout" and the "Last Drop." The work is considered excellent in detail and in the fidelity in coloring and drawing to the famous originals.

—**John J. Seiberz**, who has been president of the Louisville (Ky.) Retail Druggists' Association for three terms, is one of the most energetic workers in the Bluegrass State. He has been a member of the Public Relations Committee of the N. A. R. D. for several years, and was at one time president of the Louisville College of Pharmacy. He is the Kentucky representative of the Tampa-Cuba Cigar Co.

—**Miss Marie C. Reichel**, 4130 North Senate avenue, Indianapolis, was the only girl to take the examination for full registered pharmacist at the recent examinations of the State Board of Pharmacy, and passed with the highest grade. She was formerly employed in a North Side pharmacy, and is at present a teacher in a local school of pharmacy, having followed the business for a number of years.

—**Jack J. Hinman**, Indianapolis city chemist for the last two years, has accepted the position of assistant director of the epidemiological laboratory of the University of Iowa at Iowa City. Dr. Charles S. Woods, until recently medical counsel for Eli Lilly & Co., is director of the laboratory as well as State epidemiologist and professor of preventative medicine in the University.

—**C. S. Porter**, chairman of the committee on papers and queries of the Kentucky Ph. A., is making energetic preparation for the presentation of a diversified and unusually important collection of papers at the meeting at Lexington, June 16-18. "Live subjects" only will be discussed, and it is stated that eminent physicians will be asked to participate in the discussions.

—**Edmund Wilson**, proprietor of the City drug store at Belfast, Me., has sold out to Norman A. Reed, of Portland and Belfast, the transfer to take place the first of this month. Mr. Wilson went to Belfast as a clerk in the City drug store 26 years ago last January, purchased the business in 1900, and has since conducted it. He will take a long vacation.

—**Ernst O. Engstrom**, proprietor of the Engstrom pharmacy, North street, Pittsfield, Mass., and well known through his affiliations with National organizations and through his association with Boards of Pharmacy work, addressed the Massachusetts College of Pharmacy students on March 4, taking as his subject "Pharmacies in Europe."

Carl Meyer, of St. Louis, secretary of the National Association of Dispensary Druggists at the annual convention at Houston, Texas, March 19, 1913. Other members named: L. K. Irwin, of Dallas, Texas; J. S. Nancarrow, Texas; Mrs. E. G. G. Smith, of St. Mary's, Waterloo, Ont.; J. B. G. Jones, of St. Louis; St. Louis, secretary and treasurer of the Missouri Dispensary; W. L. Wellford, Memphis, Tenn.; W. L. Hamer, of St. Louis; M. H. Ritzler, of St. Louis; M. H. G. Hazard, of St. Louis; J. E. Murphy, of St. Louis; and Dr. J. M. G. Jones, of San Francisco.

T. Howard Embert, of St. Louis, March 18, appointed receiver of the St. Louis Drug Supply Co., 449-A Equitable building, St. Louis, Mo., which has been adjudged a bankrupt by the Federal District Court of the United States Court, Eastern District of Missouri, St. Louis, Mo. Embert will act until a receiver is appointed. The liabilities are put at \$8448, \$8173 and \$1000 in assets of \$7200.

Wesley C. Foster, Jr., who has completed his life as a pharmacist in his drug store in Pittsfield, Mass., has purchased a store in Maryland. He has been with the Engstrom store for many years. For 1 year he was the collector for the Republic of Cuba and he was presented with a gold charm by members of the order when he left Pittsfield.

Frank E. Frost, for five or six years secretary of the Ohio State Board of Pharmacy, during which time he prosecuted a number of druggists for selling cocaine, was arrested recently on the charge of having committed the same offence. He gave his occupation as a physician and pharmacist when arraigned. He was discharged by a jury.

Julius A. Haag, of Haag Brothers, operating a number of drug stores, has bought a business block at 37 Illinois street, Indianapolis, for \$6200. During the last month Haag Brothers opened a new store at Illinois and Pearl streets to take the place of the one closed on account of the razing of the old Occidental Hotel building.

E. M. Partridge, druggist, of Miller's Falls, Mass., observed his 25th anniversary as a business man there on March 24 by inviting the people of that community to his store. Practically the entire population turned out to do him honor, and, incidentally, to take home the candy and cigars so generously distributed by Mr. Partridge.

Dr. P. N. Evans, professor of chemistry at Purdue University, spoke on "Sentiment in Science" at the annual banquet of the Indiana section of the American Chemical Society at the Severn Hotel, Indianapolis. An extra edition of a "newspaper" was circulated and this contained a number of clever "hits" on the members.

A. M. Hopper, with Mrs. Hopper, recently moved into their new home at 71 Middletown street, Jamaica, L. I. Heretofore Mr. Hopper has resided in Brooklyn, but, as his territory can be worked to much better advantage from Jamaica, he decided to purchase a home and make his permanent headquarters in that place.

G. Barrett Moxley, president of the A. Kiefer Drug Co.; W. J. Mooney, president of the Mooney-Mueller Drug Co.; and Charles J. Lynn, general manager of Eli Lilly & Co., have been elected to the governing board of the wholesale trade division of the Indianapolis Chamber of Commerce.

Dr. E. C. McMeel, of Delmar, Iowa, after more than 27 years as a druggist in that town, has sold his establishment to E. W. Westphal, of Olin, and retired. As both druggist and physician he was one of the best-known men in the country. He has been recommended for the postmastership.

Former Mayor Cyrus P. Walbridge, president of the Merrill Drug Co., St. Louis, has been elected president of the Sons of the American Revolution in St. Louis. The annual banquet of the society, to commemorate the battle of Concord and Lexington, will be held April 18.

M. Daniel Berthelot, son of the famous chemist, Marie Berthelot, and a professor at the École Supérieure de Pharmacie de Paris, was recently elected a member in the section of pharmacy of the Académie de Médecine of Paris, taking the place of the late M. Yvon.

Edward T. Grenacher, who retired recently from the proprietorship of the Christie Drug Co., of Quincy, Ill., to go with his family to the Pacific Coast, was given a farewell banquet by his friends 50 or more being present at a spread at a Quincy restaurant.

Daniel R. Jones, Milwaukee, operating one of the busiest downtown pharmacies in Milwaukee, is preparing to install a new automatic soda fountain in his store at 122 Wisconsin street. Plans are now being received. Mr. Jones has a big fountain trade and the new equipment has become absolutely necessary.

Otto W. Osterlund, recently appointed a member of the Pennsylvania Board of Pharmaceutical Examiners, was tendered a congratulatory banquet by friends at the Philadelphia Drug Co., March 16. Forty or more were present.

I. A. Hirschberg, of the Hirschberg Company, druggists' sundries, Ansonia, Conn., declares that the practice of using nationally advertised goods to pull trade on the rest of their lines of sundries is a method becoming less and less effective.

William J. Mooney, president of the Mooney-Mueller Drug Co., has been appointed chairman of the emergency relief committee and a member of the insurance committee of the Indianapolis Chamber of Commerce.

H. H. Clifford, of New York City, is named as one of the co-operators of the Physicians' Research Laboratory, a \$125,000 concern chartered to finance expeditions into South America in search of medicinal drugs.

M. B. Lairy, J. S. Lairy and George H. Babcock have organized the Red Cross Pharmacy Co. to conduct a retail pharmacy at Indianapolis, Ind., and the company has been incorporated with \$150,000 capital.

O. J. Cloughly, whose term as president of the St. Louis R. D. A. expires recently, has been presented with a gold medal by the members of that organization as a token of their appreciation of his services.

Clarence Dotten, who has been manager of the Bristol Conn. Drug Co.'s Main street store in Ansonia, has purchased a drug store in Fair Haven and will be both manager and proprietor.

Mr. and Mrs. G. Barrett Moxley, who spent a month in the Bermuda's, have returned to their home in Indianapolis. Mr. Moxley is president of the A. Kiefer Drug Company of that city.

T. A. Miller has been appointed by Gov. Henry C. Stuart to succeed himself as a member of the Board of Pharmacy of Virginia for the term of five years, beginning March 1, 1914.

E. H. Mayne, H. Bruning and D. E. Ushkow are the incorporators of the David Laboratories, manufacturers of drugs, etc., a new \$100,000 New York corporation.

Henry S. Mayer, who is associated with his father in the drug firm of Peter Mayer & Son, Marshalltown, Iowa, has been married to Miss Gladys Leota Arnold.

D. N. McMillan, for a number of years Northwestern representative of the Arlington Chemical Co., Yonkers, N. Y., has been transferred to Michigan territory.

Benjamin A. Lillianthal, of New York, has been appointed pharmacist in the State Department of Health by State Health Commissioner Biggs.

William G. Breitenpohler, secretary and treasurer of the Al. W. Pauley Drug Co., and Miss Minnie West, of St. Louis, were married recently.

Wm. Simon, professor emeritus of the Maryland College of Pharmacy, of Baltimore, is giving lectures at various places on color photography.

James Franklin Gallagher, a druggist of Dayton, Ohio, has been married to Miss Frances Roberts, of Shelbyville, that State.

Harry E. Christena, of the A. Kiefer Drug Co., Indianapolis, has been elected president of the Marion Club in that city.

W. R. Potter, who for more than three months has been ill with typhoid fever, has sufficiently recovered to return to business.

J. P. Mahon, Jr., has been elected president of the Texas Drug & Medicine Co., Newton, Texas, a \$100,000 corporation.

F. K. Fernald, secretary of the Dr. Miles Medical Co., Elkhart, Ind., was a recent visitor to the New York drug trade.

William H. Kahre, manager of the Lilly branch, St. Louis, is out after undergoing a surgical operation.

## OBITUARIES

### Alfred G. Yeomans.

Alfred G. Yeomans, well-known in this city as president of the one-time firm of Reid, Yeomans & Cubitt, which until a year or so ago conducted the pharmacy at 140 Nassau street, died March 17 at East Millstone, N. J. Mr. Yeomans never fully recovered from a nervous breakdown which took him from his business several years ago, and it was upon his recent return from a trip of less than a month's duration to Panama that he was taken down with cramps of the stomach. He was ill only a week or so when death ensued, the immediate cause being heart trouble. Mr. Yeomans was at one time in the employ of Hegeman & Co., at 196 Broadway. In 1900 he joined the firm of Reid, Yeomans & Cubitt, opening a drug store at 140 Nassau street. The anniversary celebrations, which were featured by the giving away of thousands of souvenirs and the consequent assembling of crowds requiring the special attention of the police, were characteristic of the methods employed to get the New York public to enter this basement drug emporium. In 1909 Mr. Yeomans, in partnership with W. L. Snow, opened the drug store in the Washington Irving apartment at Broadway and 151st street. At one time Mr. Yeomans was also connected with drug stores in Brooklyn, one of these at 752 Union street, now being conducted as Reid & Yeomans. At the time of Mr. Yeomans' breakdown in 1911, the management of the Nassau street store was in the hands of his brother, Sidney C. Yeomans, of Chicago, the latter remaining in charge until its sale to the present proprietors.

### Henry A. Elliott.

Henry A. Elliott, the Nestor of the Baltimore drug trade, died March 9, after an illness of several months with heart disease and paralysis, at his home, 821 North Arlington avenue. Mr. Elliott was 83 years of age and the oldest pharmacist in the Monumental City. For half a century he conducted a drug store at Pine and Lexington streets, with his brother under the firm name of H. A. Elliott & Bro. The name remained unchanged after the death of the brother. About 1901 Mr. Elliott retired from active pursuits, the event being made the occasion for a testimonial banquet given by a large number of his colleagues in the profession. Mr. Elliott was one of the founders of the Maryland College of Pharmacy, now the Department of Pharmacy, University of Maryland, and for years the 1st vice-president of that institution. He also held membership in the Maryland Pharmaceutical Association and in the American Pharmaceutical Association, taking an active interest, in fact, in all things designed to promote the welfare and the progress of pharmacy. He was an intimate friend of Dr. John F. Hancock and other leaders of the profession in Baltimore, and was held in the highest esteem. At the time he was taken ill he was preparing for the celebration of his diamond wedding in June. The wife survives. There are no children.

### Fred N. Oxley.

Fred N. Oxley, traveling and general representative for Seabury & Johnson for the past 16 years, died in the Henrotin Hospital, Chicago, recently, at the age of 66. He was suffering from a complication of diseases. The funeral services were held in Chicago on March 13, and the Chicago branch of Seabury & Johnson was closed during the services. The body was taken to his former home in Worcester, Mass., and the interment was in the family plot at Ashland, same State. Mr. Oxley began as a druggist in Worcester, and after entering the wholesale branch of the trade traveled throughout the country, from one end to the other, and became one of the best-known salesmen in the United States. He was a member of the Chicago Veteran Druggists' Association, and was a regular attendant at the sessions of the N. W. D. A., N. A. R. D. and A. Ph. A. and its branches. He was particularly prominent in Illinois in connection with the Travelers' Auxiliary to the Illinois Ph. A.

### James T. State.

James T. State, a well-known druggist of Portland, Me., formerly of the firm of Butler & State, but of late years in

business for himself, is dead at the age of 47. He was formerly a printer. His affiliations were many. He was a Past Grand Knight, Past State Deputy, and a trustee of the Knights of Columbus and as a State delegate represented that order in several National conventions. He was also a member of the St. Vincent de Paul Society, the Portland Typographical Relief Society, Cumberland County Pharmaceutical Association, the Maine State Pharmaceutical Association, the Argonauts Association and a director in the Apothecary Publishing Co. He took an active interest in all that pertained to the retail drug business, and was a member of the committee on legislation for the State association.

### H. F. West, Sr.

After an illness of less than a week, H. F. West, Sr., one of the best-known drug men in Mississippi, and a native of Jefferson county, where he had been in the drug business all his life, died recently at Natchez. He was the proprietor of a drug store at Fayette when a young man, and later engaged in the same business in Natchez. About 25 years ago he began to travel for Finlay, Dicks & Co., of New Orleans, and he had but recently associated himself with the Parker Blake Company, of New Orleans. He was one of the best known traveling men in his State, and had served as president of the State Ph. A. and of the Travelers' Protective Association of Mississippi.

### Isaac Astor Jennings.

Isaac A. Jennings, 49, of the drug firm of Jennings & Brown, and Jennings & Co., Pittsburgh, is dead after a three days' illness. He was a graduate of Lincoln University with the degree of A. B. and also a graduate of the Philadelphia College of Pharmacy. In 1898, in company with his former schoolmates, the late Edward P. Brown and brother, Dr. John Brown, he established the first Afro-American drug store in Western Pennsylvania, known as Jennings & Brown's store, and located at 1010 Wylie avenue.

### Mrs. Alice Good.

Mrs. Alice Good, the wife of Prof. J. M. Good, pharmacist and member of the St. Louis College of Pharmacy staff for years and former president of the St. Louis R. D. A., died recently at her home, 3734 Westminster place. Mrs. Good was stricken with pneumonia a week before her death. She went to St. Louis in 1869, the year of her marriage, and was 70 years old. She left one daughter, Mrs. Theodore Conzelman. A sister, Mrs. A. H. Mason, came from the South for the funeral.

### Dr. J. T. Kinsler.

Dr. J. T. Kinsler, a pioneer druggist of Omaha, Neb., is dead following a stroke of paralysis. He was 71 years of age. He was a druggist in Omaha a number of years ago, with a store in the U. S. National Bank building at 16th and Farnam streets. He later left the city, only to return again. He was a member of the Knights of Columbus, Elks, Military Order of the Loyal Legion, and of the G. A. R.

## RECENT DEATHS.

— **James Curtley Simmons**, of Graham, N. C., is dead, after a long and prosperous career as a druggist. He was born in Dawson, Ga., Nov. 10, 1861, and beginning in boyhood as a clerk he went into the drug business for himself in Newton, N. C., in 1888. For the past 18 years he had conducted a successful pharmacy—the Simmons Drug Co., and afterwards the Alamance Pharmacy—in Graham. He also took an active part in municipal affairs, serving as first clerk of the fire department and for two terms as mayor. To his vigorous policy are due some very substantial improvements in the town. He was buried with Masonic and Pythian honors, and the services were attended by the local fire department in a body. He leaves a widow, two sons and two daughters.

— **Bernard Gilpin**, a brother of H. B. Gilpin, president of Gilpin, Langdon & Co., drug millers, and of the H. B. Gilpin Co., wholesale druggists, at 300 West Lombard street, died March 1 at a Baltimore hospital after an illness of five months. Mr. Gilpin, who was a son of the late Bernard Gilpin, a member of the old firm and afterward the senior,

was a member of the Western Sportsman, and had also followed ranching and hunting an enthusiastic hunter. With him H. B. G. was his habit years ago of spending weeks at a time to chase the big game of the Rockies and the Western States.

—**James T. Davis**, of Bowling Green, Mo., a druggist, recently died of cancer of the stomach in St. Luke's Hospital, St. Louis. He had visited St. Louis to get a diagnosis of his condition and was preparing to return home when death came. He leaves a widow and mother in Bowling Green, children, Miss Louise Davis, a kindergarten instructor in the O'Fallon school, St. Louis; Miss Dorothy Davis, of Bowling Green; Fred Davis, a chemist, of Bartlesville, Okla., and Robert Davis, a student in the University of Missouri.

—**LeRoy Seth Kellogg**, 72, retired business man and druggist of Westfield, Mass., is dead after a short illness. He went to California as a soldier, was a 1st lieutenant of the 42d Massachusetts Volunteers during the Rebellion, and in 1885 opened a drug store in Nassau, Rennselaer county, N. Y. Previous to that time he was in the drug business in Castleton-on-the-Hudson, and a former drug store of his in Little Falls is still conducted under the old name of Kellogg & Carrier. He was a Mason.

—**Glasecock Barrett**, 51, a well-known druggist of Augusta, Ga., is dead following a stroke of apoplexy. A member of one of the best families in Georgia, following his education, he entered the wholesale drug business with his father, the Hon. William Hale Barrett, and after a few years became the head of the firm of Barrett & McMaster. Subsequently he discontinued the drug business and went to Atlanta as a State official, and later became the manager of the Round Bale Cotton Co.

—**Kurt Pabst**, well-known in former years in New York pharmaceutical circles, died recently in Germany. While resident in America he was a member of the New York press clubs, German and American. He was the society editor of several German dailies published in this country. He was also active at one time upon the editorial staff of a Chicago daily. When he came to this country he was a pharmacist. He died at the age of 47 years. His birthplace was Eisenach.

—**William Bender**, 57, a retired pharmacist, formerly in business in Milwaukee, died recently at the home of his sister, Mrs. Henry J. Deuster, in Green Bay, Wis. Mr. Bender had made his home with his sister during the past year. Mr. Bender had been engaged in the drug business in Milwaukee for nearly 40 years and for many years had been located at 874 Greenfield avenue. He is survived by three brothers and one sister.

—**Thomas S. McConaughy**, 52, a druggist of 202 South Main street, Washington, Pa., is dead of heart disease, having been found dead in his store by a customer who entered for a prescription. He was born in Washington, had conducted the same store for the past 15 years, and previous to that had been employed as a druggist by L. S. Vowell. He was known as the "dry druggist," as he would not fill a prescription for intoxicants.

—**Mrs. Emma Shepard Carter**, wife of Dr. Melville Carter, president of the Resinol Chemical Company, of Baltimore, died recently at her home, 2900 North Calvert street, after a short illness of heart failure superinduced by diabetes. She was born near Winchester, Va., and was a daughter of William Henry Gold, a prominent educator of Frederick county, Va. Besides her husband, two sons, four brothers and three sisters survive.

—**John S. Draper**, 70, one of the oldest drug travelers in the Middle West, and for many years president of the Henry M. Rubel Co., of Cincinnati, for which he traveled, is dead following a stroke of apoplexy. He was a native of Adams, Jefferson county, New York, and for many years lived in Oskaloosa, Iowa. He was a 33° Mason. The funeral was held at Perry, Iowa, where he died.

—**Theodore W. Rohrbach**, 62, a well-known druggist of Baltimore, is dead after an illness of two years. For 40 years he had conducted drug stores in various sections of that city, and he was one of the oldest pharmacists there. He was born in Dresden, Germany, and his father, the late William Rohrbach, was for more than 50 years a director of the Dresden mint.

—**Acheson Calvin Anderson**, 56, for years in the drug business in different parts of Pennsylvania, died recently at the Mercy Hospital, Pittsburgh, after a short illness with pneumonia. Mr. Anderson went to Pittsburgh about 10 years ago and organized the Anderson Drug Co., which he conducted until his death. He was a member of several fraternal organizations.

—**Roy Thompson**, one of the best-known druggists of Bureau county, Ill., died in Spring Valley, his home city, recently, after an illness of but one week with pneumonia. He was a member of the Thompson Bros. Drug Co. His late father, E. G. Thompson, was for many years druggist and postmaster at Spring Valley.

—**Henry F. Beverforden**, a native of Germany, and for many years a druggist in business at Calhoun and Grand streets, Fort Wayne, Ind., died March 10, from dropsy. He went to Fort Wayne in the early 70's, and learned the drug business in John Wagner's drug store. He started in business for himself in 1877.

—**George Maxwell**, a native of Marion, Pa., who in 1865 entered the drug business with his brother at Champaign, Ill., is dead at the age of 74. The firm of Maxwell Bros. was the second drug firm in Champaign. Until 10 years ago, when he retired, he owned drug stores in Farmer City and in Litchfield.

—**Morris K. Sweitzer**, 55, for 27 years manager of the various stores controlled by the Caswell-Massey Pharmacy Co., and who for the past two years has been the lessee of the Freeman pharmacy, Amsterdam avenue and 82d street, is dead following a paralytic stroke. He was a native of Wilkes-Barre, Pa.

—**James Courtney Henning**, a pioneer druggist of Minneapolis, and a former president of the Minnesota Pharmaceutical Association, is dead at the age of 68. He was a native of Steubenville, Ohio, in 1846, and went to Minnesota 18 years later. He lived for many years in Stillwater.

—**Turner Adams Bowen**, president of the Bowen Drug Co., of Newport, News, Va., is dead of peritonitis, having been ill but two hours. He began life as a soda clerk in Klor's pharmacy, later studied pharmacy, and finally, after clerking for several years, entered business for himself.

—**William N. Allen**, one of the best-known business men in Havana, Ill., and a druggist in that town for more than 40 years, is dead after an illness of several months. He was born in Mason county 64 years ago, and had retired from active business at the age of 60.

—**Thomas B. Yates**, senior member of the drug firm of Yates & Dillon, who operated a store in Chillicothe, Ohio, for some time, is dead at the age of 80. He retired from the drug business some time ago and had prospered in the abstract and real estate business.

—**Mrs. J. A. Huegel**, mother of Henry O. A. Huegel, of St. Louis, president of the Missouri R.D.A., and former president of the St. Louis R.D.A., died of apoplexy while at a social function recently at Jefferson City, Mo. Mrs. Huegel was 67 years old.

—**A. C. Van Gilder**, 76, a prominent druggist of Point Pleasant, W. Va., who had been in bad health for a number of years, is dead. For 40 years he conducted a drug store in Point Pleasant, and he was, as a result, known all over West Virginia.

—**D. S. McKean**, head of the firm of D. S. McKean & Co., patent medicine manufacturers, 129th street and Park avenue, New York, died March 8 from heart disease at his home in New Rochelle. He was 61 years of age.

—**Willard S. Pugh**, postmaster and for many years a druggist at Greenfield, Ind., died at his home in that city recently at the age of 52, and leaves a widow and one son. He was 17 years a druggist in Indianapolis.

—**L. M. Ream**, 68, of Columbus, Ohio, is dead as a result of injuries received by falling from a street car. He had been in the drug business for 54 years, entering it as a boy of 14, and had a pharmacy at 779 East Long street.

—**W. A. Stanford**, 62, a druggist in Iowa, Florence, Kan.; Marion, Kan., and Wichita, same State, is dead from diabetes. In 1904 he left the drug business and became associated with a building and loan association.

—**E. A. Fink**, druggist, of South Bend, Ind., who was fatally shot by a would-be hold-up man, died about three weeks later. His assailant was a mere youth who simply intended robbery.

—**J. Leo Richards**, a druggist of the Woodlawn section of Pawtucket, R. I., is dead after a lingering illness. He was a native of Pawtucket and active in many church and fraternal organizations.

—**E. A. Fox**, a druggist, of Central Lake, Mich., was found dead recently in the basement of his store. He was 45 years of age, and leaves a widow and two children.

—**George Peters Vierling**, 80, for many years engaged in the wholesale drug business in Evansville, Ind., and known throughout the entire Ohio Valley, died March 10.

—**William McDonnell**, 29, formerly the owner of a drug store in Florence, Mass., in partnership with his brother, John, is dead after a long illness.

—**Charles E. Vestal**, who for many years was a traveler for the A. Kiefer Drug Co., Indianapolis, died at his home at Knightstown, Ind., recently.

—**Dr. John Warren King**, proprietor of King's drug store, Vicksburg, Miss., is dead. He was a descendant of the founder of Vicksburg.

—**Homer McBride Harr**, a druggist of Center Junction, Iowa, is dead by his own hand, following despondency due to the death of his wife.

—**Frank A. Merriam**, 38, a druggist of Malden, Mass., is dead after a fortnight's illness. He was a member of many fraternal orders.

—**David Pringle**, 64, a member of the firm of Maxim, Pringle & Brush, makers of soaps and perfumes, is dead.

—**Arthur E. Howard**, 38, owner of a drug store at 4455 North Clark street, Chicago, is dead from poison.

—**Albert S. Padrick**, 68, one of the best-known druggists in Kinston, N. C., is dead.

—**Harry P. Gylsen**, 33, a druggist, of New York City, is dead.

—**W. C. Funk**, 35, a druggist at Corydon, Ind., is dead.

One of the convention evenings will probably be devoted to a "smoker," with proper entertainment.

As for the general attractions by land and water, there is probably not another city on the Continent that offers the varied pleasures which Detroit holds out to the tourist and delegate. Belle Isle, connected by bridge with the city proper, is one of the most beautiful parks in the world. Surrounded by the two arms of the Detroit River at almost equal distance from the American and Canadian shores, its outside drive is one long feast, charming every inch. The county of Wayne, in which Detroit is situated, is famous for its fine cement motor roads. In every direction one may drive for miles over the smoothest of highways. The facilities for rowing, sailing, and all-day steamer excursions across Lake Erie or Lake St. Claire are ideal.

"Where to go" is the perplexing question where there is such an embarrassment of riches and the time is limited. Fortunately, the visitor to the August convention will be spared the necessity of choosing, for he will have the benefit of a carefully planned programme in the hands of men who thoroughly know the local field.

## Change of Date for the N. W. D. A.

The committee on arrangements for the National Wholesale Druggists' Association has been forced to change the date for the 1914 convention from the week of October 12 to that of September 21. This is due to the fact that a visit to French Lick Springs had been planned as one of the principal features of the entertainment programme and that it was found impossible to make the trip and be suitably accommodated at the time originally set for the convention. The 1915 meeting will be held in Southern California, and, while it has not been definitely decided, it is now thought that Del Monte will be the city chosen. C. F. Michaels, of the San Francisco firm of Longley & Michaels, is chairman of the committee having the 1915 meeting in charge, while William J. Mooney, of the Mooney-Mueller Drug Co., of Indianapolis, is looking after the executive end of the Indianapolis convention.

## NEWS FROM ASSOCIATIONS

### A. Ph. A. at Detroit.

In preparing for the August meeting of the American Pharmaceutical Association the various committees on entertainment, finance, and ladies' programme have gotten down to real work, with every determination to make the 1914 convention the banner meeting of the association. They have ample "steam" and funds at their disposal, backed up by the very rich attractions which Detroit offers as a convention city.

The Michigan travelers for the drug trade, headed by Frank Kerr, are making it possible to send the *Journal of the Detroit Retail Druggists' Association* to every druggist in the State. Each issue bears some interesting article or announcement pertaining to the August meeting.

It is expected that the visitors will wish to catch some glimpses of the huge industrial plants which have made Detroit the greatest manufacturing center in the world for drugs, automobiles, and stoves. The committee are shaping their arrangements so that small groups can make their own selections for sight-seeing at their convenience. Those desiring it will be welcome to inspect the world-famous Ford plant, or any of the large stove works, or the well-known manufacturing pharmacists.

Entertainment is to be provided for each evening during convention week, if this can be done without prejudice to the work of the various sections.

In addition to the regular steamer excursion to the St. Claire Flats, in which all the delegates and ladies will participate, a special boat ride is on the carpet, for ladies only, to charming "Bob-lo" (Bois Blanc), at the mouth of the Detroit River, where dinner will be served. Theater parties, card parties, and automobile rides will not be overlooked, though the committee are not yet able to make definite announcements.

### Druggists' National Home.

Pharmacists in New York City and vicinity have two methods offered them of assisting in the work of the Druggists' National Home—and we bespeak a general participation in both methods: They can contribute direct to the funds of the Home or can participate in the forthcoming bazaar, entertainment and ball at Saengerbund Hall, Brooklyn, April 14, 15 and 16. All the funds obtained from this entertainment and ball will go direct to the Home funds, and the programme, under the direction of the Retail Druggists' Protective Association, will be a most interesting one. Enough has been promised in the way of donations to more than cover the cost of the fair, and the programme committee—one of the strongest ever appointed in charge of a similar event in this city—are planning to turn over a handsome sum to the Home at Palmyra. It is not all up to the committee, however—let every druggist do his part for such a worthy charity. If you are willing to help, apply to the officers of the Retail Druggists' Protective Association, or to any one of the following members of committee: William T. Creagan, president; J. De Neergaard, treasurer; Thomas Lamb, corresponding secretary, 84 Court street, Brooklyn; programme committee: E. J. Woelfle, chairman; E. A. Ancelin, C. R. Avery, H. C. Bentheim, C. O. Bigelow, G. Brower, S. Bulkeley, L. Berger, M. D. Cadman, W. T. Creagan, G. R. Crist, O. Dieckmann, C. M. Davidson, R. Devine, L. J. Dilberger, S. E. Dorn, C. O. Douden, E. L. Ennis, D. C. Eccles, M. D., C. Friedgen, P. S. Gehris, A. Gardner, G. A. Grunbok, H. E. Hall, W. H. Hanson, H. Jacobs, T. Johnston, J. Kirkeby, H. J. Kempf, N. P. Kirk, J. L. Lascoff, V. Lind, A. G. Manulis, F. J. Morrisey, J. De Neergaard, S. L. Neier, A. Nyeboe, W. Pruss, F. Prager, C. H. Platt, F. H. Plate, R. Quassman, J. Roemer, C. Rubin, F. S. Ryer, R. W. Reid, O. Raubenheimer, J. H. Rehuss, E. Simon, S. Schoenfeld, J. Schmidt, F. Schaefer, G. C. Snyder, A. M. Schwallie, H. Sullivan, F. A. Sandman, J. Tenglesen, W. G. Turner, E. Wisbeck, O. Wicke, J. G. Wischerth, A. G. Wilson.

At a meeting of the Druggists' National Home, held in Chicago on March 9, it was decided that in view of the general feeling of the drug fraternity of the United States that the Home should be taken under the jurisdiction of the National Association of Retail Druggists, the following action should be taken: The trustees tendered the Home and the management of the same to the executive committee of the N.A.R.D., without any reservation whatever. The executive committee of the Retail Druggists' Association will hold a meeting at Chicago on April 6, to decide what shall be done in regard to accepting the offer.

Donations are still coming in to the Home, but a large payment must be made by April 8, and it is urged that would-be donors be generous in assisting the trustees at this time when money is more urgently needed than ever before. In writing to the ERA, Supt. Heimstreet says:

"Since we have advertised the place so well, other parties are trying to get the property, and we must pay for it at once in some way. Is there not some firm or manufacturing house who would make a loan for two years? It would be the biggest advertisement any firm ever had. Are there not 50 among our 48,000 druggists who would loan us \$1000 each? Won't some big-hearted firm make this loan secured by mortgage? It is very humiliating to the trustees to beg in this way, when it is for the public good, and we now make this last appeal to the drug fraternity.

"Won't you help us and see if there is not some way to get this \$50,000 at once? We have received recently from Fredk. Stearns & Co., \$100; Solon Palmer, \$100; Foster Milburn & Co., \$100; Borden Condensed Milk Co., \$500. Many have written us that as soon as the Home is under the jurisdiction of the N.A.R.D. they will contribute. But action must be taken at once."

## TRADE CUSTOMS ATTACKED AND DEFENDED.

### Members Drug Trade Section Hear Argument Favoring Marketing of Fir Balsam by Liquid Pound.

CHAIRMAN C. G. EULER called to order the March meeting of the Drug Trade Section of the New York Board of Trade and Transportation, held at 203 Broadway. Irving McKesson, chairman of the committee on tares, called attention to the Knight Assembly bill No. 490, which measure would amend the State weights and measures law so that exemption from labeling with the net weight of contents would be extended in the case of liquid goods of 2 fl. ounces, and under, the present limitation, to 6 fl. ounces and less. Mr. McKesson also advocated the changing of the trade practice of buying and selling fir balsam by the barrel on a basis of 8 liquid pounds. This practice was not understood by all dealers, and, moreover, the balsam was subject to a change in specific density of from a quarter to three-eighths of a pound to the gallon. This was due to the change in temperature to which it was subjected. He favored marketing on the basis of the liquid pound and would apply this to both the Canada and Oregon balsams. The matter was referred to the committee on jobbing druggists, and it is probable the trade will be circularized as to their attitude toward the proposed change.

Mr. McKesson favored the continuation of the trade custom relative to transactions in crude drugs valued at 10 cents or less per pound. This custom, he reported, has apparently been superseded by a provision of the New York weights and measures law which provides that sales in all instances be made on strictly net weight basis. The regulations made by Dr. Reichmann for the enforcement of the law provided for certain tolerances and variations and embodied all the provisions of the Section's book of tares, excepting the "10-cent rule," which permits the sale of crude drugs valued at 10 cents or less per pound on a basis of gross for net weight.

New York State houses would be at a distinct advantage, Mr. McKesson contended, in competing with out-of-the-State houses. If the purchaser should make reduction for actual or average tare the margin of profit for the seller would frequently be wiped out. Mr. McKesson recommended that dealers in the drugs coming under the law be urged to observe the "10-cent rule" until a suitable change in the law might be obtained or the observation of its present provisions be made general and compulsory. This matter was referred to committee on tares for action.

Frank L. McCartney, chairman of the executive committee, pointed out that some of the mercuric bichloride tablets now manufactured were too small to be stamped "poison," as required by the new Board of Health ordinance.

Dr. H. C. Lovis, chairman of the legislative committee, thought that he voiced the sentiment of the drug trade in asserting that the limitation placed on preparations containing heroin in the Harrison bill had been made too low. It should be one-quarter instead of one-twelfth grain. He approved the prohibition of the sale of hypodermic syringes and needles, except upon prescription. He recommended that the Senate be requested to amend Section 6, so as to provide for the sale of heroin in combination with other drugs in preparations to the extent of one-quarter of a grain. The legislative committee was given power to act in this matter.

To the committee on freight rates was referred the recent raising of Western freight rates on essential oils and phosphoric acid in carboys. Chairman Euler and C. A. Loring, chairman of the above committee, brought this subject before the Section.

## National Association, Boards of Pharmacy.

*Meeting of the Executive Committee together with the Advisory Committee, at Tampa, Fla., Feb. 20, 21.*

A JOINT meeting of the executive and advisory committees of the National Association of Boards of Pharmacy was held at the Tampa Bay Hotel, Tampa, Fla., Feb. 20 and 21. The following report is written from the minutes of the meetings as prepared by Acting-secretary C. E. Zinn and furnished through the courtesy of Ira B. Clark, of the publicity committee of the association.

The opening session of the committee was called to order by President E. Berger, of Tampa, with Mr. Berger, Mr. J. C. Burton, of Stroud, Okla.; L. C. Lewis, Tuskegee, Ala., and C. E. Zinn, of Kansas City, Mo., present, Secretary A. F. Sala being absent on account of illness. Mr. Zinn was elected secretary pro tem. Mr. Berger introduced President Ben J. E. Freer, of the Tampa Retail Druggists' Association, who welcomed the delegates to his city in a brief address, which was responded to by Mr. Zinn. Letters were read from President W. D. Jones and Secretary D. W. Ramsaur, of the Florida State Board of Pharmacy, who cordially greeted the delegates and expressed their regret at their enforced absence.

Messrs. H. C. Christensen, of Chicago; E. L. Brandis, of Richmond, Va., and Charles Geitner, of St. Louis, all of the advisory committee, were present and were invited to participate with the executive committee in its deliberations.

The report of the executive committee was called for and through Chairman J. C. Burton the following facts were presented:

Through the assistance of J. W. Gayle, of the Kentucky State Board of Pharmacy, the National association has been legally incorporated in Kentucky, an object the association has been seeking to accomplish for several years, as the incorporation gives the association a legal right to a seat in the next U.S. Pharmacopoeial convention. The Kansas State Board has become a member of the National body since the last meeting at Nashville. The copies of the annual proceedings were issued earlier than usual and sent to every State board of pharmacy, every college of pharmacy and every pharmaceutical journal in the United States. A great deal of effective work has been done by correspondence, both by the executive and advisory committees, with resulting increase of interest.

Following this report the president read letters from Ist Vice-President M. G. Beebe, of Burlington, Vt., and from 2d Vice-President John Culley, Ogden, Utah, both of whom offered valuable suggestions which were much appreciated by the members of the committee.

The secretary was instructed to call in all reciprocal blanks now in the hands of the various boards of pharmacy, to reimburse the boards the amounts paid for the same. New blanks were ordered printed with the understanding that in future all blanks must be obtained by applicants from the National secretary, and that a fee of \$5 must accompany each request. A motion was adopted to instruct the advisory examination committee to immediately take up the work of visiting boards of pharmacy during the examinations by such boards, under the direction of the president.



At the session of the advisory examination committee, with Chairman Christensen in the chair, a number of letters and questions received by the chairman in response to requests sent to secretaries of boards of pharmacy to send questions used by them, as required by article 5 of the by-laws, were read. The chairman presented two sets of questions as an illustration of the wide difference between the two examinations, showing clearly that one was entirely too elemental in character while the other was extremely theoretical, and entirely lacking in balance or distribution and practically useless in so far as they would enable one to determine the fitness of the candidate. The communications and questions were generally discussed, especially with reference to changes and suggestions deemed necessary in order to facilitate the bringing about of more uniformity in question and methods of examination. The chairman was instructed to take up by correspondence with the different board members and secretaries the advisability of making the changes necessary in order that examinations may become more generally uniform.

The communications received from the deans and faculties of colleges of pharmacy in reply to letters from the chairman asking them to give their ideas and suggestions with reference to examinations held by boards of pharmacy were read, many useful suggestions were presented and the committee was instructed to follow up this correspondence in order that this useful information may be received as soon as possible.

The chairman explained that much work had been done looking toward the preparation of sample sets of questions, and it was shown that a meeting of the committee was necessary in the near future in order that questions might be tabulated and methods devised. The importance of visiting a number of States that are members of the association with the view of suggesting changes in methods of conducting examinations, and non-members with a view of having them become members was discussed, and the importance of this personal contact with board members clearly shown.

At the final session of the executive committee it was the sense of the meeting in regard to the work of the advisory examination committee that much good had been accomplished. It was evident from the examination questions submitted to this committee by the different States that the differences in these examination papers vary to the extent that many changes must be made by a number of States in order to bring about uniformity consistent with the requirements of reciprocity. The good judgment of the National association in establishing this committee was apparent. The plans for aiding and suggesting improvements in examination methods and questions were approved.

The advisory examination committee was instructed to meet at the earliest possible date, at St. Louis, that city being considered the most accessible and economical place to devote such time as may be necessary to the tabulation and work of completing questions and methods, the same to be available to the members of the National association in accordance with the instructions of the Nashville convention.

The chairman of the advisory examination committee was requested to notify all members of boards of pharmacy members of the National association upon the completion of their work, advising them that the questions were available on request.

The chairman of the executive committee was designated to draw an amendment to the constitution, permitting honorary members to serve on committees of the National association, the same to be presented at the Detroit meeting.

The secretary was directed to revise the list of officers and members of all boards of pharmacy in the United States, same to be incorporated in his annual report at the Detroit meeting.

A vote of thanks was extended to President Berger and the druggists of Tampa, as well as to the daily press, for the many courtesies shown to the members of the committees during the meeting.

#### City of Washington Branch, A.Ph.A.

THE February meeting of the City of Washington Branch of the American Pharmaceutical Association was held at the National College of Pharmacy. More than 30 members and guests were present at 8:15, when President W. S. Richardson called the meeting to order, and this number was considerably augmented by late arrivals. Mr. Richardson introduced Martin I. Wilbert, of the Hygienic Laboratory, Public

Health Service, whose subject was announced as "What the American Medical Association has done, and what the American Pharmaceutical Association proposes to do, with regard to the Patent Medicine Problem."

Mr. Wilbert entered a general and most enthusiastic discussion of his subject, outlining the history of the growth of the patent medicine business, the efforts of the American Pharmaceutical Association to curb this growth, the efforts of the press to control it, and the manner in which the American Medical Association has dealt with it. It was pointed out that the American Pharmaceutical Association had, as early as 1853, recognized the evil of the growing patent medicine business and had then adopted resolutions for its suppression. Each passing 10 years seemed to revive interest in this subject, but nothing more definite than a number of good resolutions has resulted to the present time. Judging from the manner of appointment of the present committee, the conditions leading up to its selection, and the attitude of the association, however, it was stated that it would be unfair to believe the present interest temporary, but, on the contrary, every indication points to the accomplishment of good. The conditions under which the American Medical Association undertook its work against patent medicines, and how this work is being carried on, Mr. Wilbert elaborately detailed. A number of the publications of that association to enlighten the public in this crusade were exhibited and discussed. These were passed around for inspection.

S. L. Hilton, J. Leyden White, Dr. F. B. Campbell, Dr. Henry E. Kalusowski and a number of others praised the American Medical Association for its stand, and pledged themselves to heartily support our association in its combat against this evil.

The secretary, Henry B. Floyd, then read a paper covering his observations with regard to the laboratory equipment of local pharmacies. The scarcity of proper reference works, the inaccuracy of scales, weights, graduates and containers, and the utter lack of sufficient laboratory equipment was lamented, and the belief was expressed that the only remedy for these conditions rests in a new pharmacy law, by pharmacists, and for pharmacists. Numerous inaccuracies which have caused unthinking, but wholly conscientious, druggists to be haled into court were cited, and the avoidance of similar mistakes outlined.

A very vigorous discussion, lasting more than an hour and a half, followed, when the meeting was adjourned.

#### Chicago Branch, A.Ph.A.

PROF. JOSEPH P. REMINGTON honored the Chicago Branch of the American Pharmaceutical Association with a visit and led the discussion of the evening on "Progress of Pharmacopoeial Revision." The meeting was very well attended. Many pharmacists, chemists, editors, teachers and students from the pharmaceutical schools of Chicago and vicinity, all friends and admirers of Prof. Remington, were present.

Prof. Remington brought out the fact that the revision of U.S.P. VIII is nearing completion and that U.S.P. IX will undoubtedly be in the hands of the publishers this year, possibly by July 1. He spoke of the large publicity being given to the work of revision and referred to the fact that according to the wish of the 1910 convention, all changes in and additions to the text of the new Pharmacopoeia are to be published for comment and criticism before the matter goes to the printer. These changes and additions in the text of the chemicals have already been published (see J.A.Ph.A. for Dec., 1913), the copy of the text for the crude drugs will be published during March and April and the material on the volatile oils and pharmaceuticals will immediately follow. The final date for the reception of criticisms by the Revision Committee will be announced with the last of the copy.

Prof. Remington spoke of the inclusion of Mercuric Chloride Tablets in the U.S.P. and the selection of the most desirable form for their administration. The subject is exceedingly important and suggestions are wanted. The definition of a "Poison" has been put up to the Committee of Revision and the Professor humorously offered a prize of a \$5 gold piece for a definition that would be acceptable to the committee. He discussed the admission to the Pharmacopoeia of substances known as protected, proprietary or patented, and was inclined to oppose the admittance of such substances.

The address of Prof. Remington was received with much applause. Then ensued a very interesting and profitable discussion of the address. Wilhelm Bodemann, member of the Committee of Revision, extended a welcome to Prof. Remington.

Dr. Bernard Fantus, pharmacologist at the U. of I. Medical College, questioned the advisability of any tablet form, particularly a colored tablet, for dispensing bichloride, especially in view of the increasing use of candy medicaments in tablet or lozenge form.

Fred Meissner, of the U.S.P. Board of Trustees, believed that the present attention given to the dangers of bichloride tablets was largely due to newspaper notoriety and that if newspapers editors could be persuaded to omit the name of the poison in the published accounts of suicides the danger of suicidal waves from particular poisons would be largely averted. In his extensive experience as a retail pharmacist he had never personally known of an accidental poisoning from bichloride.

Secretary Thos. Potts, of the N.A.R.D., spoke very strongly against the bichloride tablet, stating that the U.S.P. should not recognize it and that this extreme poison should never be sold except on physician's prescription and then only in solution.

Secretary Light, of C.R.D.A., said that the sale of bichloride tablets could be regulated in Chicago by city ordinance just as had been done in the case of phenol, cocaine, heroin, etc. He stated that recently a newspaper reporter came to him in regard to the sale and use of heroin in Chicago and had been informed that members of the C.R.D.A. strictly adhered to the municipal code. Later the reporter attempted to buy heroin in 27 drug stores located in different sections of the city and in every case was refused the drug.

C. P. Van Schaack, of the wholesale trade was warmly in favor of some regulation over the sale of bichloride.

Editor Hugh Craig, of the *Journal of the N.A.R.D.*, endorsed the idea that corrosive mercuric chloride should be sold only on physicians' prescriptions. He referred to the suicidal cycles, lately phenol, now bichloride, next something else, each fostered by newspaper notoriety. He favored the addition to the U.S.P. of definite and important medicaments even if patented.

Prof. W. B. Day referred to Dr. Cohen's famous definition of a dose—"A dose is enough," and said then that a poison might be defined as "A poison is too much."

Dr. H. M. Gordin, member of the Revision Committee, humorously defined a poison as those substances listed by a suitable committee of learned gentlemen as such. Prof. Remington refused him the prize.

Prof. A. H. Clark, of the Revision Committee, said that the wide divergence of opinion as brought out in the discussion of the evening on one or two topics only illustrated some of the difficulties Prof. Remington, as chairman of the committee, had to overcome in harmonizing on many subjects just as great differences of opinion in the committee. He was sure that U.S.P. IX, however, will rank, as does now U.S.P. VIII, the premier pharmacopoeia of the world.

Prof. George D. Timmons spoke of the U.S.P. doses, which Prof. Remington had criticised as of no legal value, and held that the average doses were of much value to teacher and student, pharmacist and even physicians.

Prof. C. W. Patterson favored the radical regulation of the sale of bichloride tablets and expressed, he was sure, the opinion of the entire audience, his pleasure in hearing the very interesting and instructive address and discussion of the evening.

Prof. C. M. Snow spoke of the very complicated formula proposed for fluid extract of squill. Prof. Remington thanked him for the criticism and again asked for comments favorable or unfavorable on the text as now being published, stating that such comments would invariably receive the attention of the committee.

Secretary Gathercoal, of the Chicago branch, announced the subject of the March meeting "The Preparation of Diphtheria Antitoxin." Dr. H. M. Letton will lead with an illustrated lecture on the subject. All present, as well as others interested in this subject in Chicago and vicinity, were invited to attend the March meeting.

He moved a vote of thanks to Prof. Remington for his very generous service to the branch on this occasion. There was a unanimous response in a rising vote.

At the March meeting of the Chicago branch an illustrated

lecture on the "Production of Diphtheria Antitoxin," by Dr. H. M. Letton, of the Research Laboratory of Parke, Davis & Co., was a feature. Dr. Letton displayed with the lantern some 50 very fine views, fully illustrating each important step in the process of preparing antitoxin. His lecture, remarkable for its clearness and interesting detail, was very favorably received. The lecture was followed by a discussion which included not only diphtheria antitoxin but also the present therapeutic status of antitetanic serum, typhoid vaccine and other serum products. The meeting adjourned with a hearty vote of thanks to Dr. Letton.

## N.J.P.H.A. COMMITTEE AMENDS PHARMACY ACT

Measure Is Reported Out of Committee and Is Now Before Assembly—Bars Up on Laudanum Sales.

THE new Pharmacy Act of the New Jersey State Pharmaceutical Association, drafted and amended by that organization's legislative committee, consisting of S. D. Woolley, Ocean Grove, chairman; J. C. Gallagher, Jersey City; George M. Beringer, Camden; Isaac J. Keuper, Trenton, and David Strauss, Newark, has been reported out of committee and is before the State Assembly. The measure is known as Assembly bill No. 282. The following amendments, all proposed by the above-named committee, are now under consideration:

Strike out in the title the words "and an act entitled." "A supplement to an act entitled 'An act for the punishment of crimes (Revision 1898),' " approved April thirteenth, one thousand nine hundred and eight."

### Section 4:

Page 6—line 9—after the word "employment" insert the words "of apprentices," after the word "stores" strike out "of apprentices."

### Section 6:

Page 6—line 5—strike out the words "a college" and insert the words "the school."

### Section 10:

Page 9—line 1—at end of line insert "or the license of a storekeeper in drugs, or the license of an itinerant vendor of drugs."

Page 9—line 3—after the word "Jersey" insert "upon notice in writing to such applicant for or holder of a license or certificate and after a hearing thereon."

Page 9—line 11—strike out the word "of repeated violations" and insert "twice of a violation of Section 17 of this act, or the holder of a certificate or license has been guilty of continuous and willful violations."

### Section 10:

Page 10—line 5—strike out "to undergo."

Page 10—line 6—strike out "or either" and the quotation marks after "both."

### Section 15:

Page 11—line 2—after the word "English" insert "affixed," after the word "show" insert "from the outside."

### Section 16:

Page 11—line 2—after the word "mind" insert "or under the influence of liquor."

Page 13—line 40—after the word "till" insert "altered or," after the word "rules" insert "or the laws of the State of New Jersey."

Page 13—line 57—strike out the quotation marks after "years" and insert a period.

Page 13—line 58—strike out the word "or" and insert "Provided, further, that the provisions of this section of this act shall not apply."

Page 14—line 82—strike out "bella donna" and insert "belladonna."

Page 14—line 83—insert a comma after the word "colchicum."

### Section 17:

Page 15—line 2—strike out "betaoucaïne" and insert "betaucaïne."

Page 16—line 31—strike out the word "less" and insert the word "not more."

Page 16—line 36—strike out the words "to preparations containing opium and recommended and sold in good faith for diarrhoea or cholera, each bottle or package of which is recommended by specific directions or use, or." On line 41 strike out the quotation marks after "use" and the words "or to the sale

of laudanum for legitimate purposes to persons not addicted to its habitual use" and insert a quotation mark after "use."

Page 16—line 54—strike out the word "and" and insert the word "or."

Page 17—line 82—strike out the word "provision" and insert the word "section"; on line 84 strike out the words "and undergo an" and insert the word "or"; on line 85 strike out the words "or either," and the quotation marks after "both."

#### Section 21:

Page 21—strike out this section from line 1 to the end of line 12 on page 22 and insert the following:

"21. It shall be the duty of the Prosecutor of the Pleas in their respective jurisdiction to prosecute all violations against the provisions of this act before a proper and competent judicial tribunal and wherever this act provided for the imposition of a money fine only, such Prosecutor of the Pleas shall in the name of 'The Board of Pharmacy of the State of New Jersey' institute and prosecute such offender in any court of competent jurisdiction therefor; and such money penalty when recovered and all other fines when imposed under the provisions of this act and paid, shall be by such Prosecutor of the Pleas promptly transmitted to the said Board."

#### Section 25:

Page 22—lines 7-8-9—strike out the word "An Act entitled 'A supplement to an act entitled 'An act for the punishment of crimes (Revision 1898)'" approved April thirteenth, one thousand nine hundred and eight."

### G.A.S. PROCEEDINGS ROUTINE IN NATURE.

#### Letters of Thanks Received from Families of Deceased Members—Destitute Colleague Is Assisted.

THE proceedings of the March meeting of the German Apothecaries' Society, called to order by President Chas. F. Klippert, were mostly of a routine nature. Treasurer Robert S. Lehman reported that the expenses for the recent 63d annual celebration had totaled a little under the sum of \$100. Letters were received from the families of the recently deceased members, Albert S. Bischof and Emil Kuester, thanking the society for its floral tributes.

F. A. Bongartz submitted a letter from a destitute colleague who requested aid, and described the case as a worthy one and solicited the assistance of the society. Felix Hirseman moved that the sum of \$25 be appropriated for this purpose, but George T. Riefflin suggested that the members present contribute. Considerably more than the sum named in the motion was raised, and Mr. Bongartz was requested to present the money to his colleague. The members rose in honor of the memory of the deceased members, Charles S. Erb, Emil Kuester and Albert S. Bischof, the last-named, as was pointed out by President Dr. Klippert, having been one of the oldest members of the society and in former years one of the most active.

Paul F. Gebicke, custodian of the mortuary fund, reported that Messrs. Bischof and Kuester had been members, and that checks had been sent to their families. Fred Schaefer, in connection with the presentation of this report, argued on the advantages of the fund to the families of deceased members. Upon his suggestion, himself, and Messrs. Gebicke and Diehl were appointed as a committee to give the fund wider publicity.

S. V. B. Swann, chairman of the legislative committee, stated that there was not much to add to his extensive report of the previous meeting, except that the commissioner of weights and measures is again placing difficulties in the way of the pharmacists. The local Pharmaceutical Conference has the matter in charge. Mr. Swann called attention to the passage in the State Assembly and Senate of the working-men's compensation bill and stated that the measure would very probably be signed by the Governor. It had been amended only in so far as concerned the appointment of commissioners to represent the various parties.

By vote, the by-laws and constitution were changed so that the monthly dues for regular members are now 60 cents, instead of 50, as previously, and 30 cents for associate members, instead of 25. This action was taken as a result of the conference held by Messrs. Gebicke, Lehman and Stolzenburg on the recommendation made by the president in his recently presented annual address. Members will be notified by circular relative to the change.

Otto P. Gilbert, chairman of the entertainment committee, recommended that the annual Summer outing be held at Witzel's Pavilion, College Point, as usual, the date to be Thursday, June 18. Definite arrangements for this event were left to the entertainment committee.

George T. Riefflin reported that a conference had been held with a N. Y. C. P. Alumni Association committee for the purpose of arranging the dates of the society's annual celebration and the alumni association's annual ball so that they would not come so close together. This year the two events were only a night apart, an inconvenience to members who wished to attend both.

Robert Lehman, treasurer of the European trip committee, again urged the members desiring desirable cabins to make early application for the same.

The periodicals and magazines which have accumulated during the past year were sold at auction to the members by President Dr. Klippert. George Leinecker, recorder of the society, arranged the "mags" for the sale. A vote of thanks was extended to these officers for their work in connection with the sale.

Martin Heldt, 1272 Boston road, was proposed for membership.

### DR. CURT WIMMER LECTURES ON COLLOIDS.

#### Norwich Pharmacal Co.'s Offer of Coffin Shape for Tablets Accepted—Propaganda Meeting of N. Y.

Branch to be Held in May.

THE feature of the regular monthly meeting of the New York Branch of the A. Ph. A., held at the College on March 9, was an intensely interesting and comprehensive lecture on "Colloids and their Importance in Pharmacy," by Dr. Curt Wimmer, of the College. About 50 members and visitors were present.

After disposing of routine preliminaries, in the course of which Treasurer Joseph Weinstein reported a balance of \$99.87 in the treasury, Chairman Army called for the report of the committee on legislation, which was read by Dr. Mayer, in the absence of the chairman, Dr. Wm. C. Anderson.

Mr. McElhenie read a letter from G. M. Beringer, president of the Council, which favored the adoption of the coffin shape as the official form for tablets of mercuric chloride in the new edition of the U. S. P. It was announced that the Norwich Pharmacal Company, of Norwich, N. Y., which holds the patent and proprietary rights in this form of tablet, had magnanimously offered to assign all its rights to the A. Ph. A., without cost to the association. All necessary legal transfers would be made by the company, so that it would be illegal for anyone to use the coffin shape for any form of medication or other preparation except bichloride. The regulation of the shape or color of bichloride tablets was opposed in a letter from Hugh Craig, forwarded by President Beringer, in which Mr. Craig took the position that all regulation in this direction was useless, as 95 per cent. of deaths or "accidents" from bichloride are from suicidal attempts, and persons bent on self-destruction will use coffin-shaped tablets as quickly as any others. In reply, President Beringer pointed out that although Mr. Craig's statements were largely correct, he seemed to have missed the point of the proposed regulation. A distinctive and official shape for mercury tablets is only one safeguard, but a very important one. It was then moved and seconded to accept the offer of the Norwich Pharmacal Company, which motion was passed, as well as a vote of thanks for the public spirit and generosity shown by the firm. The question was raised as to whether the sale without prescription of any other soluble and poisonous compound of mercury, such as the cyanide, would be an infraction of the present ordinance. No one seemed to have definite information on this point.

Mr. Berger, for the committee on professional relations, reported that as the season was very far advanced, no joint meeting with the County Medical Association would be held, but that a propaganda meeting in May would be arranged, at which it was hoped Professor Remington would be present to tell about progress with the new Pharmacopoeia.

The report of the committee on the progress of pharmacy, by Dr. Diekman, included accounts of the determination of acetoacetic acid in urine; the determination of albumen in urine in the presence of hexamethylenetetramine by the Esbach

method, the necessity for testing for free iodine in preparing cod liver oil, and the use of perfectly fresh oil. Dr. Dickman also reported several adulterations. Parinol wax was found by two German investigators to contain no wax at all, being a mixture of spermaceti, tallow, and paraffin; while "Boranium berries" were not berries, but a compound of invert sugar, glycerol, and peppermint oil, exploited as an obesity cure.

In the discussion, Otto Raubenheimer commented on the first two papers, while Dr. Weinstein stated that the Esbach method was fast becoming obsolete, and both he and Dr. Mayer favored the acetone method for albumen. John Roemer was of the opinion that great accuracy was not a desideratum in albumen tests. The mere fact of the presence of albumen in urine was the most important thing from the standpoint of diagnosis, and hair-splitting accuracy was wasted.

Dr. Wimmer traced the development of our views of colloidal substances, showing that the scientific study of these bodies is only about 15 years old. Graham made the first comprehensive investigations of colloids, forming the name for the new substances from the Greek "kolla"—glue. Graham prepared colloidal solutions of chromium hydroxide and other metallic compounds. In the nineties, Bredig changed many metals into the colloidal state, and about the same time the invention of the ultramicroscope gave an additional impetus to the study. It was soon seen that Graham's division of all substances into crystalloids and colloids was no longer valid, as practically all bodies were capable of assuming the colloidal state under proper conditions. According to Ostwald's classification, all substances experimented with are called dispersoids. These are divided into coarse suspensions, in which the diameter of the particles is greater than  $0.1 \mu$ ; true colloids, where the diameter is between  $0.1 \mu$  and  $1 \mu$ ; molecular solutions, where the particles are of a still smaller size; and ionic solutions, the last two classes being the true solutions. Nine cases of colloidal solutions are possible theoretically, according as we have a solid, liquid, or gas dissolved in a solid, liquid, or gas. The case of a colloidal solution of a gas in a gas is not known, however.

Among these possibilities, the cases of a solid in a liquid, or a "suspensoid," and of a liquid in a liquid, or "emulsoid," are by far the most important. The suspensoids are represented by the colloidal solutions of silver used in medicine. They have practically the same viscosity as water, the particles show the Brownian movement, and are charged electrically, and can be coagulated by oppositely charged particles, such as the ions of an electrolyte.

The emulsoids are exemplified in a solution of albumen in water. They evince great viscosity, which has a very large temperature coefficient; show pseudo-fluorescence, carry no electric charge, and have the power of gelatinizing or swelling.

In preparing colloids, we can pass either from the coarse suspensions, or from the molecular solutions. By grinding osmium with water, it passes into colloidal solution. Light is also effective in forming colloids, to some extent, as is shown with silver. The electric current is the means most commonly employed for producing colloidal solutions of metals, and most of the metallic solutions now on the market, are prepared by the action of an electric current under water, acting between suitable metallic electrodes.

Of great importance to the pharmacist is the inability of colloidal substances to pass through semi-permeable membranes. Dr. Wimmer showed many forms of modern dialyzers, and illustrated his remarks by experiments, all of which "worked."

Among the general properties of colloids are the Brownian movement of the particles, caused either by gravity, or by the bombardment of the particles by the molecules of the solvent; the lack of osmotic pressure; and the Tyndall effect, seen when a beam of light is passed through a colloidal solution. The low osmotic pressure and non-effect on freezing and boiling points indicate an enormous molecular weight. The sign of the colloidal particles depends on the solvent, some substances having a positive charge in water, for instance, but a negative sign in oil of turpentine.

Gelatinization of colloids is caused by a change in hydration, and can be brought about by concentrating, or by adding an electrolyte. Jellies are now thought to be spongelike structure, with interstices filled with colloidal solutions. The coagulation of colloids can be shown by adding sulphuric acid to a solution of ferric hydroxide. The electric charges of the colloidal par-

ticles are neutralized by the positive hydrogen ions of the acid, and the customary red precipitate of ferric hydroxide comes down. Adsorption is another phenomenon displayed by colloids. It is due to the enormous development of surface, which affects the surface tension of the surrounding solvent.

Many interesting reactions may be carried out in jellies. It is then noticed that the reactions always take place in rings. This phenomenon is probably connected with the annular structure of wood in trees, the layers in agate, and the laminae of oyster shells.

Most of the common articles and materials in daily use are colloidal in nature. Man himself is a complicated colloidal system, "polyphasic and heterogeneous." The kitchen is a veritable colloidal laboratory, and scientific cookery must study the reactions of colloids in meats and other foods. The chemistry of beer is now based almost entirely in colloidal reactions, and it is possible to predict what type of beer will be produced from any given materials or processes. The color of gems is due to traces of colloidal matter, such as chromium and manganese.

Directly connected with pharmacy are such effects as enzyme reactions, which take place in colloidal systems; and the serum and other tests, such as the Wassermann reaction, while most physiological processes are colloidal phenomena. Many colloidal metals, as silver, copper, iron, vanadium, are now employed therapeutically, and many more compounds are being studied. Catalytic actions are in some cases due to colloids. Dr. Wimmer estimated that about 80 per cent. of all pharmaceutical preparations are colloidal, including tinctures, extracts, emulsions, liniments, resins, etc. Cold cream is a colloidal solution of several solids and liquids, while Monsel's solution is a colloidal solution of ferric hydroxide in ferric sulphate. The ferric hydroxide used as an antidote for arsenic acts by adsorption, and not chemically. When the antidote is prepared so as to carry the same electric charge as the arsenic, it is no longer effective.

The lecture was discussed by Messrs. Roemer, Diner, Raubenheimer and Mayer, and a vote of thanks was tendered Dr. Wimmer and his assistant, Dr. Jeannot Hostmann.

## BICHLORIDE ORDINANCE "ABSOLUTE FARCE."

This the First Administration in Which Druggists Could Not Get Hearing Before Health Board.

DR. WILLIAM C. ANDERSON, chairman of the legislative committee, presented an interesting report at the March meeting of the Kings County Pharmaceutical Society, called to order by President H. B. Smith. Dr. Anderson stated that study of the recently enacted Board of Health mercuric bichloride ordinance had shown that the measure is "an absolute farce." He pointed out particularly that no distinctive form or color of tablet was specified, and that the last paragraph of the ordinance had evidently never been completed since it excepted "any preparation containing one-tenth of a grain or less bichloride of mercury."

"Never in any previous administration," asserted Dr. Anderson, "have druggists been denied a respectful hearing by the Board of Health. Even this has been denied by Dr. Goldwater. The ordinance gives signs of having been drawn up by a subordinate. The measure provides only for sale at retail; a physician can sell or give away the tablets."

"The Blauvelt Bill, No. 5, has been reported out of committee and is now before the Senate. A circular letter had been sent to members of the Senate objecting to the bill upon seven different points." These points were as follows:

1. Confining bichloride sales to physicians' prescriptions places an unnecessary burden and expense upon the public without accomplishing the object sought.

2. The physician is the only one who would benefit by such a regulation.

3. The act permits physicians to dispense tablets of any color or form, thus eliminating the educational advantage of a specific color or form.

4. The boxes and envelopes used as containers in compounding prescriptions of this drug and the dispensing of the same by physicians, which is permitted under the act, offer the greatest danger of accidental poisoning.

5. Bichloride of mercury is extensively and necessarily used for other than medical purposes and purchasers for such other purposes should not be compelled to pay a doctor's fee in

order to conduct their usual business, which is no concern of the doctor and in which his services are not required.

6. Morbidly inclined people who wish to commit suicide will do so regardless of the restrictions placed around the sale of any drug or other article capable of destroying human life, and if they prefer bichloride of mercury as the means of carrying out their desires, will not hesitate to pay the doctor's fee to obtain it.

7. A law that would simply specify that bichloride of mercury in tablet form when sold, dispensed or given away, by any person, should be in glass containers and of a specified shape and color would be reasonable and just, and effective in protecting the public, and be free from the earmarks of filling someone's coffers without requiring necessary service therefor.

"The Boylan-Kerrigan narcotic bill," said Dr. Anderson, "is not likely to pass. It is strenuously opposed by physicians who do not want their patients to know what narcotics are being prescribed for them. It probably won't pass this term."

Dr. Anderson presented an outline, printed copies of which were distributed among the members, showing just what legislative measures affecting the retail drug trade were opposed and which ones were favored. The bills opposed are the Blauvelt Senate, No. 5; Heffernan Senate, No. 243; Wheeler Senate, Phillips Assembly, No. 59; Knapp Assembly, No. 204; Frawley Senate, No. 270; Boylan Senate, Nos. 26, 35 and 331; Kerrigan Assembly, No. 439; Dubamel Senate, No. 375, and Nelson Assembly, No. 279. The bills favored are the Suffrin Assembly, No. 210; Walters Senate, No. 427; Seelye Assembly, No. 607; Nelson Assembly, No. 457; Ahearn Assembly, No. 712; Ahearn Assembly, No. 713.

Speaking on the Blauvelt bichloride bill, Jacob H. Rehffuss, president of the N.Y.S.P.A., stated that according to recent Board of Health statistics, 11 deaths had resulted from just 34 cases where this poison had been taken accidentally. "Some of these cases were undoubtedly suicides and the families have concealed the facts."

Mr. Rehffuss doubted if the Walters bill could ever be gotten out of committee. This bill if enacted would make the pharmacy act supersede the "one day of rest in seven" law. "The State association legislative committee is not entirely to blame for present conditions," asserted Mr. Rehffuss, discussing the manner in which the labor law had been passed without protest. "The Board of Pharmacy is as much to blame as anyone. The board members should take more interest in these things."

In closing the discussion of the legislative situation, Dr. Anderson called attention to the Stevens bill, H.R. 13305, relating to price registration. "This legislation would be a great advantage to the retail drug trade."

Upon the suggestion of Adrian Paradis, a resolution was unanimously adopted approving the recommendations of Dr. E. H. Bartley, made at the recent joint propaganda meeting at the college and which related to the propriety of providing shorter names for U.S.P. and N.F. preparations. The resolution was referred to the Kings County Medical Society for its approval. The secretary was directed to write a letter of thanks to John Roemer, chairman of the N.Y.S.P.A. propaganda committee, for his work in connection with the joint meeting referred to above.

Treasurer Adrian Paradis reported a balance on hand amounting to \$326. Wm. F. Morgan, who has charge of the society's detail work, was appropriated the sum of \$100.

#### M.A.R.D. TAKES STAND ON PENDING MEASURES

##### Members Oppose the Frawley Bill and Favor the Stevens Bill—Mass Meeting at New York C.P.

THE Metropolitan Association of Retail Druggists went on record as opposing the Frawley bill and as favoring the Stevens' price maintenance bill, at a meeting held March 24, at the New York College of Pharmacy. The members also recorded their opposition to the present Board of Health bichloride of mercury ordinance. In the absence of President R. M. McCutcheon, 1st Vice-President Jacob H. Rehffuss called the meeting to order and Secretary-Treasurer Louis Berger officiated in his official capacity. Mr. Berger asked that his offices be separated and that a new treasurer be elected. Henry E. Oates was elected.

Dr. Wm. C. Anderson introduced a resolution to the effect that the association hold a mass meeting in the college building

to further the advancement of the Stevens price maintenance bill, and that the American Fair Trade League be requested to co-operate toward making the affair a success. The members unanimously concurred and Friday, April 3, was set as the probable date for the mass meeting. Dr. Anderson, Louis Berger and Alexander Gardner were appointed as a committee of arrangements. Dr. Anderson stated that prominent speakers would be secured from Washington and that the Fair Trade League would interest the other trades. Besides favoring the Stevens bill by resolution, the members were instructed to inform their Senators and Congressmen relative to their attitude.

A set of by-laws, prepared by Peter Diamond and read by Dr. Anderson were adopted as a whole as amendments to the by-laws of the old Metropolitan Association of Retail Druggists. The name of the old organization was retained for the reason that the old charter may be utilized and the members thus be relieved of individual responsibility. Furthermore, a fund of \$50 or more is on deposit in a local bank to the credit of the old M.A.R.D. Secretary Louis Berger thought that by reviving the old organization this sum could be secured. Chairman Rehffuss and others at first favored a new name.

According to the revised by-laws, any registered pharmacist who is a member of the N.A.R.D. is eligible for membership, but must be passed upon by a committee. The president, vice-president, secretary and treasurer will serve one year. Chairmen of committees constitute the board of trustees. Meetings will be held on the third Tuesday afternoon of March, June, September and December. Ten members constitute a quorum. The annual meeting will be the December meeting. The chairman may call special meetings upon the written request of 10 members. Ernest Berger, of Tampa, Fla., formerly president of the Florida State Board of Pharmacy and now president of the National Association Boards of Pharmacy, was present as a guest.

#### Minnesota Ph.A.

The 30th annual convention of the Minnesota Ph.A. was held at the West Hotel, Minneapolis, in February, with a large attendance and marked interest. Nearly 500 persons registered, including the members of the Travelers' Auxiliary, and visitors. The gathering was welcomed by President W. A. Abbett, and by Mayor Wallace G. Nye, of Minneapolis, himself a pioneer druggist. The reports of officers showed the association to be larger than a year ago, and in better financial condition. There were a number of interesting addresses, including one by Prof. J. P. Remington, of Philadelphia. The following officers were elected: President, Max Menzel, Pipestone; 1st vice-president, Miss Evelyn Williams, Minneapolis; 2d vice-president, R. J. Messing, St. Paul; 3d vice-president, S. B. Carlson, Willmar; secretary, Dr. E. L. Newcomb, Minneapolis; treasurer, L. J. Aberwald. The following were nominated for appointment to the State Board of Pharmacy: R. J. Messing, St. Paul; M. D. Martin, Northfield; W. A. Abbett, Duluth; F. M. Parker, St. Paul; E. W. Reitzke, St. Paul. The Travelers' Auxiliary elected the following officers: President, W. R. Mandigo; 1st vice-president, T. J. McMillan; 2d vice-president, W. B. Fields; 3d vice-president, Walter Strickland; secretary, G. Hammond Brown. The Northwestern Branch of the A.Ph.A., which met at the same time, elected the following officers: President, C. T. Heller, St. Paul; vice-president, A. D. Thompson, Minneapolis; secretary and treasurer, Prof. E. L. Newcomb, Minneapolis; executive committee, A. J. Kline, Minneapolis; F. M. Parker, St. Paul; W. S. Smetana, Hopkins; F. A. Usher Smith, St. Paul; representative to the Council of the A.Ph.A., Dean F. J. Wulling.

#### Minneapolis Drug Club.

The Minneapolis Drug Club held its March meeting on the 2d at the Camels' Club. A club dinner was served at 6:30 p.m. after which the members got down to an earnest discussion of the propositions recommended by the board of directors. The following important propositions came up for discussion:

The National Drug Clerk, official publication of the National Association of Drug Clerks, invited the Minneapolis Drug Club members to participate in the work of the association and a motion was made before the club endorsing the work of the National Association of Drug Clerks and author-

ing the secretary to cause a fee entered for each of the drug clerk members of the Minneapolis Drug Club, one year's subscription to the *National Drug Clerk*.

The recommendation of the executive committee that prizes be offered to drug clerks for original papers to be read at the regular meetings of the club was acted upon favorably and a 1st, 2d, and 3d prize were offered for a paper entitled "How Can I Increase My Personal Efficiency?" This paper to be read at the meeting on April 6.

A round table discussion on the proposed Pure Food and Drugs Law, to be held in Minneapolis the latter part of 1914, brought out many new ideas and valuable suggestions. The club voted unanimously its endorsement and each member pledged his hearty support to the committee in charge.

The matter of a Question Box was brought up, and this important institution was authorized. Druggists, clerks, and travelers will send in their questions to the secretary who will turn them over to the proper chairmen of committees, questions to be answered either by mail or at the regular meetings.

The club unanimously voted to organize a Ladies' Auxiliary, to be under the directions and classification of the Entertainment and Athletic Section. The organization of the Ladies' Auxiliary will take place on April 17, at which time the club voted to have a dollar dinner to members and guests at 7 p.m., after which there will be dancing and cards. This meeting will be held at the Camels Club.

The Minneapolis Drug Club is growing rapidly in numbers and the high personnel of its membership indicates that it has struck a keynote in Northwestern druggdom.

One of the pleasant surprises at the 30th annual meeting of the Minnesota State Pharmaceutical Association was the music furnished by the Minneapolis Drug Club orchestra at both the banquet and the ball. The practice evening of the orchestra is Thursday of each week at the secretary's office, and any druggists, clerks or travelers who desire to affiliate with the orchestra are invited to come up to practice.

The officers of the club are most sanguine as to the final results and everything seems to indicate that the club will be in financial condition to undertake the furnishing of club rooms at an early date.

Correspondence from other drug clubs is invited, and druggists, clerks or travelers passing through Minneapolis are cordially invited to call at the secretary's office.

#### N.Y. Conference for Hearing on Bichloride Ordinance.

By resolution at a recent meeting of the New York Pharmaceutical Conference, Secretary Mayo was instructed to write Commissioner of Health Dr. Goldwater and to request a hearing with the latter on the new bichloride of mercury ordinance. To put it crudely, the delegates present, Messrs. Russell, Latham, Weinstein, Bigelow, France, Mayo and Anderson "ripped the ordinance to pieces." The best criterion of gross inexperience in legislating, they considered the last paragraph, which exempted the application of the ordinance "to any preparation containing one-tenth of a grain or less of bichloride of mercury." They also inquired as to the meaning of "a particularly distinctive form or color" as applied to bichloride tablets. Opinion was divided on the propriety of giving up without a fight the right to sell the tablets except on prescription.

#### Pittsburgh Branch, A.Ph.A.

B. E. Pritchard, secretary of the Pittsburgh branch of the American Pharmaceutical Association, in an address before that body at the March meeting, said police and State officials had proved themselves unable to cope with the increase of deaths from poisons taken accidentally and with suicidal intent. He said it would become the duty of the druggists to protect the public against poisons if adequate laws regulating their sale could not be secured. The statement was made during a discussion of the bichloride question, in which Messrs. Pritchard, Louis Saalbach and F. J. Blumenschein participated.

Dr. Louis Saalbach declared the druggists of America set the standard which was afterward adopted by the Government and incorporated in the pure food and drugs act.

#### Philadelphia Branch, A.Ph.A.

At the annual meeting of the branch March 3 at the Philadelphia Drug Club, the following officers and committees were elected:

President, Prof. L. Fullerton Cook; 1st vice-president, Samuel C. Henry, 2d vice-president, Prof. Julius W. Sturmer; secretary, Robert P. Fischelis; treasurer, M. M. Osborne; committees: Practical pharmacy, Charles H. LaWall, W. Wilson McNary and Ambrose Hunsberger; professional relations, William L. Cliffe, Franklin M. Apple and Dr. F. E. Stewart; membership, A. J. Staudt, William E. Lee and Quintus Hoch.

#### AMONG THE ASSOCIATIONS.

The Michigan State Rexall Association has elected the following officers: President, E. W. Austin, Midland; 1st vice-president, J. A. Skinner, Cedar Springs; 2d vice-president, Roy Burlingame, Dowagiac; secretary and treasurer, James A. Beukema, Grand Rapids. The executive committee, each member the chairman of a department, is as follows: J. E. O'Donoghue, Negaunee, candy department; Harry McGowan, Ionia, to let articles department; E. Matthews, Ypsilanti, stationery department; Charles P. Baker, Battle Creek, soda fountain department; A. T. Putnam, Manistee, rubber goods department; D. G. Look, Lowell, cigar department; Von M. Furniss, Nashville, universal side lines department; Charles H. Frantz, Bay City, specialty sales department; T. A. Goodwin, Ithaca, general advertising; E. A. Sepull, Alpena, window and counter display department; F. W. Millard, Adrian, salespeople and salesmanship; D. A. Hagans, Monroe, drug store finance. The next meeting will be held in Detroit.

C. Y. Stollenwerck, of Greensboro, has been elected president of the Alabama State Rexall Club. The other officers elected are: A. M. Riley, Andalusia, 1st vice-president; E. E. Cale, Pratt City, 2d vice-president; T. Wood Throckmorton, Guntersville, 3d vice-president; John T. Roe, Mobile, secretary-treasurer. The next place of meeting has not yet been selected. The chairmen of the committees follow: John M. Martin, Bessemer, candy; W. C. Brady, Jackson, toilet goods; Louis Howle, Pell City, stationery; J. R. Dowling, Gadsden, rubber goods; H. F. Shackelford, Brewton, soda fountain; E. H. Bingham, Tuscaloosa, cigars; Cicero Rudd, Lineville, unusual side lines; U. Beach, Geneva, general advertising; L. L. Crump, Birmingham, window and interior displays; T. E. Gilbert, Athens, special sales; E. E. Cale, Pratt City, salespeople and salesmanship; J. W. Payne, Scottsboro, drug-store financial problems.

Representative druggists from Burleigh, McLean, Kidder, Emmons and McIntosh counties, N. Dak., were in session in the Capital City recently and organized for mutual benefit. At the last State meeting of the Druggists' Association, the State was divided into districts and the 10th was designated to comprise the above-named counties. A committee was appointed to draft a constitution and by-laws, also to determine a name. This committee will report later, which report will be considered at the next meeting, which is to be held in Bismarck on June 10. Only two officers were elected at this meeting, they being Burt Finney, president, Bismarck; F. C. Malloy, secretary, Max. The object of the organization is the advancement and betterment of the profession of pharmacists.

At the March meeting of the Long Island Drug Club, much enthusiasm marked the evening. A good attendance was present and 10 new members were elected. The games-amusement committee have arranged for various events: For April, a musicale and dance; May and June, baseball contest of five games; July, day's outing on Staten Island; August, three swimming contests; for the Fall a minstrel show and dance. The club will participate in the bazaar and ball to be held at Saengerbund Hall, April 16, by the various pharmaceutical associations in the interest of the National Druggists' Home.

The 25th Ward Retail Druggists' Club, of Chicago, indorsed Lee M. Ped'go, a member, as Democratic candidate for Alderman. The officers elected are: President, Frank Ahlborn; vice-presidents, Henry Lyons, A. W. Adamack and A. Maguire; secretary, L. J. Conrad; treasurer, Edward Pembertly; directors, John Sutcliffe, H. W. HOLLANDER, Charles Thiel, F. S. Kruger, Carl Warner, N. Sime, A. E. Hartke, J. H. Hogan, W. L. Lentz, Oscar Malone, Frederick Provost, C. A. Thayer and E. Buesah.

At the annual meeting of the Minnesota Rexall Club F. M. Parker, of St. Paul, was elected president of the club; E. M. Threadway, Duluth, vice-president; C. W. Brenner, Stillwater, secretary. Thomas Voegeli, of Minneapolis, was toastmaster

at the banquet. Responses were made by C. A. Jack, Princeton; J. H. Beise, Fergus Falls; J. A. Connel, Luverne, and B. L. Benson, of Fargo, N. D.

The 13th annual dinner of the Troy Pharmaceutical Association was held at the Rensselaer Hotel, Troy, with addresses by the Rev. Thomas H. Sprague, Senator George H. Whitney, John B. Holmes, Frank T. Russell and Edward Loeb, president, and Frank J. Smith, secretary, of the Albany Drug Club. President Ezra Stillman, of the Troy association, was chairman.

The Ladies' Auxiliary of the Milwaukee Pharmaceutical Association recently entertained the Milwaukee druggists at a dancing and card party in Colonial hall in that city. The programme was opened with a grand march led by George H. Kesten, president of the Milwaukee Ph.A. Most of the leading druggists of the city and their wives were in attendance.

At the recent meeting of the Worcester County (Mass.) Druggists' Association, the following officers were elected: President, Herbert E. Davis; vice-president, W. H. Morse; treasurer, A. C. Woodward; secretary, B. C. Cutler; executive committee, Walter S. Doane, Peter B. Moriarty, Frederick H. Fenwick, James Gearin and A. W. Andrews.

The fourth annual party of the Grand Rapids Drug Club was held in the St. Cecilia ballroom with 80 couples participating. A "souvenir" march, in which costly souvenirs were pressed upon the guests of the evening, was a feature, and was led by the president, E. D. DeLaMater and Mrs. DeLaMater.

More than 200 members of the Woman's Club of the Allied Drug Trades of Chicago attended a luncheon and card party at the Hotel Sherman for the benefit of charities supported by the organization. Mrs. George Mathison was in charge.

The St. Joseph County (Ind.) Drug Association has elected the following officers: President, F. A. Schiffer; vice-president, Louis Steinkohl; secretary, Paul E. Wolter; treasurer, Henry L. Spohn.

The Dallas County (Tex.) R.D.A. has elected the following officers: President, Jacob Schrodt; vice-president, J. C. Coulson; secretary-treasurer, L. O. Robertson.

While no official announcement has yet been made it is understood that the June meeting of the Massachusetts Ph.A. will be held at Swampscott.

A movement to organize the druggists of Flushing, L. I., has been started by James E. Shepherd, who has a drug store at 41 Wilson avenue.

Half a hundred members of the Memphis Drug Club attended the first annual banquet of that organization.

## SCHOOLS AND COLLEGES

### LASCOFF EXPLAINS "ANALYSIS STATEMENT."

Outlines His System of Daily Accounting Before N.Y. C.P.—Others Discuss Prof. Martin's Address.

**J.** LEON LASCOFF, a member of the New York State Board of Pharmacy, approved of the modern departmentizing of the drug store and advocated for utilization by the druggist a daily statement—an "analysis statement"—as it was defined by Prof. Selden O. Martin, the speaker of the evening, on the occasion of the March meeting of the New York College of Pharmacy. Prof. Martin's address appears in full in the editorial section. Mr. Lascoff explained to the college members that his system showed each day the balance brought forward from yesterday, the cash taken in on bills collected, how many prescriptions were filled during the day, the amount of candy, cigars, etc., sold; cash drawn from the bank, charges made, "unfortunately, or otherwise," he carried 600 accounts; returned goods, errors registered, petty expenses, merchandise account, cash account (salaries, etc.), cash deposited (checks deposited), balance at the close of business, checks at the close of business, goods bought per bills, etc. This statement told at a glance all the important facts of the daily business. Examination of the statement by one unused to it might prove puzzling, but it required only five minutes per day to make out and Mr. Lascoff had been utilizing this form of statement during the past 14 years.

Prof. Martin asked Mr. Lascoff if he kept a record of the sales made by each salesman. In towns of 100,000 or over, each shoe salesman should sell \$10,000 of goods per year. Considering the large number of comparatively small sales made in the average drug store, this amount of sales per salesman could not be expected in a drug store. Nevertheless, he was surprised to find that one drug store employing six salespersons had averaged \$8000 per year each. Mr. Lascoff replied to the effect that he had once attempted an analysis of sales per salesman, but had found it practically impossible to adapt such an analysis to such a complex business as that of the drug store. Prof. Martin approved of Mr. Lascoff's "analysis sheet" because by its use he knew his own business; but, on the other hand, it did not tell him what the business should be.

Caswell A. Mayo, who introduced the members participating in the discussion, presented some interesting statistics on "turnovers," these having been compiled by a monthly magazine. According to the magazine, the grocery business made on an average of 10 turn-overs of stock per year, department stores seven, variety goods six, drug business four and a half (Mr. Mayo dissenting), dry goods four, hardware three and a half, furniture three, shoes two and one-tenth, clothing two, and jewelry one and a half. Mr. Mayo pointed out that the druggist should cut down his slow-moving stock to a minimum and put in stock that turns over quickly.

Reuben R. Smith asserted that it was his practice to know his daily receipts. He thought that it was a serious mistake for one man to try to take charge of two or more stores. It were better to give one store its proper attention. He concluded by expressing the opinion that opportunities in the drug business were better than ever before. He regretted that retail druggists had not previously had the benefit of the accounting experience which has been presented at the last several college meetings.

D. T. Larimore stated that in his business accounting was simplified by the fact that he sold no candy, cigars and some other articles handled by practically all drug stores. Several years ago he had employed an expert accountant who had devised a simple accounting scheme for his business. A day book, journal, etc., were features of this system and all accounts went through a general ledger. He asserted that any business required minute attention. He advocated the cash register as simplifying the keeping of accurate accounts.

"The little man is the one who needs help," was the assertion of David Costello. Mr. Costello told how a drug store had been departmentized by a corporation. The departments inaugurated were as follows: Prescription, drugs, old goods, proprietaries, bristle goods and toilet specialties, soda, candy, cigars, etc. A cash register was installed. The breaking up of the store into departments, he said, was impossible for the small druggist.

Charles Holzhauser presided.

### "Blizzard Class" Dinner.

March 12 was the 26th anniversary of the celebrated "blizzard," which was a unique event in the weather history of New York. It was on that memorable day in 1888 when 88 students took and passed their examination at the New York College of Pharmacy, and in the "Blizzard Class" a great many pharmacists originated who made a mark in the scientific and commercial world. The members of the class on March 12 of each year hold a reunion and celebrate by a dinner the blizzard and their examination. This year they came together at a dinner at Terrace Garden, New York City. The speakers were: Prof. Charles F. Chandler, an honorary member; Felix Hirseman, ex-president of the New York State Pharmaceutical Association, and David Strauss, member of the New Jersey State Board of Pharmacy. Dr. Walter S. Reed is president of the class, and Prof. Geo. C. Diekman is secretary-treasurer. To the regret of all, the latter was unable to be present on account of illness. The dinner committee consisted of the following members: August Diehl, chairman; Phillip Matty, Emil Weiss, Otto Raubenheimer, Frederick P. Tuthill, David Strauss and W. Pitt Rich. In addition to the above, the following were present at the reunion and dinner: S. V. B. Swann, Fritz Schaeffer, L. N. Brown, of Sag Harbor; F. A. Frawley, of Bangor, Me.; Dr. Walter S. Reed, of Long Branch, N. J.; Dr. Leopold Freiburger, Dr. A. S. Slonaker, Prof. Fred P. Tuthill, Prof. Otto Raubenheimer, David Strauss, of New-

ark. A. T. Brown, of Sag Harbor, L. I.; August Diehl, Phillip Matty, G. F. Von Kummer, C. W. Bartlett, Emil Weiss, W. Oettinger, W. G. Kugler, F. A. Kalkbrenner, J. G. Reeves, C. A. Schein, A. Volland, C. W. Trautmann, of Jersey City, and Fred Plump, of Freeport, L. I.

#### First N.Y.C.P. "Student Night" a Success.

Prof. Curt P. Wimmer delivered the opening address at the first of a series of "Students' Nights," held recently at the New York College of Pharmacy, this initial affair being made possible by the final rounding into tone of the college glee club, the mandolin club and the orchestra. Prof. Wimmer introduced Prof. H. E. Crampton, of Columbia University, who talked on "Academic Spirit." Coach Lush, in charge of the Columbia baseball nine, talked to the students in an interesting vein. He was followed by L. Roudin, who recited. H. Wirklich, '14, led the Columbia songs, which were illustrated by the stereopticon. M. Hochberg was applauded for his impersonations and George Leich for his tenor solo. The programme was interspersed with selections by the various musical organizations. The musical organizations consist of the following members: Glee club—H. Wirklich, director; M. Markowitz, G. Portoghese, F. A. Frawley, E. A. Baldwin, A. Galateria, F. T. Fletcher, D. W. Odell, E. L. Moadinger, B. Geiger, S. Horowitz, W. A. McBride and S. R. Drapkin; mandolin club—A. Galateria, director; S. J. Wu, D. Franceschi, E. Franceschi, M. DeLalla, J. J. Green and J. Lione; A. Weinstein, 1st violin; S. Anzalone, 1st violin; J. Windt, orchestra—E. A. Atwood, piano; F. E. Ambrose, 1st violin; 2d violin; A. Lambert, 2d violin; J. Sciacca, 1st cornet; A. M. Dixon, 2d cornet; T. E. Kinane, trombone; Dr. C. W. Ballard, cello, and T. McGranaghan, drums.

#### New York College Notes.

The annual meeting of the college was held March 17, and the following officers were elected for the coming year: President, Nicholas Murray Butler; 1st vice-president, Charles F. Chandler; 2d vice-president, William J. Schieffelin; 3d vice-president, Albert Plaut; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, Edward W. Runyon; trustees to serve three years, Max J. Breitenbach, Frederick K. James, Jacob Weil, Robert S. Lehman, Irving McKesson.

The next regular meeting of the college will be held Tuesday, May 19, at which the last of the series of practical talks on profit in the drug business will be given. All retail pharmacists are cordially invited to attend.

#### College of Pharmacy, University of Washington.

The February semester brought an increase of 12 new members.

M. V. Veldee, Ph.C., '11, B.S., '13, assistant in bacteriology and who is now working on his master's degree, recently passed a United States Civil Service examination for bacteriologist. Mr. Veldee passed with a very high grade.

The annual ball given by the Pharmacy Club was very well attended by the students, as well as alumni and others, and all reported a most enjoyable time. The dance was certainly a grand success, from start to finish, and this was due to the untiring efforts of the social committee, composed of the following members: S. B. Kinne, chairman; May Otteson, Henrietta McNerthney, B. H. Carroll and G. W. Nelson. Dean and Mrs. C. W. Johnson and Professor and Mrs. A. W. Linton acted as patrons and patronesses.

The University of Washington basketball quintet have just arrived home after a very successful tour of Oregon. They won four games out of six played, and have to their credit so far this year a list of 10 victories and only two defeats. The pharmacy department takes a special interest in this form of athletics by possessing an excellent representation in the person of O. B. Schreuder, who is one of the cleverest basket shooters on the team.

The next meeting of the Washington State Board of Pharmacy will be held in the Pharmacy building of the University of Washington on April 2 and 3. At this time examinations for registration will be given and it is reported that many aspirants will be present, due to the recent ruling of the board, that all persons wishing to take the State Board examination after July 1, 1914, must be graduates of one of the Conference Schools. This will mean a greater increase in the number of

students here at the university and it will also tend to raise the standard of the future pharmacist. Our motto: "Upward, outward, onward."

At a recent meeting of the Pharmacy Club the following officers were elected for the coming semester: H. F. Sewell, president; Miss May Otteson, vice-president; Miss Clara Henry, secretary; T. E. Kinne, treasurer; Jeffrey Hilton, sergeant-at-arms; J. C. Palmer, corresponding secretary. President Sewell later appointed the following committees to serve during the ensuing semester: Social committee, Chas. D. Donahue, chairman; Miss McNerthney, R. H. Geil, B. E. Umbarger and M. H. Filz, Programme committee, H. H. Lamb, chairman; Miss Hilton and H. A. Kumpinsky.

#### University of Michigan School of Pharmacy.

The second semester opened Feb. 9 with 110 students registered for the year.

Prof. C. O. Hill, Ph.C., '93, who is the head of the Organic Chemistry Department of the University of Tennessee, visited friends in Ann Arbor during February.

The senior class gave a very enjoyable dance at the Packard Academy March 6.

The sophomore class elected these officers recently: R. G. Arner, Kimersburg, Pa., president; A. J. Halgren, Escanaba, Mich., vice-president; O. A. Brines, Algonac, Mich., secretary, and E. W. Chrysler, Littleton, Col., treasurer.

Dean A. B. Stevens was recently elected chairman of the local section of the American Chemical Society.

#### University of Illinois School of Pharmacy.

The 54th commencement of the University of Illinois School of Pharmacy (Chicago College of Pharmacy) will be held at Howard's Theater, Chicago, on Wednesday afternoon, April 22, at 2 o'clock. The principal address will be made by Prof. John Uri Lloyd, of Cincinnati, the well-known author and scientist. George F. Canham will deliver the valedictory. President Edmund J. James, of the University of Illinois, will confer the degrees. There are 42 students in the graduating class, including two young women. On the evening of Commencement Day a banquet will be given in honor of the graduating class by the Alumni Association of the School. Arrangements for this banquet will be made at the annual meeting of the Alumni Association, which is to be held this month. An informal dance was given by the Alumni, Phi and Chi Chapters of the Kappa Psi Fraternity, at Warwick Hall, 47th and Forrestville on Friday evening, March 6. The annual banquet of these three chapters of Kappa Psi was held at the LaSalle Hotel Friday evening, March 20.

At the November meeting of the Illinois Board of Pharmacy three senior students, J. C. Garrity, P. J. Gouwens and Wm. Garside became licensed pharmacists. At the January meeting three more, Harry Goldstine, H. E. Johnson and R. W. Merschatt qualified for the R. P. paper. This is a creditable showing for the class, but resulted in the loss of three students, Messrs. Gouwens, Goldstine and Garside, who left school to engage in business.

#### Buffalo College of Pharmacy.

The second annual alumni dinner of the Rochester district for the graduates of the Buffalo College of Pharmacy living in that section of the State of New York was held at the Powers Hotel. Five members of the faculty went on from Buffalo, headed by Dean Gregory. The others were Prof. A. P. Sy, and Instructors Richard F. Morgan, Charles H. Gauger and Ray M. Stanley. Some important questions were discussed, among others the Sunday closing of drug stores. On this topic there seemed to be a general willingness to close if other mercantile establishments were also prevented from doing business. The total attendance was about 30. At the conclusion of the meeting F. M. Kline was elected president and George M. Gilbert treasurer, and a committee to make the necessary arrangements for next year's meeting and dinner.

The second annual banquet of the alumni of this college was held at the "Yates" Hotel, Syracuse, N. Y. The city itself furnished something less than one-half of the attendance, the others coming from surrounding towns, some journeying from as far as Oswego and even Watertown. There were present from the faculty Dr. Willis G. Gregory, dean of the college; A. P. Sy, professor of chemistry, and Frank E. Lock, professor of pharmacology. After a fine spread the toast-



master, Herbert G. Wright, introduced the toast list with a humorous speech. The other speakers bandied each other with jokes and stories and a most enjoyable evening was spent by all present. The committee in charge of the affair was Cedric P. Wells, chairman; Seymour H. Bliss and Pascal Lansing Gilson. There were present as guests Warren L. Bradt, secretary of the State Board of Pharmacy, who spoke on "Drug Store Conditions in New York State," and Wayne B. Bissell, member of the State Board of Pharmacy, who spoke on "The Condition of Pharmacy in Syracuse." To secure a repetition of this happy event a permanent organization was effected with Herbert G. Wright as president and Cedric P. Wells as treasurer.

#### College of Pharmacy, Iowa State University.

Phi Delta Chi has initiated G. E. Mace, '15, of Washington; E. W. Headington, '15, of Des Moines, and C. E. Jacobs, '14, of Iowa City.

F. W. Bahnsen, of the firm of Hartz & Bahnsen, wholesale druggists of Rock Island, Ill., gave a most instructive and entertaining talk to the students of the College recently, emphasizing the opportunities of the present and the qualities necessary for success in the drug business.

The Mortar and Pestle Society has elected the following officers: President, Elsie Campbell, of Clinton; vice-president, G. E. Mace, of Washington; secretary-treasurer, Susan Blake, of Fort Dodge. Following the election, Prof. R. A. Kuever and Prof. Zada M. Cooper gave a spread to the members present. At the February meeting Miss Maude Wieland read a paper on "Advertising," using many advertisements as illustrations, among them some furnished by Mr. Harwood, of the University publicity department and secretary of the Associated Advertising Clubs of Iowa.

Mr. Curwen, of Gerts, Lombard & Co., of Chicago, gave one of the most interesting and instructive lectures ever given at the college, Feb. 14, on the subject of brushes, their manufacture and sale. Mr. Curwen illustrated his lecture by samples from stock. It is generally conceded that Mr. Curwen is one of the best posted and most successful salesmen of brushes on the road and advantage was taken of the opportunity by many of the druggists of Iowa City to hear him.

#### St. Louis C. of P. Alumni's Election.

Jerome A. Wilkerson was elected president of the Alumni Association of the St. Louis College of Pharmacy at the recent election. Mr. Wilkerson is vice-president of the J. A. Pautey drug store, 14th and Madison streets. He is also president of the St. Louis branch of the American Pharmaceutical Association and secretary of the St. Louis Drug Club. Mr. Wilkerson is only 25 years old.

Other alumni officers elected were: Carl T. Buehler, vice-president; E. A. Sennewald, field secretary of the R.D.A., 2d vice-president; Martin J. Noll, recording secretary; A. S. Benz, corresponding secretary; Ben Griesedieck, registrar. The board: W. C. Bolm, William Tritschler, Dr. W. D. Aufderheide, A. S. Ludwig and Otto C. Hanser. The election and the installation of officers was held at the College of Pharmacy.

A banquet at Lippe's followed, at which W. C. Bolm was toastmaster.

Addresses were made by officers, retiring and new, and by W. D. Delkeskamp, president of the St. Louis Drug Club; H. O. A. Huegel, member of the committee on the Golden Jubilee of the St. Louis College of Pharmacy, and Dr. Henry M. Whelpley.

This is to be an exceptionally important year for the alumni. The St. Louis College of Pharmacy will celebrate its 50th anniversary with an elaborate programme next November, when men prominent in pharmacy from all sections of the country are expected to visit St. Louis.

#### Massachusetts College Alumni Banquet.

The 45th annual meeting and dinner of the Alumni Association of the Massachusetts College of Pharmacy was held at the American House, Boston, with an attendance of 60 members. President William H. Acheson presided. Officers for the ensuing year were elected as follows: Prof. Elie H. LaPierre, president; R. Albro Newton, 1st vice-president; G. W. Russell, 2d vice-president; T. J. Connors, 3d vice-president; Leon A. Thompson, secretary; John Glancy, treasurer; Howard A. Smith, auditor; Dr. Frank Piper, Dr. Alfred

Balch, Dr. T. J. O'Brien, Edward Stacy and Paul C. Klein, executive council.

#### Creighton College of Pharmacy.

The senior class of the Creighton College of Pharmacy held its annual banquet at the Hotel Loyal with the entire class of 60 members present. Those of the faculty in attendance and who gave brief talks to the graduates were I. C. Arledge, dean of the pharmacy department; Rev. W. P. Whelan, S.J., supervisor of the professional departments; Messrs J. E. O'Brien, J. C. Forbing, Floyd Harley, Floyd Marshall and Dr. H. F. Gerald. C. B. Fricke, formerly a faculty member, now a druggist in Council Bluffs, and Dean Paul Martin, of the law college.

Forty-five diplomas conferring the degree of "Graduate of Pharmacy" were conferred by President Eugene A. Magevney, S.J., at the annual commencement exercises of the senior class of the pharmacy department.

The conferring of degrees followed an interesting programme by the university orchestra, the glee club double quartet, and a piano solo by Frank W. Hodek, pharmacy student, and pianist for the glee club.

Anson H. Bigelow, member of the faculty of the law department, was the speaker of the evening. "Service to One's Fellowman" was the theme he emphasized. In the class roll are two women, Mrs. E. L. Rolph, of South Omaha, and Miss Genevieve L. Hayes, of Franklin, Neb. Both were among the 15 honor students of the class, who averaged 90 per cent. or better for their 14 months' work, and were accordingly not required to take the final school examination.

#### Brooklyn Drug Clerks Prefer Pharmacy Act.

At a joint meeting of the Alumni Association and the student body of the Brooklyn College of Pharmacy, held at the college building, the following resolutions were adopted, drug clerks and students only, voting:

*Resolved*, That the drug clerks be exempt from all labor laws and that the Pharmacy Act alone shall govern the working hours of employees in a pharmacy.

*Resolved*, That we petition the New York State Pharmaceutical Association to secure the amendment of the Pharmacy Act as follows:

A drug clerk shall have at least every alternate Sunday off, *all day*, and from noon on one (1) week day in *each week*.

Those present at the meeting summed up their position to the effect that they wished to come under the provisions of the Pharmacy Act and not under those of the Labor law.

#### University of Minnesota School of Pharmacy.

The new school of pharmacy building at the University of Minnesota was dedicated by President George E. Vincent. More than 200 members of the Minnesota State Pharmaceutical Association, faculty members and students attended the exercises. Addresses were made by Dr. Fred J. Wulling, dean of the college of pharmacy; Prof. J. P. Remington, of Philadelphia, and Arthur Donrohr, of Winona. The new building is four stories in height and cost \$125,000.

#### Philadelphia C. of P.

E. H. Cone, of Atlanta, Ga., delivered a talk on "Modern Pharmacy and How to Make It a Financial Success" to the Senior Class of the Philadelphia College of Pharmacy, recently. Mr. Cone defined advertising as being salesmanship on paper. He divided retail drug-store advertising into three kinds. These are: Outdoor, including billboards and street cars; direct, including hand-bills, circular letters, etc.; and newspapers. For outdoor advertising the retail druggist's storefront is the best and cheapest. He advocated the use of catchy slogans and such things as will give the store an individuality. As an example of the latter he mentioned that he used a purple wrapping paper for his store, but that in a short time other merchants used the same paper. To this he put an instant stop by advertising that "The Purple Package Comes from Cone's." When a merchant wishes to get new business he should at first try to get that which is easiest, and this is always that business which passes a merchant's front door. Mr. Cone emphasized the fact that unless you give service advertising is a needless waste of money. He claimed that the secret in holding a customer's trade was to give every one individual attention so far as practical and, above all, acknowl-

edge every customer when he or she steps up to the counter. Mr. Cone displayed a number of very catchy placards and also some lantern slides which he used with success in local moving-pictures shows. His best-paying advertisement has been a neat booklet which he changes monthly and mails to every charge customer, assuring himself in every case that it is mailed to his customer's home and not the office, where it would undoubtedly find its way to the waste basket.

The ninth special lecture was delivered at the college March 9, by Dr. John T. Anderson, director of the Hygienic Laboratory, United States Public Health Service, on "The U. S. Public Health Service and What It Is Doing for the Public Health." He said that the service was a part of the Treasury Department, its origin being in the Marine Hospital Service. It has gone through successive stages of advancement and development until now it is composed of seven divisions, each in charge of an assistant Surgeon-General. The Service has a personnel of 2,000 men; of these 450 are physicians and 50 are pharmacists. The Service concerns the pharmacist, particularly by reason of the work it does in the standardization of drug products and its co-operation with the U. S. P. and N. F. Revision Committees. The Service maintains a number of hospitals throughout the United States and Insular possessions. These hospitals take care of newly arrived immigrants, although certain ones conduct investigations as to the cause, cure and control of diseases, such as trachoma, leprosy, typhoid and yellow fever, pellagra, malaria, small-pox and bubonic plague.

An interesting talk on "Drug Store Advertising" was given at the college by M. P. Gould, of New York City, who said that the hardest problem for a business man was to know when not to advertise. It is a waste of money to advertise when business is dull. The right time to advertise is when business is naturally increasing, then continuing when business drops off instead of treating advertising as a luxury and eliminating it. Advertising is a method of selling, a trade accelerator and also the cheapest form of salesmanship. In selecting a store good judgment is necessary, so that it will be a store capable of being advertised. A good drug store requires four things: (1) Proper location of store; (2) right kind of store to fit location; (3) right stock for the trade; (4) good clerks. The least of a drug clerk's duties should be the actual handling of merchandise and the most of the duties should be the understanding of human nature. This is something which must be learned by instinct and cannot be obtained from books. Before advertising any business, that business should have done something worth while talking about. After these remarks Mr. Gould offered to answer any questions relating to the subject and several interesting discussions resulted.

The "Pennsylvania Dutch" Club, composed of P. C. P. students, had their first annual banquet March 9. The officers of the club are: "Johann" Hoffman, president; "Heinie" Heckenberger, vice-president; "Karl" Kutteroff, treasurer, and "Villie" Rupp, secretary. The affair was conducted in "Pennsylvania Dutch" style. Thirty members attended. After all had filled themselves to their capacity the evening was spent in making speeches and telling stories in their favorite tongue. "Pennsylvania Dutch."

#### College of Pharmacy, University of New Jersey.

The third of the special lectures on "Prescriptions 3000 Years Old," delivered at the College of Pharmacy of the University of the State of New Jersey in Jersey City was of unusual interest. It was delivered by Dr. Felix Von Oefele, of New York City, who is a recognized authority on medicine and pharmacy of old Egypt, Babylonia and Assyria. Dr. Oefele had received two stone tablets from Yale University containing cuneiform inscriptions which are probably some of the oldest prescriptions in the world. In his lecture, the speaker gave an outline of medicine and pharmacy in Egypt, and especially in Babylonia, which was the seat of culture and science in that early period. Dr. Oefele has made the study of cuneiform script as well as that of hieratics and hieroglyphs a specialty and showed a number of records dating back to 1500 B. C. The lecture was well received by members of the faculty and by the post-graduate and senior classes and by pharmacists and physicians as well as the public of Jersey City. Dr. Von Oefele was given a vote of thanks for his lecture which he promised to continue in the near future.

#### The Largest Drug Store in Iowa.

The largest drug store in Iowa is probably the most undiscovered drug store in Iowa. It is located in the University of Iowa hospital at Iowa City, and serves not only the patients in the hospital and the out-clinics, but it also serves as a practical training ground for the seniors in the university's College of Pharmacy. During the year just ended more than 45,000 drug orders were filled by these seniors under the direction of Prof. R. A. Kuever. This dispensary was installed a year ago and has been so successful that it will be increased in size this Spring. On an average, over 125 drug orders are filled each day including Sundays. Of the antiseptic preparations, 100 barrels of mercuric chloride—a total of 5000 gallons—were used, enough to supply 100 of the ordinary drug stores in Iowa for one year. More than 500 gallons of hydrogen peroxide were also used. Among the great hospitals in the United States there are few which have the dispensary facilities now in operation at the university hospital. Probably none excel in such facilities. The dispensary is a means of saving the State of Iowa from 25 to 50 per cent. on all materials used. Incidentally, it is a means of training thoroughly the senior pharmacists in practical work.

#### Valparaiso University, Department of Pharmacy.

The Pharmaceutical Association has elected the following officers: Geo. Hugi, president; H. L. Mayo, vice-president; Max Meyer, secretary; D. D. Hite, treasurer.

Following the election of officers J. M. Barrett, of the N. A. R. D., gave a very interesting talk on "Co-operation and Legislation," pointing out the many instances where co-operation of the druggists gave him very large returns, and by working together the druggist could have the laws of his State, in regard to drugs, drug selling, etc., made to suit himself; and if he did not work in harmony with the other brother druggists he could gain nothing. He related the number of laws the Indiana legislative committee got through the druggists and the number they had fought and defeated; for instance, the law of a doctor practicing 10 years in the State of Indiana would be registered a druggist on application to the board of examiners without examination. The bill was defeated through the good work of the Indiana legislative committee, of which J. M. Barrett is chairman.

#### University of Maryland.

The Department of Pharmacy, University of Maryland, at Baltimore, has decided to put a baseball team into the field this Spring, the officers elected being as follows: President, Sterling; vice-president, H. C. Brooks; secretary, B. Kellogg; captain, H. C. Brooks, and manager, J. F. McCleary. The players who desire to try out for the nine included Brooks, of last year's university team; J. Morgan, of Columbus, S. C.; Kellogg, of the Cumberland Athletic Club; F. Lee, of the Danville High School; Jacobs, of the Chase Athletic Club; Carroll, of Loyola; Brickman, of Ruxton; S. Rodnas, of the Cuban High School; Musgrove, of the Young Men's Athletic Association; Auston, of the Polytechnic Institute of Baltimore; O. Benner, J. McCleary, S. Demarco, Patterson, A. Wordan, Wolfe, B. Parlett and Roderic.

#### Closing of Drug Store P. O. Sub-Stations Opposed.

The Clerks in Charge Association, said to represent 150 retail druggists in whose stores are the numbered sub-stations of the local post-office, has protested to Acting Postmaster Woods and Representative Calder against the proposition that the numbered stations be closed and that 16 carrier stations be established in place of the former. The association has also applied for a minimum yearly wage of \$800 for each clerk. The services of an assistant at \$500 per year in a few of the busiest stores where mail is handled is another contention. This appeal is based upon the work the clerks have done gratis in the parcel post department.

#### Southern College of Pharmacy.

Thirty-three students of the Southern College of Pharmacy received diplomas at the commencement exercises of the college at the Atlanta Theater recently. Dr. Dunbar H. Ogden, pastor of the Central Presbyterian Church, delivered the commencement address. Thomas H. Jeffries, chairman of the board of trustees, conferred the diplomas.

# BOARD EXAMINATIONS

## Kansas.

ELLSWORTH, March 20.—The fourth quarterly meeting of the State Board of Pharmacy was held in Wichita, Feb. 11 and 12, at which time there were 47 applicants in attendance for the examinations. Of this number 25 were successful and received certificates as follows:

Pharmacists—H. J. Woodford, Topeka; Arthur P. Davis, Greenburg; Lawrence M. Wimmer, Liberal; Karl R. Ziegelsch, Salina; L. B. Smythe, Holton; Lance C. Hill, Lawrence; G. Allan Hibbard, Medicine Lodge; Errett E. Phillips, Marion; Elsie Loyd, Ft. Scott; Clifford Brockhoff, Hiawatha; Stanly Meyers, Concordia; Glen Reck, Norton; Phil Sherwood, Sabetha; Robert E. Sydenstricker, Dodge City; C. A. Redmond, Topeka; W. T. Garvie, Topeka; Vernon V. Vliet, Wichita; Fred Darville, Hiawatha; Frank Pedroja, Lincoln; Dale Mayswinkle, Kansas City; E. R. Whitney, Kansas City; Oscar Geyer, Herington; Robert Noll, Atchison; Carl C. Lappin, Mulvane. Assistant—Donald Fulton, Abilene.

The next quarterly meeting of the board will be held in Hutchinson, May 14 and 15.

## Louisiana.

NEW ORLEANS, March 20.—Seventeen students of pharmacy at Tulane qualified as registered pharmacists at a recent examination held before the examination committee of the Louisiana State Board of Pharmacy. They follow: Clifton P. Besse, Emile Jos. Burvant, Louis P. Bucksell, J. Maurice Broussard, Frank M. Callaghan, Louis B. Gaines, L. M. Hanemann, Oliver J. Hebert, A. B. McArthur, John B. Michon, Frank J. Nuccio, Paul J. Poche, Geo. P. Richards, M. W. Stewart, Louis A. Storkton, Herman Sprecht and E. Barton White. Qualified assistants—C. R. Breaux and Wm. Henry Grebe.

## Massachusetts.

BOSTON, March 20.—The Board of Registration in Pharmacy has issued certificates of registration to the following:

Charles L. Byron, Lynn; William D. Kelley, Cambridge; John E. Mesquita, Taunton; John F. O'Brien, Malden; Harold F. Clough, Framingham; Carl Albert Dahlen, Boston; Thomas Willard Burke, Quincy; George C. Fairhairn, Somerville; Nicholas E. Dyer, Boston; Edward G. Nagle, Brookline; Ross B. Perry, Dorchester.

Assistant certificates have been granted to the following: Joseph A. Bedard, New Bedford; Manuel J. Bettencourt, New Bedford; Charles H. Burnham, Wakefield; David Gorman, Worcester; Frederick J. Hogan, South Boston; Humphrey V. Minahan, Lawrence; William H. Quinlan, Taunton; George A. Riley, Roxley; William J. Feeley, New Bedford; Oscar C. Ayotte, Leominster; Irving H. Coffin, Edgartown; Edwin R. Greene, Attleboro; Francis J. McGuigan, No. Cambridge; John Reinhardt, Concord; Valentine F. Tristran, Lowell; Joseph A. Garry, Haverhill; Henry C. Blue, Boston; Paul Coen, Lynn; Harold A. Killela, Leominster; George L. LaMontagne, New Bedford; Thomas J. Loughlin, So. Boston; Frank A. Mahoney, New Bedford; Frank L. Manning, Fall River; Frank C. Moulton, Salem; Leo J. Podolsky, Roxbury; James A. Sweeney, Melrose; Robert A. Broughton, Springfield; Richard W. Daniels, Waltham; Max L. Dokton, Cambridge; John Firth, Jr., Springfield; Herbert B. Howard, Southboro; Joseph Rosen, New Bedford; Walter E. Young, Natick.

## New York.

ALBANY, March 20.—At the January examinations of the New York State Board of Pharmacy the following candidates were successful:

Pharmacists—Orval W. Lee, Stanley Hlavac, Harry Josephsberg, Louis Rothenberg, Harold L. Benton, Harry Flaxman, Elmer H. Hessler, Maurice Parelhoff, Arthur Sachs, Theodore M. Silverman, S. R. Merrill Bensen, William Dembling, William X. Gebele, Benjamin Ginsburg, Maximilian Nemes, Alfred G. Stadelmann, Samuel Katz, Jacob Moskowitz, Thomas J. Travers, Jacob M. Bloch, Jacob Davick, Matthew Blair, Jacob Joffe, Samuel Cohn, William F. Miller, Charles L. Gesell, James Feld, Nathan Leibell, William J. Rabinowitz, James A. Sussman, all of New York; Logan K. Palmatier, William M. Lithgow, Samuel Aker, Ignatius M. Rudminas, Ralph F. Spaulding, Archie W. Hyde, all of Albany; Ephraim E. Lisitzky, Irving C. Beischer, Roland J. Pettit, Michael Strozzi, Henry McHarg Clarke, Paul W. Jones, Russell K. Chrisman, Jacob Weinstein, Paul J. Swider, Lawrence F. Prouty, Albert R. Noy, Jr., all of Buffalo.

Druggists—Thomas E. Kinane, Edward A. Gurry, George Chicken, Donato Lamouaca, David L. Stewart, Martin C. Kerwin, Frank A. Lorzaw, Ettore De Fulgentiis, all of New York; Jacob Bernstein, Mary R. Hughey, Bessie May Judd, John D. Hakes, Wallace Ray Austin, Carl E. Bastian, Chester J. Borst, Neil E. Morgan, Jesse H. Dildine, Clare T. Getman, Lynn E. Akins, Claude T. Spaulding, Harry A. Tuller, Fred D. Delbridge, Fred R. Voorhes, Granville C. Scroxtton, Frank W. Tyler, Darwin D. Morey, Leo J. Kaminsky, Ellis E. Burdick, Joseph Algase, Henry W. Shoemaker, Lester E. J. Jorgerty, Hugh Judd, all of Buffalo; Stanley J. Fisher, John G. Van Nortwick, Raymond M. Ostrander, William D. Hyde, Herbert S. Underwood, Harold J. Smith, Roland R. O'Neil, Francis Le Roy Brower, Herbert E. Reynolds, Francis B. O'Neil, Francis Le Roy Ostrom, Edwin J. Payne, Roy Abernethy, Emanuel Brunt, Augustus T. McKinstry, Robert R. Ireland, Charles H. Koon, Paul A. Gallup, H. Curtis Grupe, David B. Ashton, all of Albany.

The number of penalties paid the board during the month of February, 1914, also the character of the violations, are as follows:

Adulterated and deficient prescriptions.....	7
Adulterated and deficient pharmacopoeial products....	13
Junior violations .....	4
Label violations .....	1
Methyl alcohol present.....	1
Sale of proscribed drugs.....	2

Total ..... 28 cases

## Oklahoma.

OKLAHOMA CITY, March 20.—At the regular meeting of the Oklahoma State Board of Pharmacy, at the Chamber of Commerce in Oklahoma City, for the examination of candidates for certificates as registered pharmacists, those making the required grade and securing certificates were:

J. B. Boyett, Stuart; Wm. L. Barber, Carlsbad, N. M.; J. L. Cherry, Tyrone; Nova B. Carroll, Cambridge, Neb.; Owen R. Dyar, Wray, Colo.; John W. Flynn, Frederick; Geo. A. Hibbard, Medicine Lodge, Kan.; G. Truman Ingalsbe, Onaga, Kan.; Geo. W. Jehlik, Wichita, Kan.; Miss Anna A. Kempin, Corning, Kan.; Wm. E. Montgomery, Norman; John T. Poe, Wilburton; E. E. Phillips, Blackwell; Lewis E. Roderick, Kingfisher; Chas. A. Ryoal, Okemah; John E. Sturdivant, Arnett; Vernon V. Vliet, Wichita, Kan.; Ray C. Woodson, Douglas, Kan.; Mrs. Nora M. Walker, Murray; John W. Wright, Collinsville; Thomas L. Warford, Higbee, Mo.

## Texas.

SAN ANTONIO, March 20.—At a meeting of the Texas Board of Pharmacy held in San Antonio, there were 47 applicants in waiting to take the examination. The following were successful, and certificates were ordered issued to them:

Leon C. Maner, Sweetwater; Valeriano Palomo, Laredo; Willie P. Woody, Galveston; L. R. Stachowiak, Galveston; W. Ira Jones, Galveston; E. S. Kuykendall, Llano; Chester C. Currie, Galveston; Thomas C. Boucher, Galveston; J. M. Fletcher, Jr., Dallas; J. A. McInnis, Llano; John R. Oates, Baskell; Jose L. Calderoni, Brownsville; S. A. Hoerster, Galveston; Harry Deathe, Dallas; B. B. Lewis, San Antonio; W. E. Dickinson, Fort Sam Houston; R. E. Finley, Blackwell; A. W. Loeffler, Galveston; Henry M. Ryan, San Antonio; Henry M. Barkley, Galveston; Alonzo G. Hervey, Galveston; J. L. Grant, Floresville.

Houston was selected as the next meeting-place, and the date was set as May 19.

## Vermont.

ST. ALBANS, March 20.—Recent applications for registration as pharmacists who have been granted certificates were: Registered pharmacist, F. E. Libbey, Rutland; Warden E. Lampman, Hyde Park, Mass.; assistant pharmacist, Edgar T. Holden, Proctor; Gerald P. Hudson, Quechee; Arthur St. Pierre, North Cambridge, Mass.

## NEWS FROM THE BOARDS.

The new Alaska Pharmacy law, which was approved April 26, 1913, is similar in many of its provisions to the pharmacy laws of California, Oregon and Washington.

The Governor appoints the members of the Alaska Territorial Board of Pharmacy, two for each of the four judicial divisions, for one, two, three and four years. The law makes it unlawful to compound or dispense drugs, medicines or poisons, or to conduct a pharmacy or a drug store, wholesale or retail, unless the person in charge shall have been registered by the Alaska Territorial Board of Pharmacy. In order to become a registered pharmacist in Alaska a person must be either a graduate or a licentiate in pharmacy or able to pass a satisfactory examination before the Territorial board. Examinations are held, at least, semi-annually. The board is disinclined to recognize any certificates from State boards or diplomas from colleges of pharmacy without examination until it shall be in a position to reciprocate with the other State boards. The present board of pharmacy is made up of the following: 1st division, Wm. E. Britt, Juneau; Floyd E. Ryus, Ketchikan; 2d division, W. B. Kirk, Nome; William Ramsey, Council; 3d division, Wm. H. Caswell, Valdez; E. V. Boyle, Cordova; 4th division, F. M. Dunham, Fairbanks; R. T. Kubon, Fairbanks. The officers of the board are: President, William Britt, Juneau; vice-president, William H. Caswell, Valdez; Floyd E. Ryus, secretary and treasurer.

The Indiana State Board of Registration and Examination in Pharmacy has begun an extensive investigation in all parts of the State of reported illegal sales of habit-forming drugs and of intoxicating liquors. The Indianapolis police department also has begun a searching investigation of alleged illegal sales of habit-forming drugs in that city. Under the system of monthly reports from wholesalers, jobbers and manufacturers, the State board can easily trace the sales of morphine, cocaine, etc.

That 10 of the 30 successful candidates for licenses as registered pharmacists made up a "jack pot" of \$300, and bought copies of the examination questions given by the Iowa State Board of Pharmacy in its regular test on Jan. 21, were the charges which aroused the Iowa State Attorney and which led to several arrests. The leak was traced directly to the linotype operator in the State printing office where the questions were handled, and later



W. E. BRITT

the apparatus owner by having bought the questions through a middleman at a cost ranging from \$10 to \$35 each. One of the "middle men," a clerk in a Des Moines drug store, was fined \$50; the prime mover in the fraud was fined \$125, while the linotype operator was only collected \$12.50 for his share of the spoils—was fined \$5.

Six passes, every record made for 12 years—and perhaps for a longer period. Sister Ernesta Minder, one of the pharmaceutical staff of St. John's Hospital, Springfield, Ill., furnished the examinations for the grade of assistant pharmacist at the February session of the Illinois State Board of Pharmacy with the remarkable score of 50 points out of a possible 600. These points, as given out by Secretary Fred C. Dodds, of the State Board of Pharmacy, were distributed as follows: Pharmaceutical and chemical problems, 90; chemistry, 100; pharmacy, 97; materia medica, 98; dispensing, 28; oral, 88; average, 93 1/3.

But 2 out of 68 test prescriptions, distributed among New Orleans druggists, by the Louisiana State Board of Health, were made accurately, according to the report of the State Analyst and his assistant to the State board. The prescription called for 2 gr. boric acid and 2 ounces of distilled water. The prices obtained for this prescription varied from 5 to 50 cents, with the higher prices predominating. The druggists failing to fill the prescription properly were called upon for an explanation, and the result was surprising, as the majority blamed their scales. One very frank individual admitted that he had no weight smaller than 4 grains in his place of business.

The Kentucky Board of Pharmacy, in its annual report just issued, charges that violations of the law regulating the sale of cocaine in that city, make it impossible to suppress the vice in Louisville. The board says: "It is a source of the deepest regret that violations of the law continue without abatement in the territory just across the Ohio river from Louisville, and while this condition exists it is obviously impossible to successfully suppress the use of the drug in Louisville. That the State of Indiana will persistently permit this condition to exist in the face of the most positive evidence of these violations, is exceedingly discouraging. Cocaine is still being sold in New Albany, evidence again having been obtained. The facts were turned over to the Indiana board, but no action has been taken. Energetic disclaimers have been made by Indiana authorities since the publication of this report.

Secretary W. W. Ellis, of the Mississippi State Board of Pharmacy, has given official notice that the next examination held by the State Board of Pharmacy will be at Jackson, April 17.

David E. Hadden, chairman of the Iowa State Pharmacy Commission, has announced that the board is about to wage a legal war against dealers who offer for sale toilet preparations which contain alcohol. An investigation of the sale of drugs by mail has been going on for months with the result that the board has secured a great deal of evidence, and it is stated that a number of firms which do a large mail order business in that State will be prosecuted.

W. P. Thomason, of Guntersville, and W. E. Bingham, of Tuscaloosa, both members of the Alabama State Board of Pharmacy, are stirring up the Birmingham officials to put an end to the illegal drug traffic in that city. Mr. Bingham stated after a conference with the police department: "Birmingham is a great center of the traffic. We heard evidence of one negro woman who has bought about \$10 worth of the drugs each day and peddled them out. Birmingham supplies most of the drugs for the State and for a large part of the territory between here and New Orleans. There is some evidence to indicate that there are several illegal doctors in Birmingham who are writing prescriptions for drugs for those who should not have it. There is a law whereby a doctor can write a prescription for a drug for a habitual user, but this is very much abused. The campaign which has been started is bearing results, and with the co-operation of the various officials, we believe that the traffic can be stopped to a large extent."

## Gathered in Philadelphia.

**A** GREAT many changes have taken place in the numerous branches of H. K. Mulford Co., of Philadelphia. Vice-President Mulford, in speaking of the aspect for 1914, says: "This is going to be the greatest year in the career of our company. This can be verified by simply looking over the daily sales reports of the branch houses, which show very few days in the past months of the present year that have fallen below the corresponding day in 1913." Among the changes are the following: L. C. Nichols, formerly with J. Wyeth & Bros., of Cleveland, is Detroit representative. H. L. Chapman, formerly in charge of the Denver branch, has been transferred to Cleveland, and the office in Denver has been filled by Frank Griebbling. H. H. Whyte, sales manager of the company, is now on an extended tour of the Middle West and Pacific Coast. Secretary E. V. Pechin has just returned from a month's trip through the South. C. Knox, formerly in charge of the Central American trade, has been made general manager of the Spanish Export department with headquarters in Philadelphia. F. L. Magnuson, for several months the Western New York representative, has been transferred to the West Virginia territory with headquarters at Wheeling. H. A. Smith, of the Spanish-American sales force, has been assigned Pennsylvania territory with offices in Pittsburgh. Dr. C. F. Kirken-

dall, for several years the local representative in Cincinnati, is with the New York City branch. New additions to the forces are: Thomas J. Ahern, for the past 11 years retail manager of the Kapely Drug Company, at Hartford, Conn.; T. R. Heller, of Wilkes-Barre, Pa.; Dr. C. W. Phillipy, formerly in the service of the State Board of Agriculture, as special representative on Nitro-Germ; Dr. C. A. Noiret, late of the Public Health and Marine Hospital Service in Cuba, has entered the company's service in Alabama, with headquarters at Montgomery. The company's ranks, while thought to be intact, were visited by cupid. The victim was J. Munro, manager of the Mexico City branch, who took advantage of the opportunity to leave Mexico and journey to New York, where he was married to Miss Ellen Brooman White, of New York City.

Two of Philadelphia's most prominent wholesale druggists have been selected to serve on the standing committee of the Philadelphia Chamber of Commerce. H. K. Mulford, vice-president of the H. K. Mulford Co., is on the harbor and navigation committee, and the banking and currency committee, and Harry B. French, president of the Smith, Kline & French Co., is chairman of the municipal affairs committee.

It is feared that Edwin F. Gray, formerly a student at the Medico-Chirurgical College and a resident of Philadelphia, has been put to death by the rebel forces during the present Mexican trouble. Mr. Gray, whose residence is at 3623 North Ninth street, formerly conducted a drug store in Philadelphia, but when the Spanish-American War broke out he enlisted in the navy and since that time has been a soldier of fortune.

## Twentieth Century Merchandizing.

**T**HOMAS V. WOOTEN, former secretary of the N.A.R.D. and now secretary-treasurer of the International Association of Rexall Clubs, gave an address recently before the Boston Y.M.C.U. class on business efficiency and salesmanship, that was an eye-opener. He urged all druggists to get away from the idea of serving only that part of the population that is sick and whose incomes are consequently reduced, and to cater for the other nineteen-twentieths who are well and prosperous. The lecture was illustrated with a display of goods furnished by the United Drug Co., which converted the stage of Union Hall into a modern drug store. Mr. Wooten said in part:

"We are going to tell how we can change an ordinary druggist into a 20th century drug merchandiser by means of making him a stockholder in our company and getting him to do things in the Rexall way. We bring this about, of course, by disillusioning him in respect to his own future, because the average druggist has been taking a losing trick so long that he is discouraged.

"We show him that he must serve the whole population instead of the one-twentieth of the population, that is sick. He has chosen the one-twentieth of the population, who are sick and whose incomes are reduced. He must take in addition to this twentieth the other nineteen-twentieths, who have money to burn in their pockets. The drug business has possibilities which there is only one way to realize, the 20th century merchandising method.

"He must make a transformation in his own business by getting out and pushing instead of waiting for business to come to him. He must get back from the department stores the business which they have taken away from him by their superior methods. He must give better service than anybody else, so that when it comes to a race between himself and other people who are handling the same line of goods, he must stand in the forefront by his satisfactory equipment, and by his method of doing business.

"Our salesmen will sell to an ordinary druggist the Rexall proposition and then about two years later we will find out what changes have taken place in his business from the man's own lips. He will be asked to come to the meeting of the State Rexall Club, an organization which is formed for the purpose of mutual interchange of experiences on the part of these successful merchandisers, the Rexallites of the State. At this meeting, two years after he has taken on the proposition, the druggist will discuss with the club his ideas of the Rexall Club work and his own experiences from the time that he was a hopeless ethical druggist to the time when he had become a successful drug merchandiser."

# TRADE SECTION



## The Sale of Candy in Drug Stores.\*

By WILLIAM A. ROBINSON,

Manager of the factory of the Druggists' Mfg. Association.

WEBSTER gives the following definitions of the word "Drug": 1. "An ingredient used in medicine." 2. "A narcotic." 3. "An unsalable article."

Undoubtedly all of these definitions are correct, and I am of the opinion that it takes considerable merchandising ability to convert a knowledge of drugs and the legitimate pursuit of the drug business into sufficient cash to pay the rent and leave a balance on the right side of the ledger without material assistance from some outside source. To be sure, the druggist deals in sundry items, such as hot water bottles, on which the customer wants a 12-months' guarantee, tooth-brushes guaranteed to last indefinitely, unbreakable combs which are promptly returned to him if broken, no matter how, and numberless other items, all either lasting indefinitely, or supposed to.

The druggist, to pay the enormous rents for which he obligates himself to obtain preferred positions, must cast about him for some quick-moving merchandise to help meet these obligations, and my belief is that candy is the best possible medium for this purpose. It takes very little of his valuable merchandising space, is easily obtained and with very little special preparation can be attractively displayed. A candy stock can be made to turn itself from 15 to 25 times per year and at a very satisfactory profit each time. Take the usual course of a sale of a pound of candy. The buyer takes it home and no more than gets into the house before the suspicious bulge in his pocket is noted and at once demand is made on him for it. Immediately thereafter consumption begins and satisfaction comes only when the bottom of the box appears. There is no guarantee as to its lasting qualities asked and none expected, the only stipulation being that it be good candy.

Practically all candy is good, the principal difference being in the manner of packing. I speak of the staple brands of regular manufacturers, not eliminating the much abused 29-cent package. This grade of candy when first put upon the market was undoubtedly of the 40-cent bulk grade, and properly used on Saturdays only as a potent advertising medium. Some of the less experienced druggists, however, did not have the nerve to turn down sales during the other six days of the week at 29 cents or make the customer pay the regular 40-cent price, with the result that they not only lost the advertising advantage, but lost money besides, and in trying to remedy this last defect began selling chocolates that were not only worth less than 40 cents per pound but were worth less than 29 cents. I personally believe the 29-cent Saturday special a good proposition, if correctly handled, but a bad one otherwise. I also believe that a retailer selling less than 100 pounds a week is wasting his time in handling it at all and is hurting his regular candy business.

Now in reference to the care of candy, especially chocolates. Did you ever stop to consider that the responsibility of the manufacturer ceases as to its care when you purchase his goods? The average silent salesman show case is fine for showing merchandise, but is a veritable hot-house and is constructed exactly like one. It is all glass, practically air-tight, and is very frequently directly in the path of sunlight some

part of the day. Why shouldn't it be hot; and if hot, why shouldn't it melt chocolates? This is very easily remedied, and some of the more progressive case manufacturers are making a ventilated show case for confectionery. You can easily remedy it yourselves by having a wire screen three or four inches wide placed on a frame at either end of your case, thus allowing a circulation of air over your goods. I am frequently asked, "How about chocolates in the Summer time?" The answer to this is easy. Don't sell them. Give your customers a rest and they will come back all the more hungry in the Fall. "Yes, that is fine, but I have the case, and don't want to go out of this branch of the business at all." To meet this I would say that there are lots of candies, other than chocolates, that can and do stand hot weather. I have in mind the 10-cent, 15-cent and 25-cent bottles of various hard candy sticks, balls, cuts, etc., gum drops in attractive packages, druggists' wafers, chewing gums and many others equally as good, all confectionery, and all profitable. With a little forethought and ordinary merchandising sense this department will pay the year round.

Now a few words about the manufacturing end of the business. The detail of one factory is much like another. The sugar is cooked, beaten into fondant, flavored, cast into centers, dipped into chocolate and packed into its various packages. All of this costs money, but from this point on the real expense begins to mount up, the principal item being printers' ink. Your customer doesn't eat this, but he pays for it. If you don't think so look over the advertising appropriations made by some of the larger houses. The second item of expense, in which some houses include their advertising appropriation, is the selling to the retailer. A good deal of this is caused by the retailer not having the courage of his convictions, or you might say by lack of loyalty to any one manufacturer or brand of goods. He wants to please each customer, giving each his special chosen brand of goods, thereby making his individual business of little value to any one manufacturer, or else he uses slipshod methods in buying, such as allowing his stock to become either too small or too large, both equally undesirable: or his desire to be a good fellow and buy from each good fellow that comes along necessarily makes his orders small, thereby increasing the proportionate cost of dealing with him. This item alone adds from 5% to 15% to the cost of goods, all of which must fall on the consumer or retailer, or both, a goodly portion of which would be eliminated if the retailer would use a little care in selecting his one or two lines and then buy them persistently and continuously so long as their standard was maintained, giving the manufacturer the co-operation and support to which he is entitled.

As I said before, the operation of making candy is one of detail only, and if you are satisfied with a house's business methods and product, help it and it will help you. The manufacturer has much to contend with, finances, labor, constant watchfulness as to cleanliness and sanitation, constant demands for new varieties of nuts, flavors, etc., constant watch of market conditions, for just the minute the source of supply finds their particular article being generally used, up goes the price, which must be met by either a satisfactory substitute or a new source of supply, attacks by sensational writers or newspapers and a thousand and one other items.

I want to speak specifically concerning sensational newspaper stories. The National Confectioners' Association maintains a committee, aided by a legal force, to hunt down the source of the stories generally headed, "Poisoned by eating candy," and in over one hundred cases investigated not a single one

\*A special lecture given at the Massachusetts College of Pharmacy on Jan. 9, 1914.

and the fact that in many cases the stories have been exaggerated.

Some time ago a representative of an allied industry came to Boston for the purpose of getting financial assistance from the New England confectioners to fight the then new Pennsylvania Pure Food Law. He was asked why we should fight it. His answer was, "So that you can sell your goods in that State." As we had formulated Pure Food Laws of our own in 1885, and since that time had been taken we could not see why we should fight it, and did not contribute, and to my knowledge there have been but two convictions of New England confectioners and these both on technicalities. I consider this more than remarkable when there was last year over \$400,000,000 of confectionery made in New England and sold the world over. These look like pretty large figures, but here are some larger ones, for the United States made last year 8,000,000 pounds of candy, 160,000,000 of which were made in New England, giving employment to between 35,000 and 40,000 people.

I might go on to tell you the difference between cocoas that come from different countries. Why especially dark, sweet cocoas can only become so by either burning or coloring during the process of converting it into coating, why the supply is not increasing with the demand, and many more of the so-called secrets incident to the manufacture of chocolates, but I fear I might be criticised by some of my fellow manufacturers, so will close by saying it is an interesting subject and will be well worth the time spent in your college library that it will take to look it up.

### Parcels Post Pointers.

Here are a few tips for the benefit of druggists and their customers, and relating to the parcel post. Questions are often asked in regard to these minor matters, and definite knowledge on the points involved is valuable:

Books may be sent by parcel post on and after March 16, 1914. The rate of postage will be, for parcels weighing 8 ounces or less, 1 cent for each 2 ounces or fraction thereof, while on those weighing over 8 ounces the regular pound rates will apply.

In New York City, uninsured parcels weighing 4 ounces or less may be mailed at the ordinary package boxes, and at all numbered stations, as well as at the General Postoffice and carrier stations.

In measuring packages, it is simplest to use a six-foot tape line. Lay the tape along the greatest length of the parcel, and so much of the tape as is not used for the length represents the greatest girth permissible.

Articles classified as third-class matter may not be sent by parcel post. Photographs, circulars, cards, calendars, and other printed matter carry a rate of 1 cent for each 2 ounces or fraction thereof.

Parcels containing two or more classes of matter are chargeable with postage at the rate applicable to the highest class of matter included.

Parcels cannot be registered for domestic destinations, but may be insured.

To send parcels by special delivery, add 10 cents in stamps, or a special delivery stamp. If ordinary stamps are used, write "Special Delivery" on the package.

If parcels are to be sent as first-class matter, they should be sealed, or otherwise closed against inspection. Weight limit is 4 pounds.

Parcels must bear the name and address of the sender, preceded by the word "From." The address and name of sender may be written on tags, but should also appear on the wrapper of the package for use in case the tag is detached.

Permissible inclosures with parcels are invoices, showing the price, style, stock number, size, date of order, initials or name of salesman and checkers; directions for taking medicine written on labels attached to the bottle or package; printed matter descriptive of the article mailed; and a single order form, mainly in print, may be inclosed with a parcel.

The Boston Drug Company, with a capital of \$50,000, has been incorporated by John L. Richardson, George M. Parkner and William I. E'Hot.

## LEGAL DECISIONS

### Agency Contract or Absolute Sale.

**A**CTION was brought for goods sold and delivered, to recover for certain proprietary medicines alleged to have been sold by a proprietary medicine company to the defendant, Bates. The defendant Eastgate guaranteed the contract. The plaintiff was the owner by purchase from the receiver of the medicine company. The vital question in the case was whether the contract, which was in writing and complete in itself, was a contract of absolute sale, making Bates liable, upon its termination, for the stipulated price of the goods which he ordered.

The contract recited a desire on the part of Bates to purchase of the medicine company, on credit and at wholesale prices, for the purpose of selling again to consumers, certain medicines and other goods manufactured or distributed by the medicine company, paying his account in instalments as provided in the contract. Bates was to sell no other goods than those sold by the company, was to sell at retail prices fixed by the company, and was to pay on the basis of the wholesale prices fixed by the company. He was to remit to the company in cash each week an amount equal to one-half of the receipts of his business, of which he was to submit weekly reports. Upon the termination of the contract he was to settle in cash within a reasonable time the balance due the company on account. The company agreed to fill and deliver his reasonable orders, provided his account was in a satisfactory condition, and to charge current wholesale prices, and to notify him promptly of any change in wholesale or retail prices. It agreed to pay any license fee required by the State or county. It agreed to furnish advertising matter, reports and other blanks. It agreed to give, free of charge, instructions and advice by letter, bulletins, and otherwise, as to the best method of selling products to consumers. Bates and his guarantor were to be released from the contract at any time by paying in cash the balance due the company on account. The contract was to continue so long only as his account and amount of purchases were satisfactory to the company. Concurrently with this contract it was agreed, by another contract in writing, that so long as Bates worked continuously selling the company's medicines it would not sell to anyone else to peddle in Cottonwood county, Minn., but if the contract was terminated the company might sell as if the agreement had not been made. The so-called guaranty was a guaranty of "the honest and faithful performance of the said contract."

The court construed the contract not to be an absolute sale contract, making Bates liable for the wholesale price of merchandise unsold when the company terminated the contract, but to be in the nature of an agency contract, notwithstanding that it did not expressly provide for a return of the merchandise unsold. Judgment for the defendants was therefore affirmed. The court stated that it had found no case construing a contract precisely like this one. (*Barkerville vs. Bates*, Minnesota Supreme Court, 143 N. W. 909.)

### Void Ordinance Licensing Sellers of Soft Drinks—Recovery of License Fees Paid.

A firm of druggists in a city of the fourth class in Kentucky were engaged in selling soft drinks as a part of their business. In April, 1910, at the solicitation of a number of persons who were engaged in that business, or that desired to engage in it, in the city, the board of councilmen adopted an ordinance providing for licensing the sale of soft drinks in the city, fixing the license fee at \$200 per annum, payable quarterly. The firm in question obtained the required license, and continued to do business thereunder for 18 months, during which period they paid license fees aggregating \$300. In September, 1912, the firm brought action against the city to recover that sum, upon the ground that it had been paid through mistake, and collected without authority of law. The want of authority upon the part of the city to collect the license fee appeared, for the first time, shortly before the action was brought, when the firm discovered that the ordinance of April, 1910, was void, because the yeas and nays of the vote upon its adoption had not been recorded in the journal of the proceedings of the board of council.

The rule in most jurisdictions is that money paid under a mistake of fact can be recovered, but money paid under a mistake of law cannot be recovered. But it has long been settled in the Kentucky courts that in that State money paid under a mistake of law may be recovered. The court of appeals of the State upholds the wisdom of the Kentucky rule on the ground that one is as much more inclined to make a mistake of law than a mistake of fact. One of the modifications of the Kentucky rule, however, is that illegal taxes paid voluntarily may not be recovered; but, if they are paid under compulsion, which exists whenever they are collectible by summary process of fine and imprisonment, they come within the general rule and may be recovered. When taxes can be collected by suit only, and are voluntarily paid, an action to recover them cannot be brought. All the requisites of a compulsory payment appearing in this case, judgment for the defendants was reversed and the cause remanded for further proceedings consistent with the opinion of the appellate court. (*Spalding vs. City of Lebanon, Kentucky Court of Appeals, 160 S. W. 751.*)

#### Sale of Undivided Interest in Stock—Bulk Sales Law.

The sale of a half interest in a stock of goods by a merchant for the purpose of taking the vendee into partnership is held to be within the purpose and reason of the Tennessee Bulk Sales Law (Acts 1901, c. 133), requiring that notice shall be given to creditors, etc., since it very materially changes the relation of the vendor's creditors to the stock, if such sale is valid. Before the sale a creditor could levy upon the whole stock. After the sale, if valid, the creditor could not levy upon any of the stock, but only upon the vendor's interest in the whole, and in order to obtain this he would have to file a bill in equity and have an accounting with the new partner. So the former owner of the stock might admit three new persons into the business, and so reduce his own holding to a one-fourth interest, and so on as to small fractions—at the same time putting the proceeds into his own pocket and holding them beyond the reach of his creditors. (*Daly vs. Sumpter Drug Co., Tennessee Supreme Court, 155 S. W. 167.*)

#### Contract for Sale of Drug Store Fixtures.

An offer and acceptance for the sale of drug store fixtures were in the following form: "We propose to furnish and erect complete in your store at Charleston, W. Va., the following fixtures: 25-foot wall case (McLean style); 18-foot tincture shelving; 11-foot patent medicine case; 6-foot tobacco case and humidior; 6-foot mirror; 12-foot RX work counter; 12-foot RX partition; 18-foot 6-inch settee, upholstered in green leather; 7-foot 6-inch mirror above settee; 14-foot 6-inch "L" case; 36-foot cases; 5-foot wrapping counter, glass front and sliding floor; 10-foot laboratory table. Exposed parts of alcove in solid and veneered mahogany, all glass bevel plate and all mirrors No. 1 grade same, metal back; all cases to be all plate—plate shelves 10-inch marble base; finish—best quality, hard polished and rubbed. Complete plans, specifications and details to be submitted and approved by purchaser Price, \$2145. Bernard Glecker Co., per Leon Shipman. Accepted: Jas. A. Carr, Carr's Drug Store." In an action for damages for breach of the contract by the defendant, the defendant argued that until complete plans, specifications and details were submitted by the plaintiff and approved by the defendant, the contract was incomplete, not binding on, and therefore revocable by either of the parties. The court did not agree to that conclusion, because Carr did not give the plaintiff an opportunity to prepare and submit plans and specifications for his approval. Within an hour after accepting the order he arbitrarily sought to revoke it, assigning as the only reason that he had purchased the same fixtures from another company at a materially reduced offer. It was held that the contract was mutually binding on both parties, and that Carr could not revoke it. His refusal to take the fixtures in conformity with the contract was a breach thereof. The contract was not invalid because of the concluding clause thereof. It was sufficiently definite in description of the fixtures. (*Bernard Glecker Co. vs. Carr, West Virginia Court of Appeals, 79 S. E. 732.*)

The United Drug Co., of Massachusetts, a holding company for the New Jersey operating company, has declared quarterly dividends of 1 $\frac{3}{4}$  per cent. on preferred stock and 2 on common.

## DRUG LAWS AND RULINGS

**Caffeine Duty Affirmed.**—The Board of United States General Appraisers has affirmed the assessment by the Collector of the Port of New York, under paragraph 65 of the 1909 tariff, on caffeine imported by the National Aniline & Chemical Co. The board held that caffeine was properly classified as a "medicinal preparation not otherwise provided for," while the importers held it dutiable under paragraph 20 as coming under the class of drugs there enumerated. "It appears from the evidence," says General Appraiser Brown in his decision, "that it is used in medicine as a heart stimulant, and with bromide of soda and other chemicals as a headache cure. It also appears that it is made by soaking tea sweepings in water, then adding acetate of lead to throw out the tannin. This leaves an excess of lead, which in turn is removed by sulphide of hydrogen. The solution remaining is allowed to cool, a large flaky mass precipitating, which is known commercially as caffeine. It can also be made from coffee. This case comes within the principle established by the case of *Lehn & Fink vs. United States (T.D. 33522)*, decided May 26, 1913, wherein the Court of Customs Appeals says: "Paragraph 20 is limited by its terms to such natural, un compounded drugs as inedible barks, beans, berries, roots, etc., and does not extend to infusions, decoctions or extractions made from such substances."

**To Test Insecticide Statute in Ohio.**—George B. Kaufman, of the Kaufman-Lattimer wholesale drug firm, appeared before the Ohio State Agricultural Commission recently with his counsel, E. L. Taylor, to ask co-operation in a friendly suit to test the constitutionality of the Boggs law, which regulates the sale of insecticides and fungicides; and also the law which provides standards for stock feed. The suits are to be brought in the Franklin county courts. Members of the commission refused to enter the contest in a friendly relation, and stated that they believe the laws constitutional, and will attempt to uphold them. According to the provisions of this law a license fee of \$20 is required for each variety of insecticide carried by the druggist, and this would mean a yearly fee of something like \$14,000 from such firms as Kaufman-Lattimer and the large wholesale druggists, since there are some 700 of these preparations on the market. A personal visit of protest was made upon the Governor by Mr. Kaufman and by J. D. Price, of the Orr, Brown & Price Co., as soon as the law was passed.

**Telephone Drug Order Illegal.**—At the conclusion of a bitterly contested test case in the Massachusetts courts, based on the interpretation of the drug laws, a Boston magistrate has ruled that a telephoned order to a druggist by a physician for the sale of cocaine, morphine or opium is illegal. The defendant was Ernest Langley, a clerk employed by Frank J. McGarry, a Columbus avenue druggist, and he paid a fine of \$25. The point raised by the attorney for the defendant was that the law reads "upon the written prescription or order of a physician," and that the last four words applied to a telephone order as well as to a written one. The prosecution held that the stipulation "written" applied to both the "prescription" and the "order," and this reading of the statute was upheld by the magistrate.

**Drug Habit Growing in Georgia.**—The annual report of State Drug Inspector Dr. T. A. Cheatham, of Georgia, calls attention to the growing danger from the drug habit in the State, particularly among the negroes, and urges stringent methods to prevent the illegal sale of narcotics and particularly of cocaine. He reports a large number of druggists as violating the laws controlling the sale of narcotic drugs without the prescription of a reputable physician, and recommends social ostracism as a cure for those who are engaged in the business and who are successfully prosecuted. Arresting officers all agree that a negro under the influence of cocaine is much more dangerous than one under the influence of poor whiskey.

**Fitting a Truss Not Practicing Medicine.**—Fitting a truss is not "practicing medicine," according to a ruling by Judge Connolly, of Detroit, following which he instructed a jury to find in favor of Frank H. Seeley, a truss manufacturer, who was charged with violating the State medical law. Mr. Seeley sold a truss to a customer and fitted it to him. "If this

case constitutes a violation of the State medical law," said Judge Connolly. "You could just as well arrest a druggist for selling a toothbrush."

**To Make a Test of the Drug Law.**—E. Pickett, of Fresno, Cal., accused of selling drugs when not a licensed druggist, was arrested by a State drug inspector and held for trial. The constitutionality of the law under which the arrest was made will be tested. Seven other warrants for arrest of persons on similar charges were served later on seven other dealers; the articles sold were arnica and sweet spirits of nitre, quinine, pareg ric and iodine.

**Malt Liquor in Drug Store Evidence of Illegal Sales.**—Judge James E. Deery, of the Indianapolis city court, has held that a quantity of malt liquor found in a registered pharmacy is *prima facie* evidence of the operation of a "blind tiger." The decision was handed down in the case of Lee G. Nash, a registered pharmacist, who was fined \$50 and costs and sentenced to jail for 30 days.

**Drugs—Sale by Physician.**—The right of a physician to sell drugs without a prescription was considered in the Indiana case of *Niswonger vs. State*, 40 L.R.A. (N.S.) 1, which holds that a sale of cocaine by a duly licensed physician without a written prescription violates a statute making it unlawful for any person to sell cocaine except upon a written prescription of a duly licensed physician.

**Fined for Failure to File Prescriptions.**—A. H. George, a Cleveland (Ohio) druggist, has been fined \$1000 on two charges of failing to have prescriptions on file. His assistant was fined \$500 for selling morphine illegally. The arrest is a part of the campaign against illegal drug sellers in Cleveland, and is instigated by A. L. Flandermeyer, representative of the State Board of Pharmacy.

**To Prohibit Sale of Cocaine.**—An act providing that no person may have in his possession cocaine or any compound thereof, except upon written authorization of a physician, or unless authorized by law to have or use cocaine, has been introduced in the Rhode Island Legislature by Senator Pierce. The bill is aimed at the illegal trafficker in narcotics.

**Arrested for Displaying Red Cross Illegally.**—Leon Schatz, a druggist at Pratt and Bond streets, Baltimore, has been released on \$500 bail pending the action of the grand jury, on a charge of displaying the Red Cross illegally on three windows of his drug store. The offence is a violation of the State law.

**Ice Cream a Food.**—The Interstate Commerce Commission at Washington, on March 11, directed the express companies of the country to classify ice cream as an article of food, a ruling which will reduce the rates of carriage nearly 50 per cent. The companies have expressed a willingness to obey the order.

**Permits Granted Drug Habitues.**—Under the new anti-narcotic drug law in Tennessee which requires users of such drugs to take out permits it has been shown that there are more than 40 users in the city of Nashville alone, while more than 1000 permits have been granted in the entire State.

**To Prohibit Interstate Traffic in Fraudulent Medicines.**—Representative Frank T. O'Hair, of Illinois, has introduced in the National House a bill prohibiting interstate traffic in fraudulent medicines and surgical apparatus, and providing for the fine and imprisonment of offenders.

## MR. REHFUSS OPENS FIGHT FOR LOWER EXCISE

**Senator Whitney Introduces Bill Embodying His Suggestions—Provides for Lower Tax and Bond.**

AS an entering wedge in the movement to ameliorate the provisions of the present excise law which are needlessly burdensome to the retail pharmacist, Mr. Whitney has introduced into the New York State Senate Bill No. 1402, to amend the liquor tax law, in relation to the sale of alcohol by licensed pharmacists. After providing for the business of trafficking in alcohol in quantities of less than five gallons by dealers *who are not duly licensed pharmacists or duly licensed druggists*, the bill reads as follows:

*Upon the business of trafficking in alcohol in quantities of less than one gallon, for use for medicinal or scientific purposes, by duly licensed pharmacists and duly licensed druggists,*

*there is assessed an excise tax to be paid by every licensed pharmacist and licensed druggist engaged in such traffic the sum of five dollars.*

Under "bonds to be given," the bill provides:

*Provided, however, that a duly licensed pharmacist or duly licensed druggist who desires to traffic in alcohol in quantities of less than one gallon for medicinal and scientific purposes under subdivision six of section eight of this chapter, shall file a bond in the penal sum of one hundred dollars only, without surety or sureties.*

Jacob H. Rehffuss, president of the New York State Pharmaceutical Association, has fathered this particular effort to secure a reduction in the excise tax and bond required of pharmacist-dealers in alcohol. In a recent interview with an ERA representative, Mr. Rehffuss referred to the fact that organized pharmacy has been trying for years to separate the sale of liquor from that of drugs. The result has been that in the cities and towns few druggists engage in the liquor traffic, other than in the sale of pure alcohol, which is conceded to be a sick-room necessity and rarely used as a beverage.

"Pharmacists of this type feel that they ought not to be classified as retail liquor dealers along with the saloonkeepers. Nor should pharmacists be compelled to pay more than a nominal fee for the privilege of carrying on a business in pure alcohol." Mr. Rehffuss advocated a new classification to be known as "retail dealers in alcohol." An alcohol permit should be issued to such dealers permitting them to sell in quantities of less than one gallon, and not permitting them to sell any form of spirituous liquor. The annual fee for this permit should be five dollars and no bond should be required. The applicant should make out a sworn statement that he sells no other form of spirituous liquor.

Mr. Rehffuss summarized the situation to the effect that an alcohol permit, such as he proposed, would relieve the pharmacist of the burden of a bond which at present cost more than the license tax, the holder of such a bond would not have to be watched by the excise department for violations, the saloon interests should not object, since the establishment of a permit would place the liquor traffic into their hands, and the temperance people should not oppose its institution, since it would be a move toward the complete elimination of the sale of liquor in the drug store. The State revenue would not suffer, since many druggists at present do not take out the \$7.50 license, preferring not to sell alcohol, or to do so surreptitiously, rather than pay the State \$7.50 and a bonding company \$10 to \$12.50, as at present. In fact, the necessity of furnishing the bond is the druggist's chief objection to the entire matter.

## LEDERMAN IN CUSTODY OF CITY WARDEN.

**Justice Bijur Dismisses Writ of Habeas Corpus, Virtually Upholding Medical Society's Contention.**

Justice Bijur, in the Supreme Court, recently remanded Dr. Morris Lederman to the custody of the warden of the city prison and dismissed a writ of habeas corpus, thereby virtually upholding the contention of the New York County Medical Society that drug stores cannot legally advertise to write prescriptions and to diagnose diseases, even though they employ regularly licensed physicians. As was reported in the March ERA, Lederman was held by a magistrate on a charge of practicing medicine in violation of the Public Health law, in behalf of the Standard Pharmacy Co., 321 Bowery. Justice Bijur dismissed the writ of habeas corpus because he believed that the "relator holds himself out under his trade name as being able to diagnose and treat diseases, and offers and undertakes to do so." The justice did not render a direct decision on the holding of an office by a physician in connection with a drug store.

Justice Bijur stated that the doubts which he entertained as to the legal propriety of the advertisements might properly be resolved in the plaintiff's favor were it not for the card of free examination which read:

"Card for Free Examination, Medical and surgical office of the Standard Pharmacy Company, 321, 323 Bowery, corner 2d Street, New York. To the Doctor: Please make examination and give medical advice to bearer, who is now using....., and charge same to Standard Pharmacy Company, per..... Make no charge to holder of card."



## Eastman Co. Buys Right to Make Films.

*After 12-Year Contest in the Courts, Kodak Company was Held an Infringer on Rights of Original Inventor of the Photographic Film—Court of Appeals Allowed Time for Readjustment of the Business, But Stipulated Payment of 20 Per Cent. of Value of Films.*

WHAT is recognized as the most sweeping decision of recent years, affecting the right to manufacture a commodity in general use, and one handled by many drug stores—that relating to the ownership of the process of manufacturing films for cameras—was sustained March 18 by the United States Circuit Court of Appeals, Judge Coxe sitting. In his ruling the judge said: "After the almost unprecedented delays of this controversy we think the time has come when the complainant is entitled to prompt and adequate relief."

In 1887 the Rev. Hannibal B. Goodwin, of Newark, N. J., who in addition to his clerical labors was an enthusiast on the subject of photography, invented the gelatin film now in general use with cameras, and without which the moving-picture business would be impossible. The patent on the process was not, however, granted until 1898. The Rev. Mr. Goodwin died in 1901, and a year later action was commenced in the courts against the Eastman Kodak Co. as infringers. It was not until last September, however, that Judge Hazel, in the United States District Court at Buffalo, handed down the decision that the Eastman company had been infringing on the Goodwin patent. The Eastman company then asked that an injunction restraining them from manufacturing and selling the films be suspended for four months on the ground that the Eastman company had large quantities of the films manufactured, and some in process of manufacture, which they wished to dispose of, and further that such an injunction would interfere seriously with the business of photographers throughout the United States, as the "Eastman company alone was in a position to furnish the necessary supply."

In his decision Judge Coxe is in partial agreement with the contentions of the Eastman company: "Unquestionably it is for the interests of all, the public included, that the defendant should be permitted to complete the sales contracts and obligations now outstanding and adjust its own business to the changed situation, if this can be done without jeopardizing the interests of the complainant." He, therefore, makes special provisions for the continuance of the manufacture and sale of films by the Eastman company, but only on the condition that this company furnishes to the complainant a statement of its total sales of the infringing films made since the handing down of the decision by Judge Hazel, and pays the complainant 20 per cent. of the total value of such films. The litigation was, however, brought to an end March 27, by the payment of a substantial sum by the Eastman company to the Goodwin interests. All damages, claims, costs, etc., were wiped out, and the Eastman company was given the right to work under the patent. The judgment involved is understood to be between \$5,000,000 and \$25,000,000.

Millions of dollars were involved in the final accounting, as it is 13 years and two months since the inventor died in poverty, after the granting of his patent had been fought unsuccessfully for years by the Eastman company. When the suit was entered Mr. Goodwin was not able financially to fight it alone, and he sold part of his rights to the AnSCO company, of Binghamton, who brought a separate action. Mr. Goodwin's widow, now living in Newark, has a small interest in the company now owning the patent.

## LABOR LAW DOES NOT APPLY TO PHARMACISTS

**Frederick Haas Acquitted on Charge That He Did Not File Certificate—Judges Reverse Themselves.**

Judges Zeller, Russell and O'Keefe agreed in Special Sessions on March 25 with the contention of Charles A. Kalish, attorney for Frederick Haas, druggist, conducting stores at 28 West 38th street and 38 East 22d street, that pharmacy was a profession and that the New York State labor law was not intended to apply to any profession. Mr. Haas was charged with having failed to file the certificate required under Section 8A, subdivision 3, of the Labor law. Early in the trial the judges stated that there was no use of arguing the case as they had already made up their minds that the law applied to

druggists. Mr. Haas's attorney, who is also counsel for the German Apothecaries' Society, insisted upon the argument, and the judges changed their view and acquitted Mr. Haas.

Whether the above decision applies to all employees in a drug store in New York State is perhaps an open question. It would seem that the decision applies to all registered pharmacists and druggists. How the State Department of Labor will take the decision may prove of vital interest. It is understood that a conference of Department heads will be held in the very near future and the case may be contested in a higher court. At any rate, the Department may continue to prosecute druggists under the Labor law.

## FRAWLEY-BOYLAN BILLS PASS BOTH HOUSES.

**Illegal Sale or Possession of Cocaine a Felony in This State—Governor Pushes Boylan Measure.**

As the ERA goes to press the New York State Legislature has adjourned, having taken the following action on bills pertaining to pharmacy:

Frawley, making illegal possession or sale of cocaine, heroin, etc., a felony, instead of a misdemeanor, passed both houses and sent to the Governor for signature; Boylan, Board of Health special narcotic prescription blank measure, passed both houses; Blauvelt bichloride, killed; Walters, placing pharmacy back under pharmacy law, passed both houses. Governor Glynn requested, by special message, the passage of the Boylan bill. The Walters bill went through with an amendment protecting drug clerks against avaricious employers in the matter of alternate Sundays and their accustomed half-days off.

## Cherry Melba Sundae.

The J. Hungerford Smith Co., of Rochester, N. Y., requests us to call particular attention of the soda-fountain trade to their new product, Cherry Melba Sundae, and their Special Cherry Melba offer which is fully covered in their double-page announcement in this issue of the ERA. They claim that this Cherry Melba is one of the most delicious products they have ever produced and the reputation of this house for making high-class goods gives added weight to their statements. Soda-fountain owners looking for new specialties will find this worthy of their attention.

## French Medal for George Hall, of Boston.

For the first time in the history of this country an American has been honored with the decoration of Chevalier du Merite Agricole by the French government. It was voted to George Hall, head of the perfume department of the United Drug Co., by the French Senate, and was bestowed March 23 by M. J. C. Flamand, the French consul at Boston.

## Brooklyn C.P. Alumni Hold Annual Dinner at College

The Alumni Association of the Brooklyn College of Pharmacy held its annual dinner at the college building March 26. Dr. Stewart L. Walsh, Ex-Assemblyman George W. Wilson and Ex-Senator Dr. George W. Brush, all old-time friends of the institution, were the principal speakers.

## Manufacturing Perfumers to Meet at Whitehall Club.

The Manufacturing Perfumers' Association of the United States will hold its annual meeting at the Whitehall Club, April 1, 2 and 3.

## Startin's Compound Sulphur Ointment.

Sublimed sulphur.....	8 ounces
Ammoniated mercury.....	½ ounce
Red sulphide of mercury.....	½ ounce

Rub well together, then add—

Olive oil.....	4 ounces
Lard.....	1 pound
Creosote.....	20 minims

Mix thoroughly. Recommended in the treatment of scabies, favus and ringworm.

Riker-Hegeman sales in January, according to reports, showed an increase of 20 per cent. over the same month a year ago.

## FROM THE BUSINESS FIELD.

Sharp & Dohme, manufacturing chemists, put on trial recently in the United States Circuit Court in Baltimore on the charge of misbranding disinfecting fluid, secured a complete vindication. Judge Ross took the case from the jury and exonerated the company from all intention of wrong-doing. The company had shipped to Augusta, Ga., on April 7, 1911, a can of disinfecting fluid which, according to the label, possessed five times the efficiency of pure carbolic acid crystals. An analysis by the Government chemists showed, it is said, that the fluid was only 2.125 times as strong, the can being deemed misbranded under the provisions of the Pure Food and Drugs Act. The company, on its part, put in evidence to the effect that it employed Dr. Standish McCleary, of Baltimore, to ascertain the strength of the fluid and that he had reported the substance to be four and a quarter times the strength of carbolic acid, whereupon the efficiency had been increased to the ratio stated on the label. The company emphasized the point that it had taken every means ordinarily available to insure accuracy, and that it had no reason to doubt the correctness of Dr. McCleary's analysis. It was further brought out that in the present state of the science of chemistry similar errors were likely to occur. Judge Ross thereupon took the case from the jury.

Whitall Tatum Co. were the hosts recently when the senior class of the Philadelphia College of Pharmacy made its annual trip to the firm's large glass works at Millville, N. J. The class left Camden in a special train, arriving at Millville, N. J., about 10:15. The works were inspected by the class in sections until 12:15 p.m., when every one was invited to the firm's employees' recreation building, where a sumptuous luncheon had been prepared. The luncheon over, the dean, Prof. Joseph P. Remington, spoke of the unusual privilege which the Whitall Tatum Co. had given the class, and commented on the history and growth of the firm, to which Mr. Thorpe responded for the company. Elwyn J. Wheeler, class president, expressed the appreciation of the class, after which the sections again proceeded to the various departments to finish the inspection. Every department of the immense works was shown at work by some representative of the company. To one who is not familiar with the manufacture of prescription ware and chemical apparatus such a trip is indeed a treat and one need no longer wonder why the druggist must charge his customer for every bottle he furnishes.

Parke, Davis & Co. report that the drug trade in the Middle West, and perhaps other sections, is being visited by salesmen for "the Snyder-Wagner Company, of Chicago, Ill.," marketing a lozenge in a 10-cent package under the name of "Menthelin," who represent that Parke, Davis & Co. are behind the preparation and guarantee it, but do not wish it known for fear of criticisms on the part of the medical profession. Efforts to locate the Snyder-Wagner Company in Chicago have proved fruitless; however, few druggists should be taken in by representations of this character, which all should know are false. Reports also often come of medicine peddlers who offer their wares direct to the public, on the street corners, or in house-to-house canvass, and who use Parke, Davis & Co.'s name in support of the therapeutic claims they make for their nostrums. These may invariably be set down as swindlers of the first water, and druggists should so advise their customers. Parke, Davis & Co. assume no responsibility for any drug not sold through regular drug-trade channels.

Goodfellowship Club of Parke, Davis & Co.—Recent issues of Detroit newspapers give interesting accounts of a minstrel show, staged in the banquet hall of the Hotel Tuller, in the city mentioned, in which the Goodfellowship Club of Parke, Davis & Co. provided the talent. The performance, which was highly praised, was attended by the wives and friends of the club members and was followed by a dance, about 300 persons participating. On March 20 the performance was repeated for the benefit of the Detroit Tuberculosis Sanatorium, before an audience that filled the Light Guard Armory. There are 140 members of the Goodfellowship Club, comprising executives, heads of departments and their assistants, and scientific workers of Parke, Davis & Co. It is now in its eighth year and meets once in three months,

when a dinner is always a feature. In the Summer the entertainments commonly take the form of outings. The club was organized with a view to bringing closer together the men in positions of responsibility at the laboratories—to promote friendship among its members.

The H. W. Johns-Manville Co., because of the necessity for larger space and better facilities to handle their increased business, have been compelled to seek larger quarters for the Indianapolis, Ind., and Louisville, Ky., branches. The new address of the Indianapolis branch is 408-410 North Capitol avenue; that of the Louisville branch, 659-661 So. Fourth avenue. Both of these branches will include ample warehouse accommodations, in addition to show-rooms for the display and sale of this firm's varied line of asbestos roofing, pipe coverings, insulating materials, lighting fixtures, automobile accessories, etc. In connection with the last-named line, unusual pains have been taken in the equipment of service departments for the benefit of the customers who desire speedy adjustments, repairs or replacements.

H. K. Mulford Company's employees gave their third annual entertainment and dance at Mercantile Hall, Philadelphia, with an attendance of 700, including officers, executives, department managers and invited guests. The first part of the entertainment consisted of a vaudeville performance by selected talent from the leading Philadelphia theaters, after which dancing was enjoyed until the early hours. The committees were untiring in their efforts to make the evening a brilliant success, and it was generally agreed that the occasion had eclipsed all previous affairs of a similar nature.

F. F. Myzrantz, of Columbus, Ohio, will add another "popular-price" drug store to his string on April 1. The new store will be located at Popular and High streets and will be one of the most attractive and complete of the Myzrantz stores. This will make the fifth store in this chain. One is located in the Harrison building, another in East Main street and another in Mt. Vernon avenue.

Dr. Adolph W. Miller, president of Aschenbach & Miller, Inc., Philadelphia, has arranged for a trip to Europe in June where he will study the European ideas on medicine and drugs and at the same time add to his knowledge in this field. At their factory, at 400 North Third street, Philadelphia, they are working full time and expect 1914 to be the finest year in the history of the company.

Henry O. Huegel's drug store, 1468 South Grant avenue, St. Louis, which is also Postoffice Branch No. 45, was entered and robbed during the night of March 10-11, the thieves getting cash from the store register, and money and stamps belonging to the Government. A larger cash register and a safe containing larger sums were unharmed.

The Lauer Drug Company store in Central avenue, Jersey City, was destroyed by fire recently. The fire originated in an adjoining building and the flames spread with such rapidity that the firemen had to exert all their forces to keep the flames from spreading to the buildings nearby. The exact loss is not known.

The E. H. Bindley & Co. fire at Indianapolis, according to the latest returns, did damage amounting to \$60,000. It is said that the total damage will exceed \$300,000, as a number of firms were burned out with losses ranging from a few thousands to \$100,000.

The Richardson Drug Co., of Omaha, Neb., at its annual meeting, elected the following officers and directors: President, Charles F. Weller; vice-president, H. S. Weller; treasurer, F. C. Patton; secretary, E. P. Ellis; directors, the foregoing and J. W. Fisher.

The French-Bauer Company, of Cincinnati, stockholders have re-elected the members of the directorate, and increased the stock dividend rate from 4 per cent. to 5 per cent. Frank E. French was re-elected president, and J. J. Smith, secretary.

The Jaynes Drug Co., of Boston, has elected the following officers: President, J. S. Alley; vice-president, Hugh Henry; treasurer, W. J. Norcross (he is also general manager); S. S. McCauley, secretary.

John Wyeth & Brother, factory 11th street and Washington avenue, Philadelphia, is undergoing extensive changes and a new addition is being built. Increase in business necessitated the changes now being made.

## The Seneca Camera Manufacturing Co.

*How the Biggest "Independent" Camera Company Insures Its Quality Products.*

**"T**O what do you attribute your increase in business?" was asked Secretary and Treasurer Fred K. Townsend, of the Seneca Camera Manufacturing Company, of Rochester, N. Y.

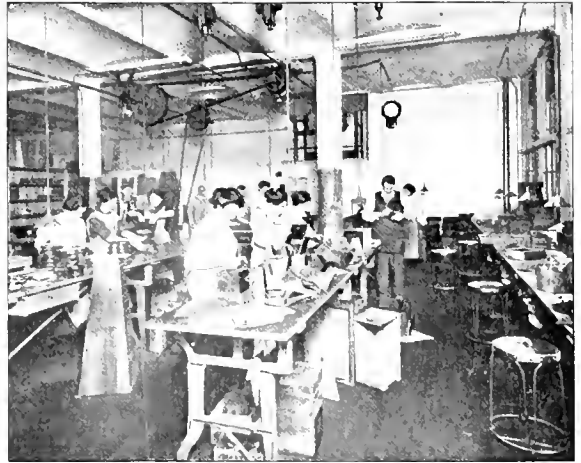
"We sell no experiments," was the quick reply. "We make no mistakes at the expense of the buyer. Seneca cameras are calculated for every kind of use. They have been foremost in mechanical improvements since the date of their birth, more than 15 years ago, and that is why people like them and will have them.

"There is another reason why we are going ahead so fast," continued Mr. Townsend. "We are constantly interesting new dealers, who go far to help us. We try to do business fairly with the trade, and they are quick to appreciate it. We have charged the same price to all alike."

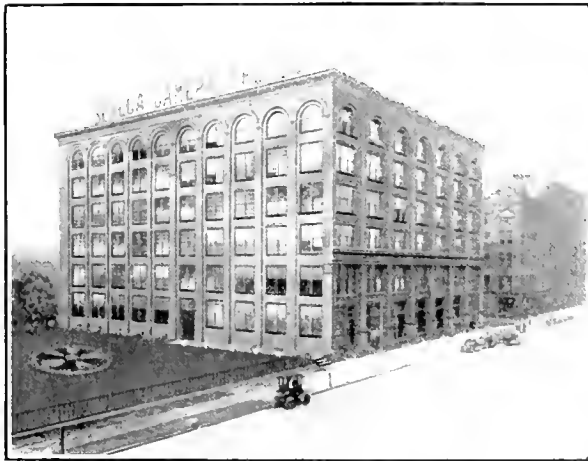
Given a quality product, and there is no combatting such a business policy as this.

The Seneca Camera Manufacturing Company is one of the oldest established independent companies in the camera business, with an immense, departmentized plant in State street ("Camera Row"), Rochester. Machine shop, stamping, polishing and nickel-plating rooms, woodworking department, as-

sembly, ranging in price from \$50 upwards, upon which a handsome profit can be made, and with the further advantage that Seneca agencies have been found good trade-pullers for the other departments of the store. A Seneca agency means something—it has the reputation of nearly 20 years of con-



*Finishing Camera Bodies at the Seneca Camera Mfg. Co.*



*The Seneca Camera Mfg. Co. Building at the Beginning of "Camera Row," Rochester, N. Y.*

sembly, testing and experimental departments are all housed under the one roof in the modern factory building. The work begins with the raw material, and, as the market does not offer the quality desired for the perfected product, the company treats its own lumber, leather and brass, after exhaustive tests of the original material. In fact, the experimentation and the testing departments of the plant are among the most fascinating to the visitor, as well as being among the most important to the company, because of the data thus made available for the perfection of any one of the various types of cameras made by this concern.

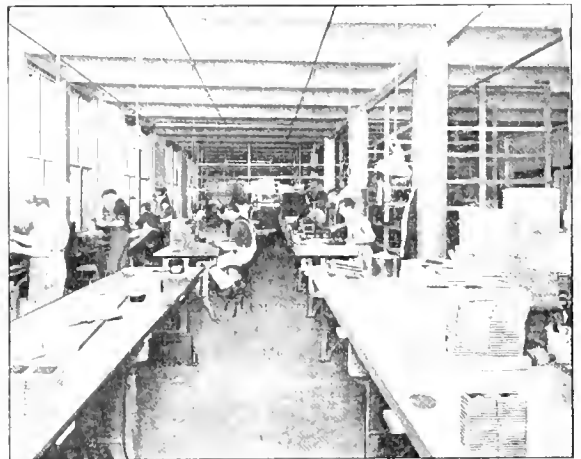
Seneca cameras are built in a wide variety of styles, incorporating every advanced idea of equipment, and all are of the one quality. After experimentation the company's experts have found the type of camera best fitted for a class of work, and have made it; the question of cost of such work has been subordinated to the perfection of the work itself. The variety includes roll film, film pack and plate cameras of the highest type, suitable alike for the professional and for the amateur, and each one is backed by the company's "money-back" guarantee.

The Seneca company has just inaugurated a National advertising campaign addressed to the consumer, to the man, woman or youngster who releases the shutter, and who turns to the druggist for films and supplies, and for printing and developing. To these druggists the company is now offering complete

scientific manufacturing history back of it, and the producing power of a modern plant which turned out last year no less than 300,000 complete cameras. That this was an increase of 40 per cent. over the output of the previous year is indicative of the growing recognition of the quality of the products bearing the Indian girl head trade-mark of the Seneca company.

Mr. Joseph Goddard, president of the company, has entire charge of the manufacturing side of the business. He is, perhaps, the most experienced authority on camera-making and assembling in this country, as he has devoted a lifetime to the intricacies of this great business, and he is enthusiastic over the prospects for the immediate future. For his company he reports that although its export business is very large, by working at capacity during the Winter a stock has been accumulated which enables it to make prompt shipments. The inquiries for information and prices were never so great as now, and the new National publicity campaign will serve more than ever to couple the agencies with the consumer.

Any druggist who is interested in the question of adding a camera and supply department should send for the 14th edition of the Seneca Camera Company's Catalogue Textbook, which



*In the Photo-Heidel Division of the Seneca Camera Mfg. Co.*

will be sent him at once. It is filled from cover to cover with just the sort of information he should have at hand about everything connected with a camera and photographic department.

### FOOD LAW IRRITATES FOREIGN HOUSES.

M. M. Sterling, of Fougere & Co., Asserts Foreign Concerns Comply Reluctantly With Provisions.

"THE trouble to which we have been put to persuade foreign manufacturers of pharmaceutical preparations to comply with the strict regulations of the Food and Drugs Act cannot very well be estimated," asserted M. M. Sterling, secretary-treasurer of E. Fougere & Co., 90 Beekman street, this city, in a recent interview with an ERA representative. F. Fougere & Co. have been specializing in the importation of French and English pharmaceutical preparations since 1841, and during this period the business has increased until now they are handling about 3500 different preparations. In his official connection with this company, perhaps few men in this country are better qualified than Mr. Sterling to report the effect of the Pure Food Law on the importation of this class of goods.

"Are foreign pharmaceutical manufacturers reluctant to comply with the Pure Food law?" the ERA representative asked.

"Since the inception of the act a great number of these manufacturers have objected very seriously to changing their labels, literature, etc. In fact, at this late date they are still objecting to it and state that they will simply lose the business rather than go to the trouble to change everything. In some cases, where the litigation has been decided adversely to them, the decisions have been open to a great deal of reasonable doubt. Where the language of the regulation is somewhat involved, they have declined to comply with it not only as a matter of pride, but because the interpretation was considered rather unfair.

"All this," continued Mr. Sterling, "has, of course, brought about the situation that there are always a certain number of preparations which it is beyond our power to supply the trade with. Although the amount of these 'outs' at times seem large it is only a very small percentage of the total items we handle. We are pleased to say, however, that after using the utmost diplomacy we have succeeded in convincing some of these foreign manufacturers that they are looking at the question from the wrong standpoint. We hope ultimately to win them all over and are working constantly to this end. In spite of the difficulties we have experienced in entering goods into this country since the passage of the Food and Drugs Act, our business has steadily increased and we are most gratified with our year of 1913, which was the largest in our history."

It is interesting to observe that E. Fougere & Co. enjoy the unique distinction of having conducted their business for 64 years without ever being obliged to borrow one cent from their bank.

A study of E. Fougere's catalogue presents an interesting perspective on the extensive line of foreign goods for which this company are the exclusive American agents. The names of many of these have been familiar to the druggists of this country for several decades and will be recognized immediately. Among the best-known are:

#### French Preparations.

Adrian's preparations.  
Astier's preparations.  
Aubergier's pastilles and syrup of lactucarium.  
Bengue's ampoules cacodylate soda, etc.  
Blancard's pills and syrup iodide of iron.  
Blaud's pills carbonate of iron.  
Boudault's pepsin in various forms.  
Ch. Chanteaud's dosimetric granules.  
Chapoteaut's pharmaceutical specialties, including the Paraf-Javal preparations of strontium.  
Clin's sterilized ampoules and other preparations.  
Declat's preparations of carbolic acid.  
Delluc's pharmaceutical specialties, cologne water, etc.  
Ducro's alimentary elixir.  
Fastet's foot powder.  
Fraisie's ampoules and preparations.  
Grillon's Tamar Indien.  
Laroche's elixirs of quina.  
Laville's liquor.  
Mathey Caylus's capsules gluten coated.  
Midy's ampoules, cachets, capsules, tablets, etc.  
Pelletier's specialties.

Prat-Dumas & Co.'s French filter paper.  
Robin's preparations.

#### English Preparations.

Ashton & Parson's preparations.  
Bienger's food.  
Brand & Co.'s beef, chicken and mutton essences.  
Browne's Chlorodyne.  
Condy's Fluid.  
De Sanctis's pills.  
Eade's pills.  
Elliman's Royal and Universal embrocations.  
Eno's Fruit Salt and other specialties.  
Huxley's preparations.  
John Gosnell & Co.'s toilet preparations.  
John Hooper's pills.  
Morson's chlorodyne, beechwood creosote, etc.  
Reynold's specific.  
Roche's embrocation.  
Savory & Moore's preparations.  
Wright's Liquor Carbonis Detergens, coal tar soap, etc.

#### The Original Castoria.

The Koreno Remedy Co., of Philadelphia, is manufacturing a brand of Castoria which they claim is made from the original formula of Dr. Samuel Pitcher, and J. E. Burt, the proprietor, has this to say in regard to his preparation:

"Castoria was patented by Dr. Samuel Pitcher, of Barnstable, Mass., on May 12, 1868. The patent expired several years ago and the courts have decided that both the formula for the preparation and the name 'Castoria' have become public property by the expiration of the patent. A patentee is given a monopoly on his invention for a certain length of time to reimburse him for the good that he does the public at large.

"Our company is putting up a brand of Castoria with the fac-simile of J. E. Burt, which is made from the original formula of Dr. Samuel Pitcher. We make no other claims for it except that it pays the druggists a much more liberal profit than does the so-called Fletcher brand of Castoria made by the Centaur Co.

"Around our bottle we make a full explanation of the circumstances so that the customer is not deceived. Our preparation has been on the market for a number of years, it gives satisfaction and is being handled by many druggists. There is no attempt on our part to work it off on the unsuspecting public as the Fletcher brand, but we have just as much right to make this preparation as has the manufacturer of any patented article to make it after the patent has expired.

"The patentee is supposed to have made his profit while the patent was in force, and now that this formula has become public property, there is no good reason why the monopoly should be continued; on the contrary, the public should have the advantage of the lower and competitive prices, as intended by our patent laws."

#### SPECIALTY HOUSE HOLDS ONE SITE 46 YEARS.

One of the oldest specialty manufacturing houses—there is hardly a place in this country where its preparations are not known—is the Wright's Indian Vegetable Pill Company, 372 Pearl street, New York City. This house was founded in 1837 by Dr. William Wright, of Philadelphia, who, incidentally, was also founder of an institution called the North American College of Health. Wright's Indian Vegetable Pills, which the company advocates as an effective remedy for disorders of the stomach, the liver and the bowels, are still compounded from the original formula first used more than 75 years ago, and are in extensive use, despite the discoveries in synthetics during the recent years.

The present manufacturers of Wright's Indian Vegetable Pills are the successors to the originator both by family relation and descent. The company's factory was originally in Philadelphia, but it was later moved, in 1868, to Brooklyn, and the firm finally located at 372 Pearl street, where it has been since. It is interesting to note that manufacturers of specialties were troubled as much by imitators and counterfeiters in 1837 as they are today. In 1844, seven years after his departure into business, Dr. Wright was obliged to trade-mark his name and literature.

The Wright's Indian Vegetable Pill Company, in addition to their well-known pills, manufacture Dr. Peery's "Dead Shot"

Vermifuge, the Crossman Mixture and Roman Eye Balsam. The manufacturers are at present making a special offer of one box of pills, free, to the druggist who orders one dozen boxes in their special counter display container.

#### REINSCHILD CHEMICAL CO. TO MOVE MAY 1.

The Reinschild Chemical Company, now located at 91 Barclay street, will move to more commodious quarters at 47-49 Barclay street on May 1. The doubly increased floor-space at this new address will permit the company to enlarge upon the scope of its activities and to better reap the fruits of its ethically conducted campaign of the past three or four years on "Regulin" and other agar-agar preparations. This house has been established for a period of more than 40 years, and Carl Reinschild, president of the Reinschild Chemical Company, realizing that the business has grown larger than its present quarters could comfortably accommodate, decided upon the change above reported.

This company controls the output in this country of the Helfenberg Chemical Works of Germany, established in 1869 by the distinguished Eugen Dieterich, and well known to every American and European pharmacist; it is also the sole representative of Professor Dr. Ad. Schmidt for the United States and Canada. It is the sole agent in this country for Dieterich's liquid iron and iron-manganese preparations, Dieterich's dried irons: an extensive list of dermatological plasters, plasters in mass, in sticks and spread, mustard plasters, breast plasters, etc.; reagent or test papers; "Regulin," in tablet and shredded form; Dieterich's tapeworm remedy, effervescent oils, solid extracts, malt preparations, etc.

#### Fastep Foot Powder.

There are many so-called foot powders that claim to "put you on your feet," but Fastep Foot Powder is the one powder that will "keep you on your feet."

"Fastep" is a scientific preparation, a splendid antiseptic and deodorant and keeps the feet in a healthy condition, besides giving great relief to those who suffer from actual complaints.

Packed in a handsome, large can which retails for 25 cents and gives the druggist a liberal profit.

The above is taken from a circular issued by E. Fougere & Co.

90 Beekman street, New York, who are sole agents for "Fastep" and want every druggist to write them for a free sample and trade prices. Mention the ERA.



#### Movie Star Adorns Diamond Dye Calendar.

The Wells & Richardson Company, of Burlington, Vt., manufacturers of Diamond Dyes, are now preparing their 1915 Diamond Dye Calendar, which will bear an artistic, especially posed portrait in colors of Miss Lillian Walker, the widely-known motion picture star. Miss Walker's beauty and great popularity are sure to make the Diamond Dye Calendar much sought after. The calendar for this year—1914—is decorated by the picture of an equally popular "movie" heroine, Miss Alice Joyce. The choice of Miss Joyce as the 1914 Diamond Dye girl was appropriate as she is herself a clever home dyer. An article—of which she is author—published in the March issue of *The Ladies' World*, tells how she created a new gown by dyeing the collar and vest of an old dress. Each year an increasing number of women remake their clothes with the aid of Diamond Dyes. They find that a fresh, new color and a few alterations, with a bit of new trimming here and there makes an old gown, or suit, as stylish and satisfying as a new one. The persistent,

national advertising of Diamond Dyes, which is always heaviest in the Spring, will surely send a flood of Diamond Dye dimes into drug stores everywhere.

#### New Serobacterin Products Now Ready.

Great advances have been made in our knowledge of bacterial therapy within the last few years, and some real information on this important subject, and particularly the advantages of the Serobacterins, are set forth in the advertisement of the H. K. Mulford Company, which appears elsewhere in this issue of the ERA. As there defined, Serobacterins are suspensions of bacteria "sensitized" by treatment with specific immune serum, and among the advantages claimed for their use are that they do not cause opsonic nor clinical negative phase; they produce immediate active immunity that is highly efficient and durable, this action making them invaluable in treatment and preventive immunization, a factor of great importance in controlling or preventing epidemics. Serobacterins also cause no local or general reactions, such as those that constitute the principal undesirable feature of the bacterial vaccines. In addition to the Serobacterins named in the advertisement referred to above, the following are now offered and are also supplied in the popular Mulford Aseptic Glass Bacterin Syringe, ready for instant use: Coli-Serobacterin (Sensitized Coli Vaccine); Pneumo-Serobacterin (Sensitized Pneumococci Vaccine), and Strepto-Pneumo-Bacterin (Sensitized Strepto-Pneumo Vaccine). For a complete review of the literature on Serobacterins druggists should consult the *Mulford Digest* for December, 1913.

#### Automassage Shaving Brush.

The Leopold Ascher Co., 118 Chambers street, New York, has brought out an improvement upon shaving brushes which consists of a cluster of rubber fingers vulcanized in the center of the bristles of a brush of ordinary size. The "Automassage Brush," it is claimed, softens the beard better than can be done by any other method; saves time by applying and rubbing in the lather in one operation, and gives an invigorating massage with every shave. It is sanitary and clean because it is unnecessary to use the hands to rub in the lather. Brushes are "Centuryset" in rubber, are made in two grades and guaranteed in every respect. Each brush is sterilized, packed individually in a sanitary sealed box, assuring the consumer a brush, which has not been tried on numerous prospective customers before he purchased it. They retail at popular prices.



#### Buying Soda Fountains Through the Jobber.

In their advertisement in this issue the Fountain Specialty Company, of Grand Haven, Mich., tell why it is a money-saving proposition for the purchaser of a soda fountain to deal with the jobber, citing the elimination of selling expenses, and the cost of maintaining sales, credit and collection departments with large salary lists, and thus saving money for the buyer, since the saving either goes into the quality of the product or comes out of the selling price. This saving of "overhead" charges makes it possible for the manufacturer who distributes exclusively through jobbers to market his product at a lower rate than that obtained by competitors for the same quality apparatus. The Fountain Specialty Company, who are the makers of the "Guarantee Iceless" fountains, have distributors and show-rooms in most of the principal cities. Any druggist thinking of purchasing a new fountain can obtain a book of fountains and the name of the nearest distributor by writing for it. Three advertising pages of this issue are devoted to the Fountain Specialty Co., and one of its distributors, the Hessig-Ellis Drug Co., of Memphis, Tenn., and further details of the fountains, etc., can be obtained from these advertisements.

#### Lilly Given Full Rights.

On Feb. 16 a decree was entered by the United States Court for the Eastern District of Pennsylvania in the case of Eli Lilly & Co., of Indianapolis, against the Diamond Pharmaceutical Company, of Philadelphia, which had been making and

S. J. G. 1914. The court decreed that Eli Lilly & Co. is entitled to the exclusive use of the name "Diamond" as a trade mark for antiseptic tablets, the exclusive use of the representation of a diamond-shaped figure as a trade mark for antiseptic tablets; and the exclusive right to the conventional shape of a diamond as a shape for its antiseptic tablets. It was further decreed that the use by the defendants of the word "Diamond," or the representation of a diamond-shaped figure or symbol as in any manner indicating or designating antiseptic tablets, is a violation of complainant's rights. A preliminary injunction was issued confirming Eli Lilly & Co.'s exclusive use of the name "Diamond," the conventional figure of a diamond, and the right to manufacture, sell or otherwise distribute antiseptic tablets of this shape and by the designation "Diamond."

#### Moving Picture Advertising.

Moving-picture slides are selling-helpers that are becoming very popular with the druggist, since in most towns moving-picture slides have not been overworked, as yet. It will be a long time before they are, and they solve to perfection the difficulties of the druggist who would advertise effectively but inexpensively. By showing only in near-by parlors, the advertising is automatically restricted to possible purchasers, and many manufacturers of toilet and proprietary goods are supplying excellent slides, with the druggist's imprint, free of charge. One of the best slides recently offered is that of Resinol Ointment and Resinol Soap. It is very striking in design and coloring and druggists who have used it report that it is most successful in stimulating general trade, as well as the demand for the Resinol preparations. This slide is especially effective because the druggist's name is filled in so as to be an integral and prominent part of the display. A request to the Resinol Chemical Co., Baltimore, Md., will bring one promptly.

#### How to Sell Pens.

The Esterbrook Pen Mfg. Co. are displaying in an advertisement in this issue several counter-display cases with varied assortments of pens in common demand, giving the number of pens in the assortment, complete illustrated descriptions of the assortments, their price, and the amount of profit to be obtained by the retailer. In addition to this they are showing replicas of the sales helps they are furnishing to handlers of their goods, hangers, show cards, envelopes, etc., as well as a reproduction of a full-page advertisement now running in publications of National circulation. Druggists handling these pens, and who are not supplied with the sales material, should send at once for these free aids to profit. Samples of pens will be sent to druggists who are not as yet handling this standard pen. See the advertisement for further details, as the statement of what the druggist can do to develop his pen business is very clear and comprehensive. Mention the ERA when writing for samples or literature.

#### Cultivate Your Local Dentists.

In catering to the needs of the dental profession the druggist will find a productive and remunerative field. Then why not sell the dentist many of his requirements? Eli Lilly & Co. manufacture a line of preparations that will appeal to all dentists as answering most, if not all, dental requirements, and as manufacturers they co-operate with the retail druggist in supplying these products to the dental profession. The Lilly Dental Preparations are made under the authority and after the formulas of J. P. Buckley, Ph.G., D.D.S., professor of materia medica, pharmacology and therapeutics of the Chicago College of Dental Surgery, a well-known authority. A handsomely illustrated catalogue of products and formulas of special interest to the dental profession is supplied by the Lilly Company, and a copy of this book placed in the hands of dentist customers by the druggist, with the further information that the druggist is prepared to supply these goods, is sure to develop new and profitable business.

#### The Tak-a-way Headache Bandage.

The Wilford Hall Laboratories have started a National advertising campaign on Hall's "Tak-a-way" Headache Bandage. This article is in the form of moist antiseptic gauze, and relieves headache by outward application, thereby doing away with the chance of injury by heart-depressing

powders, etc. Adolph Birkst, general representative of Wilford Hall Laboratories, has just returned to Chicago from his semi-annual Southern trip, and he reports that the trade there is convinced that the country is on the eve of a big boom. The Laboratories have just completed another addition to their plant at Port Chester, N. Y. This business is growing so rapidly that this is the second addition they have been compelled to add to their manufacturing space during the past six months.

#### Zinc Stearate in Sprinkler Top Cans.

The Zinc Stearate manufactured and put up by the Mallockrodt Chemical Works has gained unusual prominence with the medical profession as well as the laity because it is properly made and represents the highest degree of purity. It may, therefore, be used with impunity upon open sores, abrasions, etc., where an impure product might prove harmful. It is supplied in "M.C.W." Sprinkler-Top Cans which have become very popular, as they afford a very convenient and economical method of applying the powder either for toilet or medicinal purposes. All wholesale druggists can supply the "M.C.W." brand, which is an attractive specialty and possesses distinct merit. Try it.

#### Usoiline Oil, Medicinal.

The Oil Products Co., Inc., are calling attention in our advertising pages to their Usoiline Oil, medicinal, which was originated to cover the theory of internal lubrication and to meet all demands for liquid petrolatum, Russian mineral oil, etc. It is tasteless, odorless and colorless. The company has a co-operative plan which has been found profitable by druggists, full details of which will be sent on request to ERA readers. Druggists are also requested to write for information as to the use of Russian white mineral oil as a cream base, also stearate of zinc, U.S.P., in bulk or in 1-ounce sifting top cans.

#### Have You Stocked the Q-Ban Line?

The Hessig-Ellis Drug Co., of Memphis, have a proposition that should interest every druggist who wishes a hair dye, which is not sticky, greasy nor destructive. Q-Ban will not stain the scalp, but is a clean, refreshing treatment for both hair and scalp. Druggists interested in a satisfactory product and a good profit are requested to write to the Hessig-Ellis Drug Co., mentioning the ERA, for the Q-Ban proposition and for a book of illustrated lectures on "Hair Culture" by a specialist. This book will be furnished free for distribution to a selected list of a druggist's customers.

#### A Dog Biscuit in Heavy Demand.

The leading publications devoted to dogs, as well as mediums of general circulation, are being employed to advertise the Champion Dog Biscuit, a biscuit fed by the leading dog fanciers of the country. Druggists can very well handle this line, as the advertising sends the customers to the stores carrying this variety of food. A folder containing full details of the offer of the Champion Dog Food Co., with a special message and proposition to druggists, will be sent on request to any druggist mentioning the ERA. See advertisement for further details.

#### Thialion, Uric Acid Solvent.

Druggists who have handled Thialion, the uric acid solvent, for many years have reported much larger sales of this standard proprietary since it was put out by the manufacturers, the Vass Chemical Co., of Danbury, Conn., in its new 8-ounce size. This product has been used for years in the treatment of rheumatism, and it is claimed to act surely and quickly. The Vass Chemical Co. are offering a special proposition to druggists, details of which will be sent to anyone mentioning the ERA.

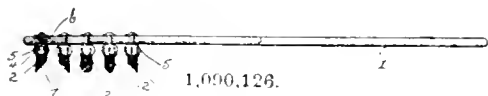
#### High-Grade Drug Store Outfits.

I. Schuman, New York City, is the maker of store fronts, store and office fixtures, etc., with factory and salesrooms in this city. He specializes in high-grade drug-store outfits at prices to suit the individual taste and purse, and will be glad to give estimates and further information as to styles, prices and materials upon application. See his advertisement elsewhere in this issue for details.

# PATENTS AND TRADE MARKS

## TOOTH BRUSH.

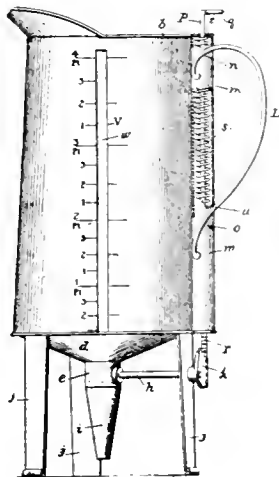
**T**HIS device, the invention of Fritz Reichmann, Albany, N. Y. (Patent No. 1,090,126), is a toothbrush which comprises a handle and a plurality of knots of bristles rotatively mounted upon the side of the handle upon axes extending longitudinally of the respective bristles and arranged



in a row parallel with the handle, the several knots being beveled whereby they are adapted for self-rotation. The brush-units are rotatively mounted upon the handle on axes perpendicular thereto, while gear connections operate between the respective brush-units, each of which has a knot of bristles projecting perpendicularly from the side of the handle, the outer end of the knot being beveled. Each brush-unit has a snap-member whereby it is removably mounted in connection with the snap-member on one of the brush-unit-holders.

## Liquid Measure.

Charles Fritz, Baltimore, Md., is the inventor of a liquid



1,090,607.

in alinement with the rack-bar (Patent No. 1,090,607).

## PATENTS.

### Granted February 24, 1914.

- 1,087,935—Alfred C. Eggers, assignor to Charles A. Tyrrell, New York. Rectal syringe.  
 1,087,861—Walter E. Masland, assignor to E. I. du Pont de Nemours Powder Company, Wilmington, Del. Separation of organic compounds at low temperatures.  
 1,088,208—Frederick Coates, New York, N. Y., assignor to Standard Automatic Machine Company, Rochester, N. Y. Labeling machine.  
 1,088,216—Clinton E. Dolbear, assignor to Elijah H. Merrill, Berkeley, Cal. Process of recovering sodium and potassium salts from mixtures thereof.  
 1,088,227—Carl V. Johnson, Goldfield, Nev. Bottle.  
 1,088,457—George W. Schencks, San Diego, Cal., assignor of one-fourth to James H. Shanks and one-fourth to Harrie B. Shanks, Los Angeles, Cal. Bottle.  
 1,088,663—Irwin F. Kepler, Akron, Ohio, assignor to The B. F. Goodrich Company, New York, N. Y. Pneumatic bulb.

### Granted March 3, 1914.

- 1,088,926—Albert L. Radlein and James W. Murphy, Chicago, Ill. Chemical heater.  
 1,088,954—Charles I. Wright, Tuscon, Ariz. Filter for atomizers and other devices.

- 1,088,966—Jurgen Callsen, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Alkylalkoxymethyl esters of cresotinic acids.  
 1,088,973—Samuel B. Drinkhouse, Denver, Colo. Siphon.  
 1,089,185—Carl Bosch and Alwin Mittasch, assignors to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Producing ammonia.  
 1,089,205—Ernest C. Fuchs, Rochelle Park, N. J. Non-refillable bottle.  
 1,089,216—Louis C. Helmcamp and Edwin Hoxworth, Waco, Tex. Non-refillable bottle.  
 1,089,249 and 1,089,241—Arthème Matignon, Bourg-la-Reine, France, assignor to The Societe Generale des Nitrates, Paris, France. Process for the synthetic preparation of ammonia from its constituents.  
 1,089,383—Frank J. Wood, assignor to Marx and Rawolle, New York, N. Y. Process of distilling glycerin.

### Granted March 10, 1914.

- 1,089,417—Max Klar, Marquette, Mich. Process for distilling crude pyroxylicous acid.  
 1,089,717—Herman A. Metz, New York, N. Y. Bottle stopper and applicator.  
 1,089,775—Felix Lindner, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Decolorizing glycerin.  
 1,089,784—Samuel Peacock, Chicago, Ill., assignor to International Agricultural Corporation, New York, N. Y. Process of hydrating phosphorus pentoxide.  
 1,089,875—Herbert T. Snyder, Baltimore, Md. Bottle sealing machine.  
 1,089,887—August A. Waye, St. Louis, Mo., assignor of one-fourth to Joseph Kuppertz, St. Louis, Mo. Bottle.  
 1,089,933—Chovanec Lukac, Yukon, Pa. Anti-refillable bottle.  
 1,090,091—Anst Alexander and Arnold M. Steinberg, Paris, Tenn. Bottle closure.  
 1,090,123—Rene Bohn, Mannheim, and Carl Immerheiser, assignors to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Chromium compounds of oxyanthraquinone sulfonic acids and process of making same.  
 1,090,126—Fritz Reichmann, Albany, N. Y. Toothbrush.

### Granted March 17, 1914.

- 1,090,391—Tsunejichi Fujiyama, Tokyo, Japan. Apparatus for manufacturing nitrogen.  
 1,090,392—Edward F. Gingras, Buffalo, N. Y. Bottle hanger.  
 1,090,422—John W. Stovall and John T. Furniss, Stovall, Miss. Bottle seal-detaching device.  
 1,090,434—James O. Walsh, Bayonne, N. J. Bottle stopper.  
 1,090,526—Ernest Laremont Fleming, Chester, England. Manufacture of borax and boric acid.  
 1,090,607—Charles Fritz, Baltimore, Md. Liquid measure.  
 1,090,733—Peter C. Magdlen, New York, N. Y. Shaving cream.

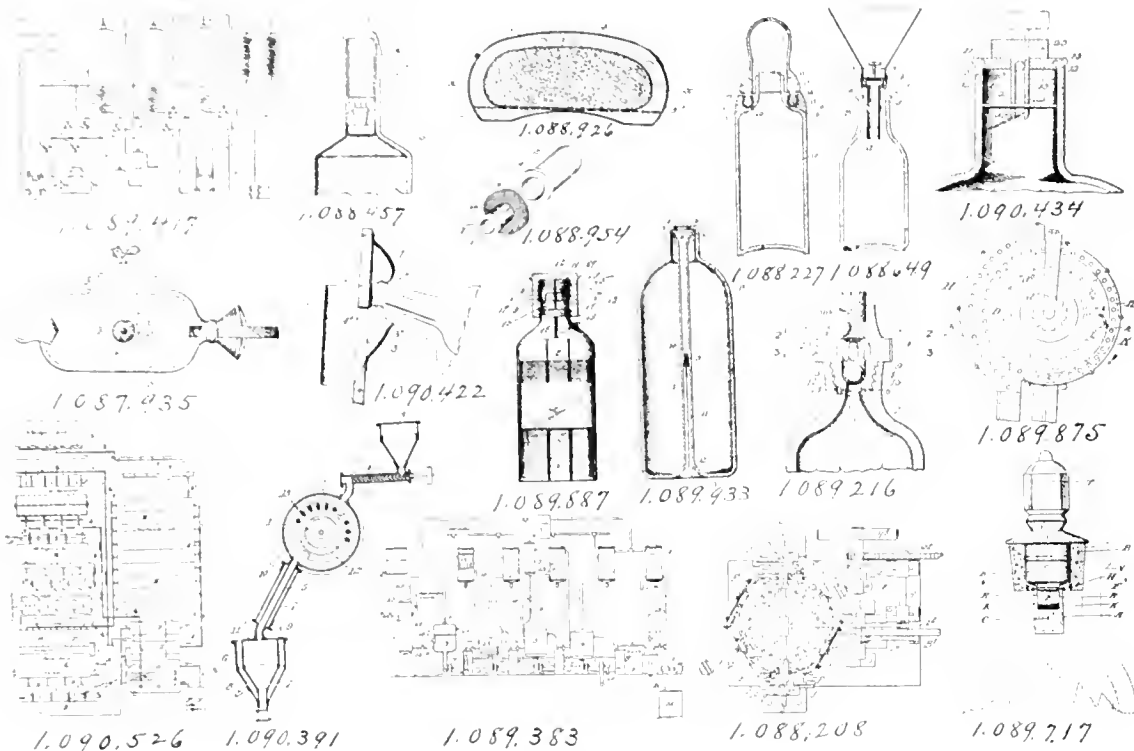
## TRADE-MARKS.

### Published February 24, 1914.

- 33,776—Amos Rogers, Ottawa, Canada. Medicines for diseases of the stomach, liver, etc.  
 62,538—Mandel Brothers, Chicago, Ill. Perfumes, toilet waters, etc.  
 68,070—The California Pharmacy Company, San Francisco, Cal. Laxative crackers.  
 68,905—Satterlee & Smith, Lake Charles, La. Rheumatism remedy.  
 69,458—Farbwerke-Hoechst Co., New York, N. Y. Remedies for gonorrhoea, syphilis, etc.  
 70,991—Dr. J. A. Walsh Co., Boston, Mass. Tooth powder and tooth paste.  
 71,123—Soledad I. de Mendia, Mexico, Mex. Remedy for tuberculosis and pulmonary troubles.  
 73,151—James McGinty, Chicago, Ill. Perfumes, face powder and face cream.  
 74,099—King Bros., Milan, Ill. Remedy for cholera and asthma.  
 74,380 and 74,381—Maurice Monin, Paris, France. Rouge.  
 74,636—Jordan's Foot Remedy Co., Boston, Mass. Ointment for the feet.  
 74,786—George W. Little, Bullards, Ga. Preparations for sore eyes, whooping cough, colds, etc.  
 74,829—John F. Smith, Meadow Creek, W. Va. Pile medicine.  
 74,913—Richard Hudnut, New York, N. Y. Dry sachet perfumes.  
 75,017—Waldheimer Parfumerie- und Toilettenseifen-Fabrik, A.H.A. Bergmann, Waldheim, Germany, and New York, N. Y. Tooth pastes.

### Published March 3, 1914.

- 44,631—Dr. R. D. Eaton Chemical Co., Minneapolis, Minn. Lintiment.  
 58,558—Jay Hobart Egbert, Willimantic, Conn. Eye remedy.  
 59,350—Abbie M. Emery, Denver, Colo. Facial enamel.  
 59,983—Annie Young, Amsterdam, N. Y. Remedy for tan, sunburn, freckles, etc.  
 62,739—Harry M. Freck, Columbus, Ohio. Epilepsy remedy.  
 66,206—Florence Manufacturing Co., Northampton, Mass. Tooth brushes.  
 70,956—Gallet, Pellerin et Cie, Paris, France. Pastes and powders for the teeth, skin and hair.



- 71,841—Society of Chemical Industry in Basle, Basle, Switzerland. An iron preparation.
- 72,552—Franz Loes, New York, N. Y. Internal disinfectants.
- 73,962—Scheuertheever, and-Gesellschaft mit Beschränkter Haftung, Wilmsdorf, near Berlin, Germany. Diabetes remedy.
- 74,540—The Adiposa Company, Chicago, Ill. Massage cream.
- 74,790—The Sierra-Tore Company, Oakland, Cal. Laxatives, tonics, stimulants and digestants.
- 74,861—Jacob Leon Lascoff, New York, N. Y. Antiseptic and aseptic liquids and disinfectants.
- 74,894—Martha Elizabeth Robins, Richmond, Va. Tablets for malaria and colds.
- 75,015—D. B. Scherzer & Co., Franklin Grove, Ill. Treatment for chronic weakness and complaints peculiar to females.
- 75,046—Lottie C. Blum, Cleveland, Ohio. Shampoo tonic.
- 75,063—Hiram Merritt, Newburgh, N. Y. Fire extinguishing fluid.
- 75,114—E. C. F. Cook & Co., Chicago, Ill. Hair elixir.
- 75,240—Harry Lutz, Brooklyn, N. Y. Remedy for indigestion, headache, etc.
- 75,235—Max Robins, Chicago, Ill. Remedy for gonorrhoea and diseases of the kidneys and bladder.
- 75,259—Elias B. Kelley, Electra, Tex. Salve.
- 75,497—William Henry Leak, Watertown, N. Y. A prophylactic dentifrice.
- 75,521—Lorenzo Cione, New York, N. Y. Preparation for nervous disorders.
- 75,522—Theodore A. Cassels, Arcadia, Fla. Medicines for indigestion.
- 75,600—John H. Haydon, New York, N. Y. Skin remedy.
- 75,643—The Arthur Chemical Co., New Haven, Conn. Hair tonic.

**Published March 10, 1914.**

- 64,354—Olo Voil Manufacturing Co., Kansas City, Mo. Hair tonic.
- 75,492—The De Vilbiss Manufacturing Company, Toledo, Ohio. Spraying instruments.
- 75,311—Society of Chemical Industry in Basle, Basle, Switzerland. Preparation for use as a resorbent, astringent, reductant, and antiseptic in rheumatic, arthritic, skin and women's diseases.
- 75,507—Patterson Drug Co., Lynchburg, Va. Remedy for various throat and lung troubles.
- 75,546—William F. Dunlop, New York, N. Y. Remedy for pyorrhea and pus diseases.
- 75,549—Golden Dawn Specific Co., Durant, Miss. Medicine for colds, la grippe and pulmonary troubles.

**Published March 17, 1914.**

- 54,495—Wm. H. Haviland, Elizabeth, N. J. External remedy for eczema and salt-rheum.
- 58,426—The Haring Company, Philadelphia, Pa. Cough syrup, headache and neuralgia powders, etc.
- 61,696—R. J. Strassenburgh Company, Rochester, N. Y. Chemicals, medicines and pharmaceutical products.
- 67,572 and 67,573—The American Salesthyll Mfg. Co., New York, N. Y. Menthylated oil of wintergreen and salve.
- 68,150—Joseph C. Schroeder, St. Louis, Mo. Baking powder, medicinal bitters, tonic, etc.
- 68,015—Charles E. Mechel, Milwaukee, Wis. Horse remedies.
- 69,360—Arthur Letts, Los Angeles, Cal. Face powder, toilet cream, toilet water, etc.

- 69,979—Van Antwerp's Drug Corporation, Inc., Mobile, Ala. Liquid face powder, liquid rouge, etc.
- 73,745—Spencer Kellogg & Sons, Inc., Buffalo, N. Y. Liquid castor oil.
- 74,111—Jose B. Lozano, Laredo, Texas. A remedy for syphilis, rheumatism, etc.
- 74,128—C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Yeast-fat, the active principle of yeast as a remedy for boils, furunculosis, acne, and constipation.
- 74,225—Bubenik Chemical Manufacturing Co., St. Louis, Mo. Remedy for catarrh, headache, etc.
- 74,367—The Pa Pro Company, Lowville, N. Y. Paper caps for bottles, jars, etc.
- 74,430—Embert Clayton Woodcock, East Orange, N. J. An intestinal and pulmonary antiseptic.
- 74,455—Arnt H. Scott, Chicago, Ill. A medicine for all kinds of sore throat and cold and a preventive from diphtheria.
- 74,592—The 3-L Remedy Company, Harrisburg, Pa. Rheumatism remedy.
- 74,823—Louis Lapre and Company, New Bedford, Mass. Vegetable herb tablets, for blood, stomach, liver and bowel disease.
- 74,960—Gilbert Toilet Company, Beatrice, Neb. Hand lotion, face bleach, etc.
- 75,057—Maurice Lundin, Binghamton, N. Y. Hair tonic.
- 75,181—The McKeon Co., Holyoke, Mass. A medicinal preparation for nervous breakdown, coughs, etc.
- 75,305—The C. B. Woodworth Sons Co., Rochester, N. Y. Perfumes, toilet waters.
- 75,339—Vincent Marino, Washington, D. C. Liniment.
- 75,457—Laxigo Bitters Co., Detroit, Mich. Bitters for the kidneys and liver.
- 75,458—Charles E. Mechel, Milwaukee, Wis. Horse remedies.
- 75,625—Ralph L. Marteau, Washington, D. C. Foot powders.
- 75,629—John R. Morton, Stockton, Cal. Ointments.

The Red Cross Pharmacy Co. of Logansport, Ind., has been incorporated, with \$15,000 capital, to do a wholesale and retail drug business, by M. B. Lairy, J. S. Lairy and George H. Babcock.

The Branstad Drug Co., of Eau Claire, Wis., has moved into new and larger quarters at the corner of South Barstow street and Grand avenue. Handsome new mahogany fixtures and an iceless soda fountain have been installed. The store is said to be one of the most modern in the Northwest.

The United Drug Co. employees held a series of races and games, followed by vaudeville and a moving-picture entertainment, at a Boston gymnasium, Feb. 12, the programme including a bowling match, basketball, 50-, 220- and 400-yard dashes, mile relay, mile open, wrestling match, 100-yard swimming race and fancy swimming. R. E. Hadley was chairman of the committee in charge.





# THE DRUG MARKETS

## MENTHOL ON DOWNWARD GRADE.

### Norwegian Cod Liver Oil Also Lower Following Reports of Increased Yields in Producing Fields.

See pages 31 to 45 for Prices Current.

#### CHANGES SINCE LAST REPORT.

A—Acid, Molybdic .....	lb.	—	5.00
D—Acid, Phosphoric, Syrupy, 85 per cent. ....	lb.	.28	— .38
Glacial, sticks .....	lb.	.50	— .55
D—Acid, Tannic, Pharmaceutical, carton. ....	lb.	.75	— .80
Medicinal .....	lb.	.85	— .95
D—Arnica Root .....	lb.	.45	— .50
A—Atropine, Alkaloid, 1/8-oz. vials. ....	oz.	8.00	— 8.25
Sulphate, 1/8-oz. vials. ....	oz.	6.75	— 7.00
A—Belladonna Leaves, German. ....	lb.	.60	— .65
Root, Powdered .....	lb.	.30	— .35
D—Celery Seed .....	lb.	.30	— .33
D—Chloroform .....	lb.	.25	— .45
A—Cinchonidine, Alkaloid, pure. ....	oz.	.50	— .55
Salicylate .....	oz.	—	.35
Sulphate .....	oz.	—	.32
D—Fennel Seed .....	lb.	.18	— .20
A—Lemon Peel, Ribbons. ....	lb.	.15	— .20
Ground .....	lb.	.20	— .25
D—Manna, Flake, Large. ....	lb.	.90	— 1.00
Small .....	lb.	.50	— .55
D—Menthol, Crystals .....	lb.	3.55	— 3.80
D—Oil, Cod Liver, Norwegian. ....	gal.	.80	— .90
Barrels. ....	ea.	20.00	— 23.00
1/2-barrels. ....	ea.	12.00	— 13.50
D—Oil Lemon .....	lb.	2.90	— 3.00
D—Oil Orange, Sweet. ....	lb.	3.25	— 3.35
A—Opium, Natural .....	lb.	6.45	— 6.90
A—Saffron, True Valencia. ....	lb.	12.25	— 13.25
A—Santonin .....	(lb., \$35.00) oz.	2.30	— 2.40
D—Strychnine Acetate, 1/8-oz. vials. ....	oz.	1.50	— 1.60
Alkaloid, 1/8-oz. vials. ....	oz.	1.15	— 1.25
Nitrate, 1/8-oz. vials. ....	oz.	1.45	— 1.50
Sulphate, 1/8-oz. vials. ....	oz.	1.15	— 1.25

NOTE—A, advanced; D, declined; C, correction; N, new.

**N**EW YORK, March 23.—The month has been characterized by a fair volume of routine trading in drugs and chemicals, the price changes, with the exception of those for menthol and cod liver oil, showing no important features. As a general proposition, consumers have been restricting their purchases to rather small parcels for prompt or nearby consumption. Among the declines noted are the reduction in chloroform prices and the quotations on tannic acid, all grades; arnica root, celery seed, lemon peel, manna, large and small flake; oil of lemon, oil of sweet orange, and strychnine. Molybdic acid, atropine and its salts, belladonna leaves, cinchonidine and its salts, and Spanish saffron are higher. Quinine is unchanged, while quotations on opium, natural, are slightly higher.

**OPIUM**—Inquiry from consumers has continued light, but the market has remained as firm as ever with a slight advance in quotations for natural, \$6.45@ \$6.90 being asked. Quotations on granulated and U.S.P. powdered remain unchanged at \$8.25@ \$8.35 per pound for the former, and \$8.15@ \$8.25 for the latter. The importations for the seven months of the present fiscal year ending January amount to 263,643 pounds, valued at \$977,875; the corresponding period for 1913 showing an importation of 270,413 pounds, valued at \$1,424,976, and for 1912, 270,925 pounds, valued at \$1,605,398.

**QUININE**—Continues to meet with a good demand and is still firmly held at the recent advance on the basis of 26c. per ounce in 100-ounce tins. The imports of quinine for the seven months ending January 31, 1914, amount to 1,455,028 ounces, valued at \$288,156, as compared with 1,775,593 ounces, valued at \$294,068 in 1913, and 1,778,814 ounces, valued at \$274,129 in 1912. Shipments of cinchona bark from Java for February

amounted to 1,440,000 pounds against 1,560,600 pounds last year.

**COD LIVER OIL**—Norwegian has materially declined, owing to favorable reports of increased supplies in the country of production. Cable advices to hand report the following results for the week ending March 21: Total catch in Lofoten 7,900,080 fish, yielding 5582 barrels, against 4,500,000 fish last year with a yield of 2396 barrels. The total catch for all Norway is 35,200,000 fish yielding 24,314 barrels of oil, as against a catch of 17,300,000 fish in the corresponding period last year with a yield of only 10,650 barrels.

**MENTHOL**—Is easier, owing to keener competition among dealers, and prices have declined to \$3.55@ \$3.80 per pound. The quantity of menthol and mint oil shipped from Japan in January was 1400 cases, a still larger quantity being exported in February. It is reported that the Japanese Government is attempting to acquire a monopoly of the menthol industry in that country, and if this arrangement is consummated, it is likely that the production and marketing will be entirely under the direction of the Government authorities.

**CHLOROFORM**—Quotations have been reduced, the range being 25c.@ 45c. per pound. The decline is due to an attempt to check the competition of Western manufacturers in this market, as also the competition from abroad which was made possible by the recent lowering of the duty from 10 to 2 per cent.

**PHOSPHORIC ACID**—A decline in quotations is noted for syrupy, 85 per cent., and for glacial in sticks, 28c.@ 38c. per pound being asked for the former, and 50c.@ 55c. per pound for the latter. Competition between domestic manufacturers, as well as between foreign manufacturers, is given as the cause of the decline.

**OIL LEMON**—Stocks have increased in some quarters and quotations have declined to \$2.90@ \$3 per pound. The market here is quiet, but it is thought that any demand of consequence will advance prices.

**OIL ORANGE**—Increased supplies and lack of important demand have contributed to a lowering of prices, the sweet variety being quoted at \$3.25@ \$3.35 per pound.

**MANNA**—Both large and small flake are in good supply and easier, with quotations reduced to 90c.@ \$1 per pound for the former and 50c.@ 55c. per pound for the latter.

**CELERY SEED**—Due more to competition than to the appearance of increased stocks in primary markets, prices have declined, and jobbers are now asking 30c.@ 33c. per pound.

**BELLADONNA LEAVES**—German are again firmer, owing to increasing scarcity, and dealers now quote 60c.@ 75c. per pound, for the limited supplies on hand. Powdered root is also higher, 30c.@ 35c. being asked.

**SOAP BARK**—Is meeting with a fair inquiry at last month's quotations, but stocks are apparently small and the market retains a firm tone.

**SAFFRON**—American (safflower) is still quoted at 60c.@ 70c. per pound, but some dealers predict higher prices on the ground that stocks are light and concentrated in few hands.

**SAFFRON**—Spanish is again firmer and jobbers, owing to a growing scarcity of supplies here, have advanced quotations to \$12.25@ \$13.50 per pound.

**FENNEL SEED**—Following a downward tendency abroad, quotations have declined, and jobbers are now quoting 18c.@ 20c. per pound.

**SANTONIN**—Is firmer and quotations have been marked up to \$35 per pound; per ounce, \$2.30@ \$2.40.

**STRYCHNINE**—Following a reduction of prices in London, quotations have been marked down for alkaloid and salts, as follows: Alkaloid, in 1/8-oz. vials, per ounce, \$1.15@ \$1.25; acetate, 1/8-oz. vials, per ounce, \$1.50@ \$1.60; nitrate, 1/8-oz. vials, per ounce, \$1.45@ \$1.50; sulphate, 1/8-oz. vials, per ounce, \$1.15@ \$1.25.

**BUCHU**—A moderate demand is reported at last month's quotations. The exports of leaves from the Union of South Africa during December, 1913, amounted to 13,694 pounds, against 6066 pounds in the corresponding month in 1912. The total exports for the year 1913 were 163,812 pounds, against 223,021 pounds in 1912.

## THE ERA COURSE IN PHARMACY

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### WHAT DO OUR STUDENTS WISH?

WITH the article for January, the ERA COURSE Department concluded a series of little lectures on various topics about which students had asked for more enlightenment. The subjects treated have been percentage solutions, alligation, chemical formulas, and chemical equations. The remarks presented in this page have been intended to furnish clear explanations of the points involved, expressed in very simple language, and judging from letters received from our students, we have fulfilled our purpose in this respect. These extra lectures have proved of great value to many students in connection with their regular recitation work. Moreover, each new problem treated was made the occasion for bringing in a number of practical examples. We have now reached the end of this particular series of talks, and would like to know what our students wish to have discussed in future. The Director requests that each student who is puzzled over any problem relating to his work in the Course, or to his practical drug store tasks, will communicate with this office, stating his difficulties, and requesting that additional material be presented in this page on these subjects. This department is not only part of the ERA; it is also a part of the ERA COURSE, and in accord with our consistent policy, all our efforts are directed to the end of helping our students in every way possible. Let us hear from you, from all who have had any difficulties.

### Matriculation Graduates to March 20, 1914. Graduating Number. Average.

7687—Wm. Floyd Jackson, Wilmington, Del. . . . . 95  
7834—B. L. Lauderback, Jr., Newark, N. J. . . . . 96

### Era Course Students Successful at State Boards.

Arkansas—Earl D. McGaughey, Hartford, registered pharmacist.

California—Augustus J. Afleck, Redding, assistant pharmacist.

Illinois—Jos. H. Skaggs, Des Moines, Iowa; registered pharmacist.

Massachusetts—Fred E. Hines, Dorchester; James E. Templeton, Westfield; assistant pharmacists.

Missouri—Thomas O'Donnell, St. Louis, registered pharmacist; C. H. McDonald, Rocky Comfort, assistant pharmacist.

New Jersey—Harry H. Hagny, Newark, registered pharmacist.

Ohio—J. M. Galbreath, Greenfield, registered pharmacist; J. A. Howenstine, A. A. Borek, Cleveland; E. A. Lehr, Columbus; Merrill Swain, Hamilton, assistant pharmacists.

### Appreciations from Our Students.

"I have found the ERA Course very satisfactory indeed. I tried for registration last month as assistant and passed. Your Course was the only instructions I had. The different lectures are worded so plainly that it was not necessary for me to write for an explanation once, which is more than I can say for any book on pharmacy I have seen."—FRED E. HINES, Dorchester, Mass.

"The ERA Course in Pharmacy is what put me by the board Jan. 28, 1914. It was the best investment I ever made."—F. R. KELLOGG, Franklin, N. H.

"I can say for the ERA Course in Pharmacy that it has been of great benefit to me, and I would gladly recommend it to any one starting to learn the drug business. I would not sell

my books of the Course, for they are helpful to me every day."—R. L. CONNER, Sewance, Tenn.

### Bay State Druggists Watch Legislation.

The present Legislature of Massachusetts has earned a reputation for killing freak legislation with despatch. The number of measures before it was larger than has ever been presented to any Legislature. That, of itself, may account for the apparent haste in disposing of freak innovations. Of the 1800 odd measures before the Legislature, 119 were referred to the committee on public health, and of these 25 had to do with pharmacy and related interests—11 to amendments to the present cocaine law; two to the use of the common drinking-cup; three to the sale of liquor by druggists; four to the making and sale of ice cream; three to the making of fruit syrups, and two to the making and sale of confectionery.

The committee on public health gave a hearing on the cocaine bills on petitions for the appointment of a State commission to investigate the evils of habit-forming drugs, and on a bill of the Rev. Roland D. Sawyer, of Ware, for a bill requiring all poisons to be sold in distinctive containers.

The bill for the State commission was backed by a large number of medical men, including Dr. Richard C. Cabot, Dr. Frank G. Wheatley, Dr. Charles P. Putnam and Dr. W. G. Faxon.

Representative Sawyer's bill was opposed by the pharmaceutical associations. The bill provided that no druggist, physician or other person shall, within the commonwealth, sell, deliver, distribute or cause to be sold, delivered or distributed any tablets, pills or other substance, not being a liquid, containing any poisonous drug in such quantity as would cause death or injury to any human being, unless the same is contained in a tablet, pill or capsule which shall be in the shape of an equilateral triangle colored bright blue. Such tablets, pills or capsules shall be delivered in a bottle which shall be in the shape of an equilateral triangle and colored bright blue. The said tablets, pills or capsules shall be placed in the bottle with a layer of absorbent cotton between them and the cork or other stopper in such manner that they would not be spilled if the stopper were removed. If the poisonous drug is in the form of a liquid it shall be sold, delivered or distributed only in such a bottle as is above described.

The bill was declared to be impracticable, and the committee on public health reported adversely upon it. Mr. Sawyer attempted to have the House reject the report and substitute his bill, but both Representatives White and Mahoney, the latter in charge of the committee's report, and the former a druggist, opposed it, and the House accepted the adverse report.

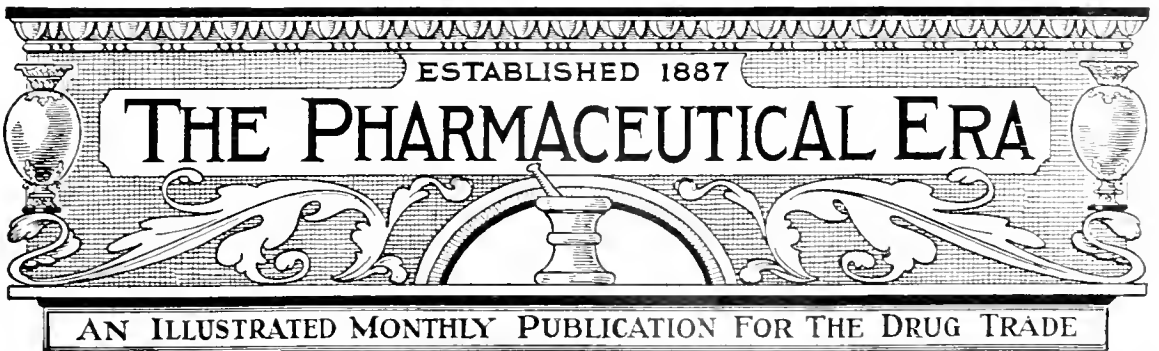
The committee on public health reported adversely on the bill of Charles W. Proctor for a commission to investigate the evils of habit-forming drugs. The same committee has also reported adversely on the bill to extend the law relating to the use of public drinking-cups.

### TRADE JOTTINGS.

The Sanitol Chemical Laboratory Company, of St. Louis, has elected these officers: President and treasurer, H. C. G. Luyties; vice-president, Dr. George A. Bowman; secretary, H. A. Werbe; directors, Dr. Bowman, Theodore W. Hellmers, George Keller, W. C. D'Arcy, Werbe, Luyties and Frederick K. James. Messrs. James and Hellmers live in New York.

Riker-Hegeman sales, according to a news note in the financial pages of the daily press, are now running at the rate of approximately \$18,000,000 a year, and it is further stated that the company will open about 15 new stores this year. It is understood that cash dividends will be discontinued and that stockholders will be given stock. Plans contemplate a 20 per cent. stock disbursement on July 1 next, and regular stock dividends every six months.

The Harle-Haas Drug Co., of Council Bluffs, Ia., has elected the following officers: President, Willoughby Dye; vice-president, Charles Straub; general manager, F. H. Garrett; secretary, T. J. Leary; treasurer, A. J. Faul; directors, Willoughby Dye, William Greer, William Skillicorn, Chris Straub, F. H. Garrett, Harry Hattenhauer and L. I. Edson. A decided increase in the volume of business last year was reported.



# THE PHARMACEUTICAL ERA.

PUBLISHED ON THE FIRST OF EACH MONTH.

**D. O. HAYNES & Co.** . . . *Publishers*  
 No. 3 PARK PLACE, NEW YORK.

Telephone, 7646 Barclay. Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico,  
 the Philippines and Mexico.....\$1.00 a year  
 To Canada, postpaid..... 1.50 a year  
 To Foreign Countries in Postal Union..... 2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.

REMIT by P.O. or Express Order or New York Draft payable  
 to order of D. O. Haynes & Co. Add 10 cents for collection charges  
 if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New  
 York, by D. O. Haynes & Co., a corporation: President and treasur-  
 er, D. O. Haynes; vice-president, E. J. Kennedy; secretary,  
 N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

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## Table of Contents.

### READING SECTION.

EDITORIAL AND PHARMACEUTICAL.....	Pages 199-218
Editorials .....	199-203
Changes in the New Pharmacopoeia, Part II, Second Instalment .....	205-208
Modern Medical Uses of Paraffin Oil, by M. I. Wil- bert .....	208-209
New Remedies .....	209
Classical Discoveries in Pharmacy.....	210-211
Selected Formulas .....	212
Foreign Abstracts .....	213-214
Question Box .....	215-216
Women in Pharmacy.....	217-218

NEWS SECTION .....	Pages 219-238
Mostly Personal .....	219-221
Obituaries .....	222
Among the Associations .....	223-228
Schools and Colleges.....	229-232
Board Examinations .....	238

TRADE SECTION.....	Pages 239-254
Recent Patents and Trade-marks.....	251-252
The Drug Markets.....	253-254

INDEX TO ADVERTISERS.....	Page 63
INDEX TO GOODS ADVERTISED.....	Pages 59-62
INDEX TO READING PAGES.....	Page 64

### CONTROL OF HABIT-FORMING DRUGS.

SELDOM has any measure of greater interest to pharmacists of the Empire State ever traversed the tortuous current of legislation than that known as the Boylan bill, which in its entirety was re-written but a few moments prior to adjournment of the Legislature and passed, thence going to the Governor, receiving his signature at once, thereby becoming a law. The reasonable provisions of this law in the light of its history before the lawmakers, are remarkable, and so far as we can discover, the law is generally approved by pharmacists. The act, an abstract of which appears elsewhere in this number of the ERA, amends the public health law in relation to the sale of habit-forming drugs, and the text of the law, in our opinion, should serve as a model draft for the pharmacists of other States who are seeking legislation of a salutary character to head off the demands of self-constituted reformers who know nothing of the drug business and care still less.

This law, as will be noted, prohibits the sale of habit-forming drugs except on the prescription of a licensed physician, but the provisions do not apply to the sale of domestic and proprietary medicines actually sold in good faith as medicines and not for the purpose of evading the law, "providing such remedies or preparations do not contain more than two grains of opium, or one-fourth grain of morphine, or one-fourth grain of heroin, or one grain of codeine, or ten grains of chloral or their salts in one fluid ounce, or if a solid preparation, in one avoirdupois ounce, nor to plasters, liniments and ointments for external use only." If the prescription calls for more than four grains of morphine, thirty grains of opium, two grains of heroin, six grains of codeine or four drams of chloral the authority for the prescription must be verified. To fix responsibility and to assist the proper authorities in locating violators of the law, all drug dealers and physicians must use official order blanks supplied by the health authorities in making purchases of the drugs enumerated, and these orders must be numbered in duplicate. This provision is particularly aimed at physicians who abuse their privileges, for by its enforcement the authorities will be able to discover and punish them, thereby

permitting vigorous steps to be taken to shut off the supply of the habit-forming drugs. Full records are to be made of all sales, and the official orders for such drugs are to be kept by the person or corporation making the sale.

A new feature which marks an advance in this kind of legislation is the declaration that the constant use by any person of any habit-forming drug, except under the direction and consent of a duly licensed physician, constitutes a danger to the public health, and provision is made for curing or caring for persons so addicted by commitment to a State, county, or city hospital or institution licensed under the State Lunacy Commission. In including this section in the law, the legislators have taken a humanitarian view of one of the great problems of the day, in that while attempting to control the extension of this most insidious scourge of our times, the attempt is also made to redeem and restore to society the victims of a habit, the effects of which are a blot upon modern civilization.

#### PUBLICATION OF A.P.H.A. PAPERS.

CONSIDERABLE time has now elapsed since the American Pharmaceutical Association added the paragraph to Article III of its by-laws which provides that "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 publications than those of the association, except by the consent of the Committee of Publication." If we are to believe the reports that have come to us from some of those who have prepared and read papers, especially before the branches, the practical enforcement of this provision is not wholly satisfactory. So far as we can ascertain, no one denies the right of the association to say what shall be done with the papers presented, but dissatisfaction is due to the fact that even when presented in good faith, and accepted and read before the branches, the papers may never be put into type at all, or if they be printed, the date of publication is not infrequently so far subsequent that the conditions which prompted the preparation of the papers by the authors have been lost sight of, thereby nullifying any effort to excite interest in the subject selected; in other words, the "timeliness" of the contribution being made practically nil.

We believe there is some ground for this criticism, especially in the general application of this rule to the disposition of the papers read before the local branches of the association. Most of the papers read and the topics discussed by the members of the branches relate particularly to local conditions or pharmaceutical affairs pertaining to the section of the country from which such membership is drawn. This is just what might be expected, and it is a good thing for pharmacy that enough interest can be evoked to cause druggists to maintain these local branches. These efforts should be encouraged, but in creating and maintaining the highest degree of interest the element

of legitimate publicity should not be disregarded. The writer of a paper is entitled to all of the credit and publicity he can get for the effort he has made to prepare such a contribution. Then why not permit other journals to publish these papers if they so desire?

No pharmaceutical journal, and this includes the *Journal of the A.P.H.A.*, can begin to publish all of the material that comes to hand, even should it desire to do so. The field of work covered by any one journal is circumscribed, primarily by the wants of those it seeks to serve, as well as other considerations. Logically, then, there is no convincing reason why the publication of any legitimate paper in any pharmaceutical journal should be withheld, providing any journal wishes to print it. So far as we are concerned, the ERA is not dependent on these sources of supply, and the privilege to use this material is not a vital matter. But we do desire to promote the usefulness of the American Pharmaceutical Association and its great work in advancing pharmacy. In our opinion this cannot be done to the best advantage so long as the pharmaceutical press is restricted and the field of publicity is circumscribed, a condition that is likely to prevail so long as the provision is enforced that "all papers presented to the association and its branches . . . are not to be published in any other publications than those of the association."

#### PHARMACY LEGISLATION NOT ALL BAD.

AFTER hearing the opinion expressed in some quarters, that it is the duty of druggists to oppose all legislation, whether presumed to be good or bad, which seeks to regulate the drug trade, it is a pleasure to look across to England, and see some of the results of the most drastic drug legislation ever imposed on an English-speaking country. We refer to the National Insurance Act of 1911. During the past year, through the working out of a vast scheme of "paternal" legislation, about seven million dollars have been turned over to British pharmacists, or to such as were clear-sighted enough to avail themselves of the opportunity to have their names placed on the panels. And by far the larger part of this sum represents business which did not previously go to the "chemists," as dispensing physicians are much more numerous in England than in this country. This direct monetary benefit is not the only good which is flowing from the Act. Prescription business has increased to such an extent that steps are being taken to incorporate a chain of pharmacies, which will handle prescriptions only. This is a result which will not be regretted by the upholders of "ethical" ideals.

As was to be expected, the Act was fought before its passage, and was viewed with much suspicion for some months after it went into effect. Those who were crossing the bridge before it was reached now admit that, in the language of the report of the Fabian Society, which made a detailed investigation of the scheme in operation, "the machine is working" better than they had ever dreamed. To have set such a complicated mechanism in

motion, and to have eliminated most of the friction in one short year, calls for admiration of the organizing ability of our English fellow-workers in pharmacy, and they are to be commended most highly for their support of this measure, with its far-reaching social benefits.

#### THE CREED OF THE DRUGGIST WHO WINS.

Do you believe:

That pessimism has no place in the drug business, or any other business, and that the germ of fear will eventually kill any business and the usefulness of the man who cultivates it?

That the retail drug business is an easier profession than that of lawyer, doctor or dentist, or of drug manufacturer or jobber?

That the future holds more good than the past?

That the successful druggist always obtains pleasure from his work; for while it is hard, vexing and not without its responsibilities, what line of serious endeavor is not?

That the way to meet "business depression" is so to shift the lines featured that the volume of business so necessary with fixed overhead expenses will be sustained?

Such is the business creed of one of the successful druggists of the New South, stated in answer to our query, "*What Does the Retail Druggist Really Need?*", a general discussion of which by druggists in all sections of the country will be a feature of coming issues of the ERA.

We believe opportunities for success in the drug business were never more plentiful than today; we are opposed to the undercurrent of pessimism which saps the lifeblood of business enterprises; we believe that the successful druggists of the country have found the key to an increasingly remunerative service of the public; and, beginning with the June ERA twoscore or more of these druggists will tell what they have done to meet changed conditions—and how they have done it.

#### PRICE MAINTENANCE AND THE STEVENS BILL.

At the meeting of the Association of National Advertising Managers at Chicago in April, price-maintenance was one of the principal topics considered, the organization going on record in the following words:

*Be It Resolved*, That we earnestly favor legislation recognizing and establishing the system of one-price-to-all on trade-marked and branded goods in the mutual interest of maker and consumer, and for the protection of the independent dealer against unfair practices and against the extension and encroachment of monopoly.

Following close upon this action by nearly 250 representatives of the great National advertising firms in this country, Senator Clapp, of Minnesota, introduced an amendment to the Stevens price standardization bill now before Congress with a view to removing all possibility of the proposed law being employed in the interests of capitalistic

monopoly. This amendment is brief, but very much to the point. It requires as a condition of the right to name resale prices, affidavits by producers that they have not and never had "any monopoly or control of the market," and are not and never have been parties to "any agreement, combination or understanding with any competitor in the production, manufacture or sale of any merchandise in the same general class in regard to the price at which the same shall be sold."

One of the charges brought against price-cutting as a system, and one of the strongest arguments of the advocates of price standardization, is that price-cutting has tended, and always will, to operate to the advantage of the man with the long pocketbook; that in the end it builds monopolies by eliminating those who cannot survive price-cutting wars; and that, as a result, in each community there will be a tendency for the retail businesses to become monopolies for one or two large companies, and for these to merge.

Under the Stevens bill, with the Clapp amendment, independent producers would be allowed to protect small dealers against discrimination, the public against misrepresentation, and themselves against unfair methods. Secret rebates to mail-order houses would be made impossible, and the relief thus afforded against "quantity discount" hold-ups could not but result in lowered prices to the small dealers. The monopoly bugbear would be laid to rest by the Clapp amendment, from which we have quoted.

In addition to the support of the A. N. A. M., as cited, the American Fair Trade League and the Committee for the Promotion of the Interests of Retail Merchants, recently formed in New York with Dr. W. C. Anderson at its head, are working energetically for the measure. In fact, the prospects for an equitable system of price standardization under Government sponsorship were never so bright as today.

#### MEDICINAL USES OF LIQUID PETROLATUM.

The use of paraffin oil or liquid petrolatum as an intestinal lubricant is not a new departure in the field of therapeutics, although at the present time renewed interest has been exhibited in the medical uses of this product. These facts are intelligently set forth in a contribution by M. I. Wilbert, which appears elsewhere in this issue of the ERA, an article which all pharmacists should read. For many years the real value of liquid petroleum as a substitute for cod liver oil in the treatment of phthisis and other conditions of malnutrition has been frequently questioned by medical men. In fact, many physicians have asserted that they could not understand why it should possess any distinct remedial value other than that it might be used as a protective coating for the mucous membrane as applied by means of an atomizer to the nasal cavities, throat, larynx, or even bronchial tubes. It is not a food and cannot, therefore, act as a substitute for cod liver oil, because it is incapable of saponification. It was

found that it could be emulsified and absorbed through the intestinal wall without actually becoming incorporated with the tissues and that it did assist the absorption of saponifiable fats.

At the present time, however, there is considerable demand for liquid petrolatum for use as a laxative in chronic constipation and other internal disorders, and as a mechanical lubricant in inflammation of the colon. Just which of the hundreds of the products derived from crude petroleum and now on the market shall be used for any given purpose is, in Mr. Willbert's opinion, a problem. After a thorough investigation of the subject he concludes that the time appears particularly opportune for pharmacists who are willing to assist in making for true progress to do missionary work and to point out to physicians in a rational and sensible way that paraffin oil and other petroleum products, while they may be useful, have their limitations, the claims of some manufacturers of proprietary preparations to the contrary notwithstanding. That these products have a place in the list of present-day remedies, however, seems to be established: as a recent British writer puts it, "the extensive use to which neutral paraffin oil has been put in the manufacture of chewing gum, and the fact that many physicians and their patients have regularly taken it for several years with much relief and advantage, shows that it possesses no deleterious properties at present known."

#### DRUG TRADE "APATHY."

APATHY is a word honored by abuse—many who use it as explanatory of trade conditions seem to think it means semi-stagnation—when it should be interpreted "lack of initiative." True apathy in business depends upon outside conditions, tariff, currency, over-production—apathy as an excuse simply means personal inertia, or, in public questions, lack of leadership.

At the annual banquet of the Brooklyn College of Pharmacy Alumni Association Jacob H. Rehfuss, president of the New York State Ph.A., declared that while he had heard much of "apathy in the drug trade" during his term in office, he had found that with proper leadership the druggists of the State were ready to work as one man, energetically and persistently; that the "big druggists," the men who have made marked success, were never "too busy" to respond to requests to exert their influence to secure action upon legislative measures.

A successful retailer in a large Southern city wrote us within a fortnight that when trade became apathetic he stopped featuring \$3 hair brushes and 50-cent toothbrushes, and put out \$1.50 and 25-cent varieties, thus keeping his volume of trade to the necessary level. It meant more work, harder work, bigger and better window displays—but it captured the business, and did away with the so-called "apathy" in his particular line in his city. He believes, with Mr. Rehfuss, that drug trade apathy is largely a matter of individual attitude—readily removable by the use of:

B	Extra hustle.....	}	Equal parts
	Personality .....		
	Knowledge of local conditions		

Sig., Apply locally to the seat of the trouble.

#### QUALIFICATIONS OF PHARMACY TEACHERS.

A REAL diagnosis of the qualifications that the teacher in a college of pharmacy should possess is presented in a report of an address by Dr. Albert Schneider, printed in the April issue of the *Journal of the A.Ph.A.* To our mind, this address is worthy of consideration, not only by those who belong to the restricted class known as the "professors," but by pharmacists generally, especially those who have banded themselves together for the purpose of maintaining institutions for educational purposes along pharmaceutical lines. Within certain limits, the teacher, like the poet, "is born, not made." Instruction, as we understand it, is the name given to the teacher's share in the process, or processes, through which the student acquires knowledge or habits of skill. Of course, these processes are primarily and essentially the work of the learner himself, but it is the province of instruction to facilitate them.

It follows that if the teacher would develop the activity of the student's mind, thereby evolving the consequent formation of knowledge, he must be qualified to bridge the boundary line between the intelligence of the student and the stuff out of which knowledge is made, an effort which calls for the highest type of intellect and qualification. Unless the teacher possesses this psychological groundwork, he is handicapped in his effort to teach others. The individual who cannot acquire a comprehensive view of the mental systems and perceptions is not a natural-born teacher, which is another way of paraphrasing the statement that teachers are born, not made.

The development of knowledge operates along certain well-defined lines from a lower to a higher stage of mental effort, and the ideal knowledge is really a completely unified system. To this end there must be co-ordination and correlation of instruction that will place the divisions of study upon a logical basis, a condition that far too frequently is lost sight of in the curriculum of many a college of pharmacy.

Pharmacy is built on many divisions of science, and method in science teaching must take the form of investigation, for the facts must be established before a successful attempt can be made to interpret them. How important, then, that the teacher in pharmacy should have an educational acquisition wider and broader than that given by the college in which he desires to teach, a very strong point in Dr. Schneider's address. The work of successfully instructing others calls for a mental equipment of the highest type, a knowledge of pedagogy, of science in general, of practical drug-store work, and of the multitudinous manufacturing and commercial problems of the day. If these qualifications in the instructor are conceded, they

must carry with them due recognition by a just remuneration for such ability. The great sacrifices that teachers in colleges of pharmacy have made and are making without hope of financial reward excite our admiration, but the laborer is worthy of his hire, and with Dr. Schneider we hope that "the time will soon come when competent instructors will be paid salaries high enough so that they may without reservation devote their whole time to the work."

#### THE NEW ERA FORMULARY.

At various times recently we have called attention to the new edition of the ERA Formulary just issued, and it is with some degree of satisfaction that we have read the various commendatory expressions that have been sent to us concerning the character and scope of the book. Some of the writers have told us that they have already put it into practical use in their workshops and laboratories, just the places where we believe it will prove most serviceable. As a supplement to the Pharmacopoeia and dispensaries the book will occupy an important position.

It is from such a work that the average individual, especially if he be engaged in any manufacturing enterprise, may find suggestions for a new line of effort, and a collection of formulas may be made to yield good returns if the manufacturer will try this material out. The chances are that in this collection of nearly 8000 formulas he can find something that will fit into his business, for there are formulas designated to meet the wants and needs of a wide field of workers—the manufacturer, druggist, soda-fountain operator, ice-cream manufacturer, veterinarian, agriculturist, painter, in fact, artisans in all handicrafts, and householders generally. All of these will find this book replete with suggestions for specialties of nearly every kind for which there is a demand. The large number of such preparations on the market is indisputable evidence of this demand, and also of the fact that articles of this character do yield good financial returns. We can commend the ERA Formulary as answering the requirements for an up-to-date work of this character.

## BOOKS REVIEWED

**EXPORTERS' ENCYCLOPAEDIA.** Tenth Edition (1914). Containing full and authentic information relative to shipments for every country in the world. 8vo., 1136 pages. Cloth, \$7.50 (including monthly corrections and the "Exporters' Review" for the calendar year). New York. Exporters' Encyclopaedia Co.

This book is a recognized standard authority among export shippers and has the strongest endorsements of the transportation lines, export houses, manufacturers, etc., engaged in export trade, being in use, it is claimed, by more than 5000 of the best class of manufacturers in the United States and Canada. An examination of the work shows that it is a real encyclopaedia of this kind of information. Among other things it gives the essential facts relating to the proper choice of shipping routes to every place, whether a through bill of lading to that place can be obtained or, if not, the nearest port to which such a bill may be obtained, as also complete information concerning the observance of custom regulations, marking, documentation, packing and forwarding. Some of the related sub-

jects which receive treatment are: Conversion tables showing values of foreign weights, measures and coinage; explanation of commercial terms; foreign trade-mark protection; cable rates, postage rates, money-order system (foreign), parcel post to foreign countries, freight rates, duties, explosives, fire risks, etc. The importance of this kind of information to the exporter cannot be overestimated, as failure to observe the conditions which apply to shipments of goods to foreign countries invariably results in fines, delays, annoyance to customers and, eventually, loss of business. The Encyclopaedia is published annually as a supplement to the *Exporters' Review*, a well-known monthly journal devoted to the export and import interests of American trade.

**MINERAL RESOURCES OF THE UNITED STATES.** Calendar year 1912. 8vo., in Two Parts. Part I, Metals, 1079 pages; Part II, Non-metals, 1218 pages. Washington. Government Printing Office.

This report on the mineral resources of the United States, which covers the calendar year 1912, completes the third decade of the work of the division of mineral resources, first authorized in 1882. With the experience of these years those in charge of the work have developed a high degree of exactitude in the matter of statistical treatment, and the statements of production, consumption, etc., presented in these volumes are the results of an annual census of the entire mining industry. Of the development of the various phases of this industry, it is recorded that in the 31 years from 1882 to 1912 inclusive, the value of the mineral products of the country has increased from \$451,901,159 to \$2,243,630,326. It is estimated that the population of the United States in 1912 numbered 95,610,000 persons, which would give for each inhabitant, in value of production, an average of \$23.47. The metallic products in 1912 were valued at \$867,103,085; the non-metallic products at \$1,376,027,241, while the largest quantity and greatest value of all the minerals are represented by the output of the coal mines.

These volumes contain a vast amount of material of direct interest to the pharmacist, especially if he be engaged in any kind of manufacturing based on the use of these natural products. The information given concerning the production and uses of arsenic; of borax, which as "raw material" is found in so many places and in such quantities in relation to the limited demand for borax and boric acid in the present market, that there need be no fear of catastrophe to our domestic production; of potash, the economical extraction of which has been and is being thoroughly investigated by experts of economic geology; of bromine, lead, fuller's earth, graphite, infusorial earth, mineral waters, platinum, pumice, quicksilver, soapstone, sulphur, etc., is so comprehensive and helpful that each pharmacist should endeavor to "work" his representative in Congress for a copy.

**MAKING A DRUG STORE PAY.** By Frank Farrington, author of "Selling Suggestions," "Talks by the Old Store Keeper," etc. 8vo., 303 pages. Cloth, \$2. New York: The Ronald Press Co.

This book is said to contain the true story of Mr. Farrington's experiences in the drug business from the time he started, and whatever may be one's preconceived opinion of how a drug store should be conducted to become a paying institution, he is sure to conclude when he has read this book through, that the author has actually passed through the vicissitudes of drug-store life and that he did develop the business from practically nothing to a significant success. As internal evidence of this experience he gives the details of his methods, the figures of his business, an account of his struggles with competition, advertising plans, his successful and unsuccessful side-lines, etc., all factors which must be considered by every pharmacist who would rise in the world. All of the side-lines named are treated more or less explicitly in the book, and the treatment in each instance is supplemented by copies of the advertisements in just the form they were originally used. The majority of the readers of pharmaceutical journals are more or less familiar with the author's many contributions on the subject of advertising for retailers, and this new book will appeal not only to them, but to others who are looking for hints and suggestions for extending their businesses along modern commercial lines. The advertisements given number about 200 and are so arranged that any druggist can take them from the book bodily and use them for his own store.

## WHAT THE RETAIL DRUGGIST REALLY NEEDS—*A Study in Conditions.*

LOUIS K. LIGGETT, in his recently concluded series of articles on "Pharmacy in the Past Twenty-five Years," advanced the proposition: "that many druggists pay too high a cost of doing business, that many druggists are poor business men, although one hesitates to say it; and that often they derive their first knowledge of the condition of their business from the figures of the receiver when they go into bankruptcy." Mr. Liggett cited antiquated methods of book-keeping, neglecting the inventory, and lack of knowledge of actual profits because costs were not figured correctly. He then pointed to the charges that are being brought about through mechanical aids such as the cash register and tabulating machines, such assistants being largely responsible for the transmission of the druggist from the "guesser to the man of business."

Taken apart from the accompanying text these charges seem severe; when considered from the viewpoint of a modern efficiency expert there is in them more than a modicum of truth.

Within the past few months there has been an intelligent and systematic attempt on the part of both drug journals and associations—and notably in New York by a series of special meetings at the New York College of Pharmacy, at which business experts answered business problems—to reach some common basis of consideration of the difficulties encountered by every retail druggist. The plaint is heard that the "chain store is responsible," that "the price-cutter is ruining the business," that "the dispensing doctor is taking the prescription business away from the pharmacy," that "the department store drug departments are driving the little fellows to the wall." Many another similar charge could be brought, for every "experience meeting" of every R. D. A. is punctuated by such complaints of "unfair competition."

We are of the candid opinion that these manifestations of pessimism are not symptomatic of financial breakdown or commercial prostration, but, rather, indicative of the need for a change in treatment. It strikes us that it might be well to let old Dr. Well-enough-alone go, and call in Dr. Modern Business Methods.

There has been a marked change in the merchandising methods of this country during even the past decade. The whole system of retail pharmacy has been made over within the past quarter century. The back-room laboratory of the average drug store is today principally a storage room for the products of the commercial laboratory and the proprietary house. The front store has banished the sign manual of the apothecary shop, and has become a general store, embracing more and more lines as time passes. The druggist "doctor" of the old type is, with few exceptions, as seldom found as the whaling captain of old New England, the stage-coach driver of the West, or the Mississippi pilot of Mark Twain. There are exceptions, but they are few.

There are more live-wire successes among the druggists in

this country than ever before. Changes in business methods have created them—when *they* have not created the methods. The "big" drug store of today is as scientifically efficient in its every department as any of the quasi-public-service corporations. While probably the best example of a general business possible to cite—if we except the department store—it is yet one of the best examples of specialization, due to the adoption of the department idea, and the development of many branches of endeavor within the corporate whole. There is apparently no limit to the variety of goods handled by the "big" drug store.

But all drug stores are not "big" stores and could never be—what can be offered the small druggist? What can *he* do to escape the till-ravaging department store, the five-and-ten and the cigar, confectionery and ice-cream-selling rivals "just around the corner"? How can he not only meet competition but better it?

These are real questions asked by real druggists—by men some of whom have grown old in the service of the public. They are voicing a real hurt when they protest in association meetings; and in reply they want, not verbal consolation, but workable suggestions from druggists who have solved similar problems for themselves.

It is not merely a question of meeting competition; it is not enough to know costs and allot overhead before charging up profits; it is not enough to know how to balance the loss on cut-rate goods by the sales of "own make" goods with a larger percentage of emolument. It is not enough to be told to sell "side-lines" and then more "side-lines"; or to develop the ice-cream business or the soda-water business—or the wall paper, cut glass, cut flower, or coal agency business as some druggists have done and are doing.

What does the retail druggist really need? That is the question the ERA has submitted to more than twoscore of the representative successful drug men of this country—men who have forced their way out of the ruck and stand admittedly among those who have made a success, and the first instalment of this discussion will appear in the June issue of the ERA.

We believe that the opportunities for success in the retail drug business in this country were never more general than they are today; but we are of the opinion—and we think this will be borne out in the forthcoming issues of the ERA in which this presentation of the essentials of better business is to appear—that in modernization in store, in merchandising methods, in service, and in the mental attitude of the druggist himself will be found the solution to many of the difficulties now experienced. We believe a druggist can be truly ethical even if he sells 50 side-lines—we know that there is no longer a place commercially for the little old drug shop with its atmosphere of mystery, its fly-papered windows and dusty bottles. Sanitation, service, security and salesmanship spell success. But how to ensure it—that will be the warp and the woof of the articles now in preparation.

### An Appeal from Honduras.

*Ben R. Leigh, of La Ceiba, Blamed for Disastrous Fire Which Originated While He Was Asleep—Held for Trial as a Result.*

LA CEIBA, HONDURAS, March 26, 1914.

My Dear Sir:

Since writing you last time a great big mass of misfortune has befallen me.

On the 7th a terrible fire visited Ceiba and nearly wiped the little town off the Central American map.

The fire seems to have originated in my place of business, and because I was in bed asleep and did not extinguish the fire a bunch of drunken natives started the cry that I was to blame for it, and the first thing I knew I was arrested and am now being held to appear before the court here.

Not being an over-wealthy man and not having a wealthy family to draw on for attorney's fees I find it necessary to appeal to my druggist friends in the States for a temporary

advancement of a few good American dollars to help me out and I ask your support and that of the drug press along these lines.

Hon. W. J. Bryan, through the State Department, has instructed the American Consul here to see that I get a fair trial but that is as far as they can go—they cannot furnish funds for my defence, and as my savings amounted to only one-sixth of the necessary \$1500 (3000 Pesos) I am forced to ask outside assistance.

Would it be asking too much of you to run an article asking the druggists over the country to help a brother druggist who is falsely charged with arson and whom the American consul here will vouch for his innocence?

My attorney informs me that it will require about two months to clear me.

During my 14 months as manager of Reynolds & Co., Botica Atlantida, I purchased goods from the following New York firms: J. & J. Colgate, Humphreys Homo. Rem. Co., Davis Lawrence Co., American Soda Co.

Awaiting your favors, etc., etc., I am, fraternally yours,

BEN. R. LEIGH.



## Changes in the New Pharmacopœia.\*

*Condensed abstract of Proposed Definitions and Standards Relating to Drugs of Vegetable and Animal Origin submitted by the Committee of Revision for incorporation into the next edition of the Pharmacopœia.*

(Continued from page 155 April ERA.)

**Cambogia**—When rubbed with water it should yield a yellow emulsion becoming darker and almost transparent upon the addition of ammonia water. The emulsion should not turn green upon the addition of iodine T.S. (starch). Powder: Bright yellow, containing few or no starch grains. Not less than 65 per cent. soluble in alcohol. Ash not exceeding 2 per cent.

**Cannabis**—The dried flowering tops of the pistillate plants of *Cannabis sativa* Linné, or of the variety *indica* Lamarck (Fam. Moracæ), freed from the thicker stems and large foliage leaves and with not more than 10 per cent. of mature fruits (seeds). In dark green, more or less brownish, compressed, and more or less agglutinated, resinous fragments, consisting of the short stems with their leaf-like bracts and pistillate flowers, a few of the latter being sometimes replaced with more or less developed fruits; stems cylindrical, of varying length, not more than 3 mm. in diameter; fruit light green to light brown, broadly ellipsoidal, about 3.5 mm. in length; finely wrinkled and slightly reticulated; odor agreeably aromatic; taste characteristic. Powder: Dark green, giving a strong effervescence on the addition of dilute hydrochloric acid; numerous sharp-pointed fragments of upper portion of non-glandular hairs; fragments of bracts and leaves showing yellowish-brown laticiferous vessels, rosette aggregates of calcium oxalate and bases of non-glandular hairs. Alcoholic extractive not less than 8 per cent.; alcoholic solution bright green in color. Ash not exceeding 15 per cent.

**Cantharis**—From 15 to 25 mm. in length, 5 to 8 mm. in breadth, oblong, somewhat compressed above; of a brilliant green or bluish-green, metallic luster, changing in different parts, especially beneath, to a golden-green; head triangular, separated into two lateral lobes by a faint median line; mandibles stout and partly concealed; antennæ filiform, of 11 conical joints, the upper ones being black; eyes comparatively small; prothorax angulate; legs with five tarsal joints; wings membranous and brownish; elytra or wing sheaths each with 2 parallel lines and finely wrinkled; odor strong, disagreeable; taste slight, afterwards acrid. Powder: Grayish-brown, with shining green particles and a number of long, pointed, 1-celled hairs about 0.5 mm. in length and 0.002 mm. in width. Moisture not more than 10 per cent. Ash not exceeding 9 per cent.

**Capsicum**—The fruit may include not more than 2 per cent. of stems, calyxes and other foreign matter. Oblong-conical, from 8 to 20 mm. in length and from 2 to 15 mm. in diameter; pericarp brownish-red or orange, shining, membranous and translucent; 2- or 3-locular, united below, and containing 6 to 17 flat, reniform, yellowish seeds attached to the placenta or frequently separated from it; calyx light greenish-brown, inferior, inconspicuous, 5-toothed, usually attached to a long, straight peduncle; odor characteristic; sternutatory; taste intensely pungent. Powder: Yellowish-brown; mounts made with hydrated chloral T. S. and examined under the microscope show yellowish-red oil globules; stone cells of two kinds, those of the endocarp and of the seed coat. Non-volatile ether-extract not less than 15 per cent. Total ash not exceeding 7 per cent. Ash insoluble in hydrochloric acid, not exceeding 1 per cent.

**Cardamomi Semen**—The dried seeds of *Elettaria Cardamomum* White et Maton (Fam. Zingiberacæ), which should be kept in the capsules until wanted for use. Mostly agglutinated in groups of from 2 to 7, the individual seeds, oblong-ovoid in outline, 3- or irregularly 4-sided; odor aromatic; taste aromatic, pungent. Capsules broadly or narrowly ellipsoidal, occasionally ovoid, more or less triangular in transverse section, from 10 to 20 mm. in length; externally usually of a pale buff color or whitish or greenish-brown; longitudinally striate; 3-locular; pericarp thin; leathery, and nearly tasteless, enclosing from 10 to 20 seeds. Powder: Greenish-brown; consisting chiefly of coarse, angular fragments of cells of the reserve layers

and seed-coat; cells of endosperm and perisperm filled with compound starch grains. Ash not exceeding 8 per cent.

**Carum**—Mericarps usually separated, crescent-shaped, from 3 to 7 mm. in length, about 1.5 mm. in diameter; externally dark brown with 5 yellowish filiform ribs; in transverse section nearly equilaterally pentagonal, the commissural surface with two vittæ, the dorsal surface with a vitta between each of the primary ribs; oily endosperm large, enclosing a small embryo; odor and taste agreeably aromatic. Description of characteristics under the microscope is given. Powder: Yellowish-brown, mostly of irregular, angular fragments; cells of endosperm with aleurone grains each usually containing a rosette aggregate of calcium oxalate about 0.001 mm. in diameter; fragments with light yellow vittæ, together with nearly isodiametric or polygonal, yellowish-brown, inner epidermal cells of pericarp; fragments with tracheæ and sclerenchymatous fibres, the latter about 0.010 mm. in width, slightly lignified and with numerous oblique pores. Ash not exceeding 8 per cent.

**Caryophyllus**—The dried flower-bud of *Eugenia aromatica* (Linné) O. Kuntze, (*Jambosa Caryophyllus*) (Sprengel) Niendenzu (Fam. Myrtacæ), with not more than 5 per cent. of the peduncles, stems and other foreign matter. From 10 to 17.5 mm. in length, of a dark brown or brownish-black color, consisting of a stem-like, solid, inferior ovary, obscurely four-angled or somewhat compressed, terminated by four calyx teeth, and surmounted by a nearly globular head, consisting of four petals, which enclose numerous curved stamens and one style; odor strongly aromatic; taste pungent and aromatic, followed by slight numbness. On pressure clove emits a volatile oil. Stems either separate or attached to the flower-buds; sub-cylindrical or four-angled, attaining a length of 25 mm., a diameter of 4 mm.; either simple or branching, distinctly jointed and less aromatic than the flower-buds. Powder: Varying from dark brown to reddish-brown; consisting chiefly of cellular fragments showing the large oil reservoirs, spiral tracheæ and a few, somewhat thick-walled, slightly lignified, spindle-shaped bast-fibres; calcium oxalate in rosette aggregates, from 0.010 to 0.015 mm. in diameter; pollen grains numerous, tetrahedral, somewhat ellipsoidal, from 0.015 to 0.020 mm. in diameter. The presence of stems in the powder is shown by stone cells of irregular, polygonal shape, about 0.070 mm. in diameter, with thick, porous walls and large lumina, the latter frequently filled with a yellowish-brown amorphous substance. Volatile ether-extract not less than 10 per cent. Total ash not exceeding 8 per cent. Ash insoluble in hydrochloric acid not exceeding 0.5 per cent.

**Chondrus**—The dried plant of *Chondrus crispus* (Linné) Stackhouse and *Gigartina mamillosa* (Goodenough et Woodward) J. Agardh (Fam. Gigartinacæ). Entire plants more or less matted together, consisting of a slender stalk from which arises a series of dichotomously branching, more or less flattened segments, emarginate or deeply cleft at the tips; 5 to 15 cm. in length, segments 1 to 10 mm. in width, yellowish-white, translucent, frequently coated with a calcareous organic deposit which effervesces with hydrochloric acid; sometimes with fruit bodies or sporangia embedded near the apex of the segments in *C. crispus* or with sporangia borne on short, tuberculated projections or stalks, more or less scattered over the upper portion of the segments in *G. mamillosa*, somewhat cartilaginous; odor slight; taste mucilaginous, saline. Boil one part of chondrus for about 10 minutes with 30 parts of water and replace the water lost by evaporation; the solutions should form a thick jelly upon cooling. When softened in cold water chondrus should become gelatinous, and transparent, the thallus remaining nearly smooth and uniform and not swollen except slightly at the tips; a solution made by boiling 0.300 gm. in 100 cc. of water and filtering gives no precipitate on the addition of tannic acid T.S. (gelatin), and does not give a blue color when cold, upon the addition of iodine T.S. (starch).

**Cimicifuga**—The drug may include not more than 2 per cent. of stems and foreign matter. Rhizome horizontal, more or less branching, from 2 to 12 cm. in length, from 1 to 2.5 cm. in thickness; externally dark brown, slightly annulate from circular scars of bud-scale leaves, the upper surface with numerous stout, erect or somewhat curved branches terminated by deep cup-shaped scars each of which usually shows a distinct radiate structure; interior and lateral portions with numerous root-scars and a few short roots; fracture horny; internally whitish and mealy or dark brown and waxy, bark thin, wood distinctly

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radicle and of about the same thickness as the pith; odor slight; taste bitter and acid. Roots somewhat cylindrical or obtusely quadrangular, 1 to 3 mm. in thickness, externally dark brown, longitudinally wrinkled, fracture short; internally, bark dark brown, wood yellowish, 4- to 6-rayed. Powder: Light to dark brown; starch grains numerous, single or compound, the individual grains spherical or more or less polygonal, each with a somewhat central cleft, from 0.003 to 0.015 mm. in diameter; fragments showing tracheæ with bordered pores and lignified wood fibres; irregular, yellowish-brown fragments of suberized epidermis made up of more or less tabular cells, sometimes clustered and considerably thickened. Ash not exceeding 10 per cent.

*Cinchona*.—Added to the former description: Externally the bark usually shows patches of foliaceous lichens with their small, brownish-black apothecia. Powder: Reddish-brown; bast-fibres spindle-shaped, yellowish, 0.300 to 1.350 mm. in length, with thick, strongly lignified, lamellated walls having slit-like, oblique pores; starch grains single, 2- to 5-compound, the individual grains spherical or plano-convex and from 0.003 to 0.015 mm. in diameter; sphenoidal micro-crystals of calcium oxalate numerous. Heat 1 gm. of powdered cinchona in a dry test-tube, a tarry distillate should form, having a purplish-red color and a somewhat granular appearance.

*Cinchona*. *Rubra*.—In quills or curved pieces of variable length, bark from 2 to 4 mm. in thickness; or in small broken fragments or in transversely curved pieces from 3 to 7 mm. in thickness; externally gray or grayish-brown, more or less rough from corky protuberances, sometimes with transverse fissures, rarely numerous or much intersected, and having their sides sloping and with occasional patches of foliaceous lichens; inner surface reddish- or orange-brown, distinctly striate; fracture short and granular in the outer bark, shortly and rather coarsely splintery in the inner bark; slightly odorous; taste very bitter and astringent. Powder: Light brown; bast-fibres and sphenoidal micro-crystals of calcium oxalate resembling those in cinchona; starch grains resembling those of cinchona, relatively few, from 0.003 to 0.010 mm. in diameter. Heat 1 gm. of powdered red cinchona in a dry test-tube; a tarry distillate should form, having a bright red color.

*Cinnamomum Ssgonicum*.—In quills attaining a length of 30 cm. and from 3 to 30 mm. in diameter; the bark from 0.5 to 3 mm. in thickness; outer surface light brown to dark purplish-brown with grayish patches of foliaceous lichens, numerous bud-scars, finely wrinkled, especially the bark of younger twigs, otherwise more or less rough from corky patches surrounding the lenticels; inner surface reddish-brown to dark brown, granular, and slightly striate; fracture short; inner bark porous, owing to the presence of large oil cells; and separated by a continuous layer of stone cells from the outer bark. Odor aromatic; taste sweetish, aromatic and pungent. Microscopical characteristics are given. Powder: Yellowish- or reddish-brown; starch grains numerous, single or compound, the individual grains being somewhat ellipsoidal or polygonal and from 0.003 to 0.020 mm. in diameter. Volatile ether-extract not less than 2 per cent. Total ash not exceeding 6 per cent. Ash insoluble in diluted hydrochloric acid not exceeding 2 per cent.

*Cinnamomum Zeylanicum*.—The dried bark of cultivated trees of *Cinnamomum zeylanicum* Breyné (Fam. Lauracæ) with not more than 3 per cent. of the outer bark. In closely rolled double quills, composed of from 7 to 12 thin layers of separate pieces of bark, from 30 to 50 cm. in length and from 8 to 13 mm. in diameter; the bark attaining a thickness of 1 mm.; outer surface pale yellowish-brown, smooth, longitudinally striate with narrow yellowish groups of bast-fibres, and showing circular or irregular brownish patches, occasionally with perforations marking the nodes; inner surface light brown, with faint longitudinal striations; fracture short with projecting bast-fibres; odor agreeably aromatic; taste sweetish and warmly aromatic. Powder: Light brown or yellowish-brown; starch grains numerous, varying from spherical to polygonal, from 0.003 to 0.020 mm. in diameter, frequently in small aggregates; cork cells few or none; calcium oxalate in raphides from 0.005 to 0.008 mm. in length. Volatile ether-extract not less than 0.5 per cent. Total ash not exceeding 6 per cent. Ash insoluble in diluted hydrochloric acid, not exceeding 2 per cent.

*Coccoloba*.—The dried female insect enclosing her young larvae, *Coccoloba* *acti* Linné (Fam. Coccidæ). Somewhat ovate in outline, convex above, concave beneath, from 3.5 to 5 mm. in length, consisting of from 9 to 12 segments; externally grayish-

purple, or grayish; in the shell-like, somewhat horny abdomen lie numerous larvae less than 1 mm. in size; the mature larvæ with antennæ consisting of eight parts, 3 pairs of legs, the lower being with 6 to 8 segments, and a characteristic beak or rostrum composed of 4 thread-like parts which pair off into two coils. Cochineal is easily pulverizable and yields a dark red powder; with a characteristic odor and slightly bitter taste. When masticated it colors the saliva red, due to the coloring principle, carminic acid, which is soluble in water, alcohol, or alkalies, and slightly soluble in ether, but insoluble in fixed and volatile oils. Alkalies should change the color of solutions of cochineal to purple, while acids should change the color to reddish-yellow. When macerated in water no insoluble powder should separate. Ash not exceeding 6 per cent.

*Colchici Cormus*.—Usually in reniform transverse, or in ovate longitudinal slices; from 2 to 5 mm. in thickness; flat surfaces whitish, slightly roughened, and of a crystalline appearance under the hand lens; epidermal surface thin, light brown and finely wrinkled; fracture short and mealy, odor slight; taste bitter and acid. Powder: Light brown or grayish-brown; starch grains numerous, single or 2- to 6-compound, the individual grains varying from spherical or ovoid to polygonal, and marked with a triangular or star-shaped, central cleft from 0.003 to 0.030 mm. in diameter, tracheæ few and with spiral or scalariform thickenings; occasional fragments of epidermal cells with thin, reddish-brown walls.

*Colchici Semen*.—The seeds should be dried; ovoid or irregularly globular, more or less pointed at the hilum, from 2 to 3 mm. in diameter; when fresh, several seeds cohering; externally dark brown, finely pitted; tough and of almost bony hardness; internally whitish or light brown; nearly inodorous; taste slightly bitter and somewhat acid. Ash not exceeding 3 per cent.

*Colocynthis*.—The dried pulp of the fruit of *Citrullus Colocynthis* Schrader (Fam. Cucurbitacæ), with not more than 5 per cent. of seeds, nor more than 2 per cent. of epicarp. Nearly globular, whole fruits from 4 to 7 cm. in diameter, usually more or less crushed and in broken pieces, with occasional patches of the nearly smooth epicarp; yellowish-white or brownish; light, spongy; separable longitudinally when entire into three carpels, each containing near the outer surface, the ovoid, compressed, yellowish seeds; odor slight; taste intensely bitter. Ash not exceeding 15 per cent.

*Condurango*.—The dried bark of *Marsdenia Condurango* Reichenbach filius (Fam. Asclepiadacæ). In single quills or transversely curved pieces, usually from 4 to 13.5 cm. in length, bark from 1 to 6 mm. in thickness; outer surface light grayish-brown to dark brown, nearly smooth and with numerous lenticels, or more or less scaly and considerably roughened, the scales soft, occasionally with brownish-black apothecia of a fungus; inner surface grayish-white or light brown, longitudinally striate; fracture short and granular or short-fibrous; odor slightly aromatic, especially marked in the fresh drug; taste bitter and aromatic. Microscopical characteristics are given. Powder: Light yellowish-brown; consisting chiefly of fragments of stone cells and parenchyma containing calcium oxalate crystals and starch grains; stone cells chiefly in large groups, the individual cells being more or less irregular in shape with very thick, porous walls, the lumina being usually filled with air; calcium oxalate chiefly in rosette aggregates, occasionally in single prisms, mostly from 0.015 to 0.020 mm. in diameter; starch grains mostly single. Macerate 1 gm. of the powdered bark in 5 cc. of cold water, filter and heat the filtrate in a test-tube; it should become very cloudy but on cooling assumes its original transparency. Ash not exceeding 12 per cent.

*Convallaria*.—Rhizome horizontal, elongated, usually branched, cylindrical, variable in length, from 1 to 3 mm. in diameter; externally yellowish-white or pale-brown, with a few circular stem-scars; from the under and side portions at the nodes usually arise from 3 to 5 thin, tortuous, dark brown, branching roots; fracture short or fibrous; internally whitish; odor faint; taste sweetish, becoming bitter and acid. Microscopical characteristics are given. Powder: Dark brown, tending to cake on standing, consisting chiefly of cellular fragments and a few starch grains and raphides of calcium oxalate; cells of endodermis quite long with slightly oblique ends; the walls being considerably thickened, lignified and porous.

*Coriandrum*.—The fruit should contain not more than 5 per cent. of other fruits, seeds and other foreign matter. Mericarps usually coherent; cremocarp nearly globular, from 3 to 5

mm. in diameter; externally light brown or rose colored; summit with 5 calyx teeth and a short stylopodium, each mericarp with 5 prominent, straight, longitudinal primary ribs and 4 indistinct, undulable, secondary ribs; mericarps easily separated, deeply prominent, straight, longitudinal primary ribs and 4 indistinct, undulate, secondary ribs; mericarps easily separated, deeply concave on the inner or commissural surface and showing in transverse section 2 vittæ (oil-tubes) on the inner surface of each. Microscopical characteristics are given. Powder: Light brown, consisting chiefly of fragments of endosperm and lignified tissues of the pericarp; calcium oxalate crystals numerous, from 0.003 to 0.010 mm. in diameter, mostly in rosette aggregates, either isolated or in aleurone grains; sclerenchymatous fibres irregularly curved, having thick, yellowish, lignified walls and numerous simple pores; globules of fixed oil numerous; fragments of light-yellow vittæ few, associated with elongated, polygonal, epidermal cells. Volatile ether-extract not less than 0.5 per cent. Ash not exceeding 7.5 per cent.

*Cubeba*—The dried, full grown, unripe fruits of *Piper Cubeba* Linné filius (Fam. Piperaceæ), with not more than 5 per cent. of stems and other foreign matter. Upper portion globular, 3 to 6 mm. in diameter, with a straight, slender, stem-like portion from 5 to 7 mm. in length; pericarp externally grayish, brownish- or bluish-black; coarsely reticulate; about 0.3 mm. in thickness, easily cut, 1-locular, 1-seeded; the immature seed attached at the base of the pericarp; odor aromatic, distinct; taste strongly aromatic and pungent. Microscopical characteristics are given. Powder: Light brown to blackish-brown, consisting of a more or less even distribution of starch-bearing cells of the perisperm, and fragments of the pericarp with stone cells; starch grains numerous, single or compound, from 0.002 to 0.012 mm. in diameter; stone cells numerous, in palisade-like groups, in surface view rounded or polygonal with rather prominent dark lumina and yellowish porous walls; secretion cells with a yellowish, oily content becoming reddish on the addition of sulphuric acid; fragments of stalk few, with spiral tracheæ and groups of sclerenchymatic fibres from 0.050 to 1.000 mm. in length with blunt, rounded, or very much attenuated ends, the walls strongly lignified and with numerous oblique pores. Volatile ether-extract not less than 10 per cent. Total ash not exceeding 8 per cent.

*Digitalis*—The dried leaves of *Digitalis purpurea* Linné (Fam. Scrophulariaceæ) with not more than 2 per cent. of stems, flowers, and other foreign matter; leaves when entire attaining a length of 30 cm. and a breadth of 15 cm., ovate to oval, abruptly contracted into winged petioles, the latter from 5 to 10 cm. in length, or, in the smaller leaves, nearly absent; margin crenate, irregular; the commercial article usually more or less crumpled and broken, thin, dull, pale green or gray and densely pubescent on the lower surfaces; upper surfaces wrinkled, sparsely hairy; the venation conspicuously reticulated; the mid-ribs and principal veins broad and flat, often purplish, the lower veins continued into the wings of the petioles; odor slight, characteristic; taste strongly bitter. Powder: Dark green, with numerous fragments of non-glandular hairs consisting of from 2 to 8 cells (usually 2 to 5 cells), varying in length from 0.145 to 0.435 mm., some of the cells being frequently collapsed; glandular hairs few, small, with a 1- or 2-celled stalk and a 1- or 2-celled glandular head; numerous irregular fragments of lumina showing stomata and occasional water-pores and elongated fragments of veins and petioles showing fibro-vascular tissues. Ash not exceeding 10 per cent.

*Ergota*—The carefully dried sclerotium of *Claviceps purpurea* (Fries) Tulane (Fam. Hypocreaceæ), replacing the grain of rye, *Secale cereale* Linné (Fam. Gramineæ), with not more than 5 per cent. of harmless seeds, fruits and other foreign matter. Cylindrical, obscurely three-angled, tapering towards both ends, obtuse, somewhat curved, from 1 to 4.5 cm. in length and 3 to 5 mm. in thickness; externally purplish-black, or brownish-black, longitudinally furrowed; fracture short, pinkish or reddish-white, sometimes whitish; odor peculiar, disagreeable; taste disagreeable, bitter. Pour hot water on bruised ergot; no ammoniacal or rancid odor should be developed. Powder: Grayish-brown, consisting chiefly of whitish fragments composed of false parenchyma of compacted hyphæ and a few purplish colored fragments of the outer layer of the sclerotium; mounts made in hydrated chloral T.S. or in sulphuric acid show the separation of numerous globules of a fixed oil and many of the fragments should be colored yellowish, reddish or rose-purple. Ash not exceeding 5 per cent.

Ergot should be dried at a temperature not exceeding 70°C. The drug deteriorates with age if improperly stored. It should be kept in tightly closed containers protected from the light and to which a few drops of chloroform should be added from time to time to prevent attack by insects. The powdered drug should not be kept longer than one year.

*Evidictyon*—The leaves may include not more than 5 per cent. of stems or other foreign matter. Usually in fragments; when entire, laminae lanceolate, 5 to 15 cm. in length, 1 to 3 cm. in breadth; summits acute; bases slightly tapering into a short petiole; margins irregularly serrate or crenate-dentate; upper surfaces yellowish-brown, covered with a more or less shiny resin; under surfaces grayish or yellowish-white, conspicuously reticulate with greenish-yellow veins; minutely tomentose between the reticulations; coriaceous, brittle; odor aromatic; taste balsamic, bitter, becoming sweetish. Microscopical characteristics are given.

*Eucalyptus*—The leaves may include not more than 3 per cent. of the stems, fruits, and other foreign matter. Laminae lanceolately scythe-shaped, from 8 to 30 cm. in length, from 2 to 7.5 cm. in breadth; summits when present acute or acuminate; bases unequal, obtuse or more or less rounded and connected with twisted petioles from 5 to 35 mm. in length; margins slightly uneven, revolute; coriaceous; both surfaces varying from pale yellowish-green to grayish-green and more or less glaucous, glabrous, glandular-punctate and with numerous, small circular, brown dots of cork; veins of the first order anastomosing with each other and forming a line nearly parallel with the margin; odor slightly aromatic; taste aromatic, bitter, and cooling.

*Euonymus*—The bark may include not more than 3 per cent. of wood and other foreign matter. Usually in transversely curved pieces, occasionally in single quills 2 to 7 cm. in length; bark 1 to 2.5 mm. in thickness; very light in weight; outer surface grayish or light brown, somewhat wrinkled, occasionally transversely fissured from the lenticels and with scale-patches of soft cork; inner surface grayish-white, longitudinally striate and somewhat porous; fracture short with silky, projecting, bast-fibres; odor distinct; taste bitter and acrid. Microscopical characteristics are given for the powdered drug.

*Foeniculum*—The dried ripe fruits of cultivated varieties of *Foeniculum vulgare* Miller (Fam. Umbelliferae), with not more than 2 per cent. of harmless foreign matter. Mericarps usually separate, each being broadly elliptical, more or less curved, from 4 to 10 mm. in length, from 1 to 3.5 mm. in breadth, some having a slender stalk from 2 to 10 mm. in length; dorsal surface convex, yellowish-green to grayish-brown, with three prominent, longitudinal primary ribs and at the summit a short, conical stylopodium; commissural surface with three narrow, light brown, longitudinal areas separated by two dark brown or brownish-black areas containing the vittæ or oil-tubes; odor and taste aromatic and distinct. Powder: Yellowish-brown consisting of irregular, angular fragments; tissues of endosperm, colorless, the cells filled with aleurone grains each containing a rosette aggregate of calcium oxalate, about 0.002 mm. in diameter; fragments containing yellowish-brown vittæ, from 0.100 to 0.200 mm. in width; sclerenchymatous fibres few, strongly lignified and with numerous, oblique, simple pores; parenchyma cells with more or less thick walls and simple pores and occasionally reticulate thickened; tracheæ few and either spiral or annular; in mounts made with hydrated chloral T.S. numerous globules of a fixed oil separate. Ash not exceeding 10 per cent.

*Frangula*—The dried bark of *Rhamnus Frangula* Linné (Fam. Rhamnaceæ). In quills varying in length, frequently flattened or crushed; from 0.5 to 1 mm. in thickness; outer surface grayish-brown or purplish-black, with numerous, prominent, lighter colored, transverse lenticels and occasional patches of foliaceous lichens bearing small, blackish apothecia; inner surface smooth, dark brown with occasional purplish blotches, longitudinally striate, becoming red when moistened with solutions of the alkalis; fracture short, slightly fibrous in the inner layer; odor distinct; taste slightly bitter. Microscopical characteristics are given. Powder: Yellowish-brown; stone cells absent (distinguishing it from powder of *Rhamnus Purshiana*). Add 0.100 gm. of powdered frangula to 10 cc. of hot water, shake the mixture occasionally until cold and filter it. On the addition of a few drops of ammonia water, the filtrate should be colored a deep red. Macerate 0.100 gm. of powdered frangula with 10 drops of alcohol; add 10 cc. of water,

boil the mixture and filter it when cold. Shake the filtrate with 10 cc. of ether, separate the yellow, ethereal solution, and shake 3 cc. of this ethereal liquid with 3 cc. of ammonia water; the separated ammoniacal solution, on diluting with 20 cc. of water, should still possess a distinct cherry-red color. Ash not exceeding 0 per cent.

**Galls**—An excrescence on the young twigs of *Quercus infectoria* Olivier and other allied species of *Quercus* (Fam. Fagacæ), induced by the punctures on the leaf-buds and by the deposited ova of *Cynips tinctoria* Hartig (Fam. Hymenoptera). Nearly globular, from 0.8 to 2.2 cm. diameter; ex-

ternally blackish-olive-green or blackish-gray, more or less tuberculated on the upper portion, the basal portion being nearly smooth and contracted into a short stalk, heavy, sinking in water excepting the smaller galls which should not be present to a greater extent than 5 per cent.; fracture short-horny, internally grayish or dark brown, consisting of a central portion slightly radiating and resinous, occasionally hollow and traversed by a narrow radial canal extending to the exterior as shown by the perforation in the whole gall; odor slight; taste strongly astringent. Microscopical characteristics of the powdered drug are given.

## The Modern Medical Uses of Paraffin Oil and of Liquid Petroleum.\*

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**W**ITHIN recent years renewed interest is being taken in paraffin oil for internal administration in the treatment of intestinal stasis or chronic constipation. This renewed interest is largely due to the fact that a notable English surgeon, Sir W. Arbuthnot Lane, in his experimental work to prevent the formation of adhesions after surgical interference in the intestinal tract, found that paraffin oil served as an intestinal lubricant and was of material assistance in overcoming persistent constipation.

This use of paraffin oil is by no means new, however, and dates back many years to the introduction of refined petroleum products by Chesebrough and others about 1872.

Previous to this date the residues in petroleum stills had little or no commercial value and were used almost exclusively as lubricants, more particularly axle grease. The possibility of producing an odorless and practically colorless oil and heavier fat by comparatively simple methods, presented the peculiar problem of establishing a market for products of this kind and for some years at least the substances were used largely, if not exclusively, for the adulteration of other fats and oils, and it is this use of vaseline and of vaseline oil as adulterants that later led to experiments to demonstrate their possible food value and the presence or absence of harmful or toxic ingredients. Experiments carried on by N. A. Randolph, Philadelphia, about 1884, not only demonstrated that the heavier petroleum products were not absorbed from the intestinal tract but also showed that they served to act somewhat in the nature of foreign material, and might have some value in the treatment of certain forms of constipation. It was also thought that these products appeared to inhibit fermentation and would, therefore, be of value in the treatment of certain forms of diarrhœa. Some 15 years later, Robert Hutchinson, of England, reported practically the same observations and this report led to the then quite extensive use of petroleum and of paraffin oils for various intestinal disorders.

The at one time widespread use of purified petroleum products in the treatment of pulmonary disorders, is, to some extent, traceable to the administration of the naturally occurring petroleum products in various countries and at various times. Crude petroleum has been used from time immemorial as a medicine and perhaps largely because of its disagreeable odor was from very early times used in the treatment of diseases of the respiratory tract. In this country "Seneca oil" had considerable vogue from time to time and was frequently put out in the form of proprietary or "patent preparations" for the treatment of various diseases. After the introduction of purified petroleum products these were offered as substitutes for the formerly used crude oil and, even at the present time, the advertising matter put out in connection with some of the popularly exploited preparations of petroleum do not satisfactorily designate whether or no the crude or the purified product is being advocated.

During the past three or four decades, purified petroleum products have been marketed under scores, if not hundreds, of proprietary names and the misleading claims and statements made in connection with these several preparations are far from being a credit to the owners or to the persons who act as

distributors for the several articles. That there is some element of truth in the claims that have been made for petroleum products is evidenced by the fact that the use of petroleum, crude and refined, has persisted in all parts of the world and has at times, like the present, reached amounts that were quite considerable.

With the renewed interest in paraffin oil that is in evidence at present, the time appears to be particularly opportune for pharmacists who are willing to assist in making for true progress to do missionary work and to point out to physicians in a rational and sensible way that paraffin oil and other petroleum products, while they may be useful, must have limitations, that many of the claims made for the proprietary articles are unfounded and not based on fact, that in the event that the physician does wish to experiment with the product, non-proprietary oils of high quality are readily available and, finally, that these non-proprietary products can be sold to the patient at a very much lower figure than can the proprietary article and still yield the retail druggist a more satisfactory profit.

As intimated above, the products that are available at the present time are many, or at least appear to be numerous because of the varied trade names under which they are offered. On studying the nature of these products, however, it appears that there is no very great difficulty in establishing certain, at times perhaps arbitrary, lines of demarcation between them and identifying them as belonging to one or the other class of commercially available oils readily obtainable by any pharmacist.

The bulk of the available supply of heavy mineral oil comes from two sources and the products differ materially in chemical composition. The American oil is obtained from paraffin base petroleum and consists essentially of hydrocarbons of the methane series having the general formula  $C_nH_{n+2}$ .

The so-called Russian Oil, obtained largely, if not entirely, from the oil wells in the Baku district, consists chiefly of monocyclic polymethylenes or naphthenes, having the general formula  $C_nH_{2n}$ . These latter products have been described as hydrated aromatic hydrocarbons and while they behave with reagents very much in the same way as do the hydrocarbons of the methane series, they are more readily purified and generally occur in commerce as water white oils that are quite free from fluorescence or odor. The American paraffin or methane oils usually have a distinct color and are seldom quite free from fluorescence or a peculiar dichroic effect that is particularly noticeable when the preparation is viewed by reflected light. Apart from the appearance, however, there is no evidence that the two products differ in their effect on the animal organism and one has perhaps as many advocates and users as the other.

The density of the commercially available products also varies and the fact that it is proposed to extend the present U.S.P. limits of specific gravity, 0.870 to 0.940 at 25°, to read 0.845 to 0.940 at 25° clearly indicates that the members of the present Committee of Revision are themselves not convinced as to the properties that should be inherent in a mineral oil for medicinal use.

The paraffin oils official in the Pharmacopœias of the Continent of Europe are usually of the denser variety, 0.865 or higher at 15°, but this is probably due to the fact that there the oil is largely used as a basis for ointments and the various other uses are only now being developed.

\*Read before the Washington Branch of the A.Ph.A., March, 1914

In this country paraffin oil or, as it is better known, liquid petroleum, has long been in use as a basis for oil sprays in the treatment of affections of the nose and throat and for this purpose the lighter and more limpid oil appears to be preferred. For internal administration Sir W. Arbuthnot Lane prefers the heavier, European type of oil and this is now available in this country and is being introduced by a number of manufacturers and dealers under proprietary titles, to be sold at fancy prices. Even for internal use, however, there appears to be a definite limit to the solid paraffin that an oil can hold in solution and be palatable or readily taken. At comparatively low temperatures some of these oils are nearly solid and even at ordinary temperatures they are so viscid that they do not readily leave the mouth when taken internally.

Up to the present time it is by no means positively established that the comparatively dense or the viscid oil is to be uniformly preferred for internal administration, and the pharmacist can be of service not alone in assisting the physician to determine which of the two products is the preferable one but also in devising methods of administration and preferable flavors to overcome the objectionable taste of the oil, particularly of the denser variety of oil.

One further question that may be discussed briefly is the dose. One firm, the owner of the product most widely used in this country, says:

"Excellent results are obtained by giving the oil in small doses. In mild cases a tablespoonful at night gives prompt relief. In longer standing cases make it almost a part of the diet and give one or two teaspoonfuls just after meals."

Dr. Lane and many of his followers, on the other hand, give the oil in much larger doses and insist that it be given shortly before meals so as not to interfere in any way with the digestion of food which it probably would if, as proposed above, it were given with or immediately after meals and thereby intimately mixed with the stomach content.

Bastedo, in his book on materia medica, pharmacology, therapeutics and prescription writing, states that the oil is only mildly laxative and should be given in doses of 30 cc. two or three times a day. Other authorities advise even larger doses, and Robinson (*Medical News*, 1900, v. 77, p. 56) reports that he frequently administered nearly a pint in a few hours without any indications of discomfort and no untoward results of any kind. Robinson also asserts that he was able to duplicate the experiments reported by Randolph and reclaim all of the oil that was ingested. Some recent German experimenters, however, appear to believe that a part, at least, of the oil is changed or absorbed in the intestinal tract, and while the bulk of it passes through unchanged it is not possible to reclaim absolutely all of the oil as taken. At the present time, the preferred dose is from one to two tablespoonfuls one hour before meals, or from two to four tablespoonfuls on retiring. The oil may be flavored to make it less objectionable, and several authorities appear to prefer administering the product in the form of an emulsion, though others claim that the emulsion is not so satisfactory and does not give the same uniform good results.

In addition to its use internally as a lubricant or laxative, paraffin oil is also given in the form of rectal injections, and is being exploited more recently as a dressing for wounds, both recent and chronic. In connection with chronic ulcers it is being extolled as a dressing to protect the skin around the focus of suppuration. The oil in these cases not alone protects the skin against irritation from oozing, thus warding off eczema, but also keeps the dressings from sticking.

The use of liquid petroleum as a soothing application in the form of a spray to inflamed mucous membranes of the nose and throat is well-known, as is the use of the same product in cosmetics, such as skin creams or pomades, and the use of this product for these several purposes need not be discussed at this time.

In conclusion, then, the object of this communication is to call attention to the renewed interest that is being manifested by medical men in paraffin oil for internal administration, and as an adjuvant dressing for wounds, and to suggest to pharmacists that they acquaint themselves with the properties of the available material for the purpose of pointing out to physicians the nature and the kind of material that is available as well as the limitations that probably exist.

## NEW REMEDIES

*Alokresin* is an aloes-cresol resin soap, used internally in diseases of the digestive tract of horses and cattle.

*Ambrine* is a new material for dressing wounds, composed of rubber, paraffin and wax. It is melted, sterilized, and applied to the site of the wound, where it forms an elastic skin.

*Amocin* is a pure form of cellulose, with a flavor of apples, used in teaspoonful doses for constipation.

*Antilausan* is an alcoholic-aqueous distillate from cevadilla seeds and chrysanthemum flowers, used for parasites.

*Apyron* is lithium acetylsalicylate. It is soluble in water, and has a pleasant saline taste.

*Arsaferroptin* is a new arsenic-lecithin-albumen preparation.

*Arsalyt*, said to be a substitute for salvarsan, will soon be put on the market in the form of sterile ampules. It is said to be of low toxicity, without local reactions, and of great activity.

*Asellomaltyl* is maltyl containing 20 per cent. of cod liver oil and 3 per cent. of calcium glycerophosphate.

*Birosini* suppositories contain bismuth oxyiodogallate, zinc oxide, and anesthesin.

*Cholital*, a remedy for gallstones and colic, is an emulsion of 11 per cent. of pure spirits of turpentine, 26 per cent. of ether, and 34 per cent. of syrup of orange flowers and oil of peppermint.

*Coladein* is a compound syrup of guaiacol and codeine.

*Diuren* is the total extractive of fresh *Adonis vernalis*. It shows no cumulative action, and no bad effect on the stomach and bowels.

*Dubolin* is a camphor-alcohol-ether mixture, used for inunction.

*Epithelogen* is a trade name for Beck's bismuth paste, consisting of bismuth subcarbonate or subnitrate, yellow vaseline, soft paraffin and wax.

*Essital* tablets consist of aluminum acetate, and are used for the extemporaneous preparation of solutions of that substance.

*Eulaxyl*, or butylphenolphthalein, is said to be "the laxative for children."

*Eupork* is the name of an injection for combatting hog cholera.

*Eutectan* is an acid bismuth salt of guaiacol.

*Ferrocitol* is an aromatized iron-manganese preparation, with glycerophosphates.

*Gonitol* capsules contain santal oil, kava-kava resin, salol, and hexamethylenetetramine.

*Hempel's* gonorrhoea tablets contain 6 parts salol, 4 parts picchi extract, and 1 part starch.

*Lauton* consists of ampules or keratinized capsules, containing a 1 : 1000 solution of colloidal rhodium A. They are used in septic diseases.

*Lecutyl* is a combination of copper cinnamate with lecithin, containing 1.5 per cent. of copper. It is used externally in the form of an ointment in tuberculosis of the skin. Internally it is given in pills containing 0.005 g. of copper.

*Metayer* is obtained by the vinous fermentation of beef juice, honey, and cane sugar.

*Monoformyl-morphine* is prepared by the action of formic acid on morphine, is easily soluble in alcohol and chloroform, melts at 220-225°, and is said to be less toxic than morphine.

*Neptusan* is intended for addition to the bath, and liberates oxygen.

*Nuclocithin* is a cacao liqueur, containing iron nucleinate, iron glycerophosphate, and cinchona extract.

*Stomoxigen* is said to consist of sodium bicarbonate, magnesium peroxide, rhubarb, gentian, and milk sugar.

*Triposan* capsules contain santal oil, kava extract, salol, and hexamethylenetetramine. See *Gonitol* above.

*Trisantal* capsules contain oil of santal, dialysed extract of herniaria, and uva ursi.

*Urodonal* is a granular effervescent powder, containing methylglyoxalidin and sidonal.

*Wermolin* is an emulsion containing oil of chenopodium, castor oil, peppermint oil, oil of cinnamon, oil of lemon, acetic ether, and saccharin.

## Classical Discoveries in Pharmacy—VI.

### THE DISCOVERY OF ETHYL NITRITE.

OF WHO first brought together spirit of wine and impure nitric acid, we have no record. The real discoverer of ethyl nitrite would have to be sought among the hosts of alchemists who, in their unsuccessful yet resultful searchings after the philosopher's stone and the elixir of life, had combined, in numberless ways and proportions, all substances accessible to them. Tradition ascribes the discovery to the unknown alchemist whose writings were included in the works of Raymond Lully. Other chemists also observed that when alcohol and nitric acid were allowed to stand in contact, or heated together, a reaction took place. Huggens and Papin mixed the two liquids under the receiver of an air-pump, as reported in the *Philosophical Transactions*, 1675, Vol. 10, p. 443:

"Thus, some *Aqua fortis* was poured in the upper glass, and Spirit of Wine into the lower, and the recipient was so well exhausted of air, that the Spirit of Wine boyled up with great bubbles (as usually it doth,) and the *Aqua fortis* cast some small bubbles. After that both these liquors were well purged of air, the upper Glass was sunk into the lower, so as that the Spirit of Wine was mingled with the *Aqua fortis*; at which instant there was yet seen a very considerable ebullition . . . . In the very instant they mixed, they make great ebullition, but soon after they mortifie one another, and lose the properties they had before."

A little later, John Kunkel, or Kuncle, experimenting with this same mixture, noticed that an oily liquid separated, which floated on water, but he paid no particular attention to it. Kunkel, who was connected with the court of the Elector of Brandenburg, engaged in a polemic with a Dr. Voight, on the nature of heat and cold, and the existence of a "pure acid substance." In answer to Voight's contentions, Kunkel wrote a book entitled "*De Acido & Urinoso Sale Calido & Frigido, contra Doctor Voight's Spirit. Vini vindicatum*," which was submitted to the Royal Society at London, for their decision on the merits of the controversy. Both Kunkel and his opponent make frequent mention of the effects of nitric acid on alcohol. In one passage, the possibly violent reaction is warned against: "If I take a good spirit of wine, and drop upon it, *guttatim*, spirit of niter, until it ceases to cause an ebullition, the *Urinosum* is then in a balance with the *Acidum*. Only put this salt in a heated crucible, and it will go off with an explosion." (*Phil. Trans.*, 1685, Vol. 15, p. 896.)

Meantime, the solution of ethyl nitrite in alcohol, made by distilling the two substances together, was in use by physicians. It was thought to contain an "ether," or "ethereal oil," a most indefinite term applied to any kind of very volatile liquid, no matter what its source. As it happened, the ether made by treating alcohol with sulphuric acid was most readily prepared and came to be best known. The nature of this ether not being understood, there were many attempts to make it by methods which were impossible of success. In 1734, Duhamel, the French naturalist, reviewed the history of ether in a memoir presented to the French Academy of Sciences, Grosse collaborating in the work. (*Mem. Acad. Sci.*, 1734, p. 41.) Grosse repeated a number of the experiments of Frobenius, a German chemist, who had prepared ether by the action of sulphuric acid on alcohol. Heat and distillation were necessary in this method. Eight years later, Duhamel's attention was again called to the subject of ethereal oils by a communication from Navier, in which, for the first time, the chemical compound formed when nitric acid and alcohol were allowed to react, was isolated, partially purified, and its properties described. It thus came about that Thénard, in his comprehensive work on ethers and ethereal salts, credited Navier with the discovery of nitrous ether. (*Mem. d'Arcueil*, Vol. 1, p. 75.)

Duhamel prefaces the reading of Navier's paper thus:

"Two New Processes for Obtaining, without the aid of Fire, an Ethereal Liquor closely approaching that to which Frobenius, the German Chemist, has given the name of Ether." (*Mem. Acad. Sci.*, 1742, pp. 379-389.)

"According to appearances, one would have believed that there was nothing further to discover in this matter; nevertheless M. Navier, a physician established at Chalons-sur-Marne, and a Correspondant of the Academy of Sciences, who

has applied himself with much success to chemical researches, has informed me, for the Academy, of a very interesting discovery which he has made in this affair. Without distillation, without even the aid of fire, by the mere combination of spirit of niter with spirit of wine, he obtained an ethereal oil which has almost the properties of that of Frobenius, although the acids are different, since the one employed oil of vitriol, and the other the spirit of niter."

The extract from Navier's letter then follows:

"As I was compounding an antispasmodic tincture, into which entered spirit of wine and spirit of niter, the stopper of the bottle in which the mixture had been made blew out, and there spread about a strong odor of ether. This circumstance engaged me to make different mixtures of spirit of wine and spirit of niter in closed vessels, to retain this volatile spirit which had so struck my sense of smell; at last I succeeded in making an ethereal oil, following the procedure which I will now relate:

"I mixed some spirit of wine and spirit of niter, equal parts by measure and not by weight; on the 22nd of October I put the whole in a well-corked bottle; the 31st of the same month, I found about a sixth of the mixture separated and floating on the rest of the liquid; it was a very beautiful ethereal oil, very clear, and almost colorless."

Before citing further from Navier's communication, Duhamel seeks to connect the former's preparations with a remedy of the day, about which, unfortunately, nothing further is known.

"In the memoir of 1734 which I have already cited, one sees that M. Grosse did not succeed in preparing the yellow ether that an Italian employed at Paris for various maladies; perhaps this yellow liquor of the Italian resembles the martial ethereal oil that M. Navier has found the method of making, and which he also communicates to the Academy."

Navier's account then proceeds:

"The deflagration which takes place on bringing a lighted taper near the opening of a tube at the bottom of which there is being made a solution of iron, either with spirit of vitriol or spirit of marine salt, and several other experiments which it is useless to relate here, not leaving any doubt that the iron contains a rather goodly quantity of fatty and inflammable parts, I thought to try to separate them by means of my ethereal oil.

"To this end I made a strong solution of iron filings in good spirit of niter; I added to this solution about one-half of well rectified spirit of wine; after having well mixed the two liquors, I put the whole in a bottle, which I stoppered and tied securely; six months later, thinking to examine this bottle, which I had, as it were, forgotten, I found that on a very dark and red liquor there floated another, very limpid, and of a lighter red. I was surprised, on unstopping the bottle, at the petulance with which a part of what was within burst into the air; nevertheless there remained enough for me still to take out a little of the floating liquor; it was an ethereal oil, of a sharp odor, a little sulphurous, yet rather pleasant, and of a bitter taste, and it floated on water."

The preparation of the concentrated solution of iron in nitric acid is described in great detail—with useless detail, it now seems. Then good spirit of wine was added.

"At the end of 24 hours the liquor acquires a light red color, which increases from day to day, and at the same time it contracts a sharp and penetrating odor, which is a good sign. Toward the fifth day the liquid becomes cloudy, and there rises to the surface a kind of scum; then a little fermentation begins to set in, and increases to the point of bursting the bottle, if it is not of a very strong glass (this little misfortune has happened to me many a time). As the fermentation goes on, there rise bubbles of air which carry with them small portions of oil, which they deposit on the superficies of the liquor, where they burst; one sees the oil increase thus little by little.

"While all this is going on, there is precipitated at the bottom of the vessel a kind of crocus, because the nitrous acid abandons the metallic substance which it held suspended, in order to unite itself to the spirit of wine, which has charged itself with all the fatty parts of the iron; which appears to form an additional item for the Table of Relations of the late M. Geoffroy."

Laborate precautions for removing the stopper are given, so that the pressure of the gases within the bottle will not eject the contents. "The bottle being opened, there is seen a

boiling of the two liquids, which I allow to subside a little; finally I separate my oil.

"I used at first for that purpose a cotton wick, but seeing that it took too much time, and that much oil was lost or evaporated, I believed I would succeed better with a siphon which I made from the end of a barometer tube, and which actually had a better effect; but that was not without its inconveniences, for in pumping with my mouth the long arm, to fill it with oil, often I drew it into my mouth. I therefore had recourse to a little syringe of glass, which filled with oil by pulling the piston, and had none of the above disadvantages.

"The oil being separated from the liquor on which it floats, and put into a bottle with a close stopper, is clear and limpid

like water; but little by little it acquires, in the space of three weeks or a month, a fine red color, which it loses entirely if shaken with a little water; and this water retains the color that it (the oil) had previously. The oil being kept a short time with water, imparts to the latter a great bitterness, and in spite of that it becomes even more bitter than it was, when it came to be separated from above the red liquid. I think that this bitterness may come from the fatty parts of the iron.

"If one pours on our oil, when it has just been separated, a few drops of oil of tartar by deliquescence, no sensible change takes place; but after some time there form needle-like crystals which are a true regenerated niter; then if one opens the bottle, one perceives a nitro-sulphurous odor, most penetrating, which leaves no doubt that our oil contains nitrous acid."

## Seven Million Dollars Handed to British Pharmacists Through Insurance Act Fees.

*The Enormous Amount of Prescription Business Under the National Insurance Act—A New Era of Prosperity for the Druggist—The Registration of Dispensers—Other News from Our London Correspondent.*

SOME idea of the enormous amount of new business which the insurance act has created for the pharmacists of Great Britain can be derived from the fact that during the first year the number of prescriptions dispensed in the county of Lancashire alone was nearly six millions, or, to be precise—5,863,113. Statistics for the rest of the country are not yet available, but even allowing for the probability that there are more insured persons in Lancashire than in any other county, it is obvious that there has been a huge increase in the work of pharmacists throughout the country. At a rough estimate the total number of prescriptions for the whole of the insured population of Great Britain during the first year is, I should say, not much under 40,000,000. The average price of the Lancashire prescriptions works out at about 16 cents apiece, and a simple calculation shows that this total value is just about a million dollars. In the whole country, therefore, the value would be something like \$7,000,000. The interesting point is that most of this represents new business, for before the insurance act came into force the majority of the persons who are now insured were supplied with their medicines by the doctors who attended them. The unfortunate part of it is that the money put aside under the scheme for the payment of the drug bills will be insufficient in a number of districts, and the question that is now uppermost in the minds of the chemists in these districts is how is this deficiency—it amounts in some cases to 25 per cent.—to be made up? In the vast majority of cases, however, the funds are quite sufficient to pay the bills in full, and it is extremely unlikely that the Government will allow the pharmacists in any district to go short.

### A New Era of Prosperity for Pharmacists.

It will be gathered from the preceding paragraph that pharmacy is in a much more flourishing condition than it was a few years ago. About this there can be no doubt, and it is to be hoped that nothing will happen to prevent the continuance of the insurance act along the present lines. One result of the huge increase in the amount of dispensing is that pharmacists are now paying less attention to the "fancy goods" side of their business; at any rate, to those features of it which yield a very small profit. It would not be surprising to find pharmacies before long that will devote their time solely to dispensing. As a matter of fact, a company is now in the process of formation for this very purpose. The promoters of this concern have selected 10 shops in districts where the insurance population is high, and the following estimate is made of the cost of working the insurance and of the probable profits:

Total rental of 10 shops, approximately.....	\$3,000
Rates, rents and lighting.....	1,500
Salaries and wages.....	6,500
First stock of drugs.....	2,500

Total expenses for the first year.....\$13,500

The promoters state that from information they have collected there are several pharmacies in London dispensing as many as 300 insurance prescriptions a day; assuming that in each of the proposed new company's shops only 100 prescriptions a day are dispensed at an average price of 14 cents per prescription there would be a turnover yearly of about \$18,630, so that after deducting the estimated yearly outlay there would be a net profit of more than \$5000 a year, or sufficient to pay dividends of 33 per cent. on the authorized capital of the company—\$15,000. This sounds not altogether unreasonable, and the fact that a concern is being started for the purpose of dealing with insurance prescriptions alone is a sign of the times.

### The Registration of Dispensers.

A bill has been promoted by the Pharmaceutical Society and introduced into Parliament for the purpose of setting up a register of assistant dispensers to pharmacists. At present the unqualified assistant has no status, but the bill promises to institute an examination in prescription reading, posology and pharmacy, candidates for which would be required to have had three years' experience in dispensing, and if successful at the examination, would become registered as assistant dispensers. The first register would also contain the names of those who could produce evidence of a specified training in dispensing. It is questionable whether the bill will make much progress this season, owing to the important legislative measures which have to be disposed of.

### U.S. Bureau of Chemistry Test for Wintergreen Oil.

The statement that the chemists of the Bureau of Chemistry, United States Department of Agriculture, are able to detect the addition of methyl salicylate to the natural oils of wintergreen and birch is commented upon by *The Perfumery and Essential Oil Record*, of which the editor is Mr. John C. Umney, last year's president of the British Pharmaceutical Conference. The *Record* has been conducting a series of experiments and now suggests a test which may be found useful as a color test. It has been employed upon true oil of *Gaultheria procumbens*, true oil of *Betula lenta* and upon methyl salicylate. The test is on the following lines: "To five drops of the oil in a test-tube add five drops of a 5 per cent. alcoholic solution of vanillin and 1 cc. of alcohol. Shake well, and add 2 cc. of concentrated sulphuric acid and mix thoroughly." The following indicate the results of the examination by this method of typical examples: Oil of *Gaultheria procumbens*, intense crimson; oil of *Betula lenta*, deep blood-red; doubtful, reddish-brown; methyl salicylate (synthetic), yellow. It is admitted that, as with all color tests, this method must be accepted with reserve, and it is absolutely essential that identical conditions should obtain in every test.

### The British Pharmacopoeia.

It is understood that the work of revising the British Pharmacopoeia is nearing completion, but the date of publication is not known. The revision is conducted by the General Medical Council of Great Britain, and the Pharmaceutical Society is allowed to co-operate. The last revision was published in 1898.



# SELECTED FORMULAS

**Summer Toilet Cream.**

Oil of sweet almond, expressed.....	5 drams
Precipitated stearic acid.....	5 drams
White wax.....	8 drams
Tincture of quillaja.....	2½ drams
Essence of violet.....	¼ dram

Mix.

**Cucumber Cold Cream.**

Thinly sliced fresh cucumber is macerated in the cold in olive oil for 24 hours, then strained. To each 600 parts by weight of the oil thus obtained, add 125 parts of spermaceti and 100 parts of white wax, and melt together on a water-bath. Transfer the mixture to a mortar and gradually incorporate 10 parts of fresh cucumber juice previously mixed with 20 parts of 90 per cent. alcohol.

**Almond Shaving Cream.**

White soft paraffin.....	120 grains
Spermaceti.....	120 grains
Almond oil.....	2 fl. drams
White Naples soft soap.....	4 ounces
Tincture of quillaja.....	2 fl. drams
Terpineol.....	2 fl. drams

Melt the soft paraffin, spermaceti, and almond oil; transfer to a warm mortar; add the soft soap, rub down until cold, then mix in the tincture of quillaja and terpineol. A little oil of bay may be added if desired.

**Peroxide Tooth Powder.**

Magnesium peroxide.....	60 parts
Sodium perborate.....	30 parts
Castile soap and flavoring.....	10 parts

According to the *Journal of the A.M.A.*, this powder will liberate enough free oxygen to make from 40 to 50 drops of a 3 per cent. peroxide solution for every 10 grains put on the brush and placed in the mouth. Can be used morning and evening for brushing the teeth, and should be swished around the interstices for a full minute before being ejected from the mouth.

**Chameleon Tooth Powder.**

Potassium bitartrate.....	100 parts
Magnesium carbonate.....	20 parts
Precipitated chalk.....	60 parts
Cochineal.....	3 parts
Alum (ammonia).....	6 parts
Oil of rose, sufficient (about 10 drops to 6 ounces).	

Reduce the ingredients to the finest powder, and mix thoroughly. This powder is white when dry, but turns a lively red on being moistened.

**Hand Whitener.**

Lard, freshly benzoated.....	8 parts
White wax.....	3 parts
Zinc carbonate.....	8 parts
Perfume, sufficient.	

Melt the wax and lard together at a low heat, and when melted, pour into a mortar warmed by boiling water (so as to keep the molten lard and wax fluid for some time). Now incorporate the zinc carbonate, a little at a time, adding the perfume toward the last.

**Magma Bismuthi.**

Bismuth subnitrate.....	50
Nitric acid.....	50
Ammonium carbonate.....	80
Distilled water to make.....	1000 cc.

Dilute the nitric acid with an equal volume of water and dissolve the bismuth subnitrate in it, dilute further to 300 cc. and filter through cotton. Dissolve the ammonium carbonate in 3000 cc. distilled water containing 1/1000 sodium chloride and filter. Pour the acid solution slowly and with constant stirring into the alkaline solution. When the resulting precipitate has subsided, decant the supernatant liquor and wash by decantation until the magma is practically tasteless, using

distilled water containing 1/1000 sodium chloride. Then allow to settle to 1000 cc. When tested, the magma should react alkaline toward methyl orange. (*Am. Journ. Pharm.*)

**Kerosene Emulsion Insecticide.**

Kerosene.....	2 gallons
Common or white oil soap.....	½ pound
Water.....	1 gallon

Heat the solution of soap and add it boiling hot to the kerosene. Churn the mixture by means of a force pump and spray nozzle for 5 or 10 minutes. The emulsion, if perfect, forms a cream which thickens upon cooling and should adhere without oiliness to the surface of glass. For use against scale insects dilute one part of the emulsion with nine parts of water. For most other insects dilute one part of the emulsion with 15 parts of water. For soft insects like plant lice the dilution may be carried to from 20 to 25 parts of water. This insecticide acts by contact and is applicable to all non-masticating insects (suck-insects, such as true bugs and especially plant lice and scale insects), and also to many of the mandibulate insects when the use of arsenites is not advisable.

**Rat Exterminator.**

Ground malt.....	16 ounces
Powdered cantharides.....	10 drams
Musk.....	1 grain
Oil of rhodium.....	6 drops
Oil of caraway.....	6 drops
Brown sugar.....	2 ounces

Mix and divide into pellets of 5 to 10 grains each. Scatter around in the places the rats frequent or in their runways. It is said to be certain death to those that eat it, and the rats leave the building to die.

**Poisonous Fly Paper.**

Arsenous acid.....	1 part
Potassium carbonate.....	4 parts
Sugar.....	24 parts
Water.....	128 parts

Dissolve the potassium carbonate in the water, add the arsenous acid and the sugar, and dissolve. Saturate unsized paper in the solution, let drain off, and hang on strings to dry off. Instead of arsenous acid and potassium carbonate, potassium arsenite (4 or 5 parts) may be used.

**Liquid Dog Soap.**

Soft soap.....	30 ounces
Carbolic acid.....	3 drams
Oil of eucalyptus.....	1 ounce
Water, enough to make.....	1 gallon

Dissolve the soap in hot water, and when quite cold add the other ingredients.

**Brown Dressing for Untanned Shoes.**

Yellow wax.....	300 parts
Soap.....	120 parts
Nankin yellow.....	25 parts
Oil of turpentine.....	1000 parts
Alcohol.....	120 parts
Water.....	1000 parts

Dissolve in the waterbath the wax in the oil of turpentine; dissolve, also by the aid of heat, the soap in the water, and the Nankin yellow (any of the yellow aniline colors may be used) in the alcohol. Mix the solutions while hot, and stir constantly until cold. The dressing is applied to the shoes in the usual manner, rubbed with a brush until evenly distributed, and finally polished with an old silk or linen cloth.

**Black Shoe Polish.**

Carnauba wax.....	4 parts
Yellow wax.....	10 parts
Paraffin.....	6 parts
Nigrosin, fat-soluble.....	3 parts
Stearin.....	1 part
Oil of turpentine.....	80 parts

Mix on a waterbath.





## FOREIGN ABSTRACTS



### REPORTS FROM EUROPEAN WORKERS.

#### Bourquelot and Bridel on Enzyme Equilibria—Constituents of Sarsaparilla Root—Activity of Digitalic Acid Doubted—Use of Old Iodine Tinctures.

**M**OST important of all the papers reviewed this month is the series of three articles from the laboratory of Professor Bourquelot, dealing with the problems of equilibria in solutions being acted on by one or more enzymes. The authors find that the equilibria can be calculated from the law of mass action, with great accuracy. Power and Salway contribute two papers, one on the constituents of sarsaparilla root, in which they show that Schulz's earlier work cannot be confirmed in its entirety, and another on the constituents of an Australian plant, *Daviesia latifolia*. A careful study by Sharp, of the so-called digitalic acid, to which the activity of foxglove has lately been ascribed, reveals the fact that the acid is in all probability inactive, and that the digitalis leaf retains its full strength after the acid has been removed. Roques describes a simple and effective method for restoring old tinctures of iodine.

#### Changes in Enzyme Equilibria—

It has been known for a long time that enzymes such as emulsin can exercise both a hydrolyzing and a synthesizing effect on a mixture of glucoside, glucose and alcohol. Equilibrium is reached when both reactions are proceeding at equivalent rates. For instance, a mixture of beta-methylglucoside, methyl alcohol, and emulsin, with an initial rotation of  $-1.43^\circ$ , was allowed, to reach equilibrium. By adding yeast, the free glucose was destroyed. Further hydrolysis was at once set up, and by the combined action of the two ferments, all glucose was finally destroyed, and the rotation reduced to  $0^\circ$ . In a second experiment, starting with alpha-glucoside, alpha-glucosidase, and methyl alcohol, the rotation was  $6.80^\circ$  at the beginning,  $4.00^\circ$  at equilibrium, and, after adding yeast, was soon reduced to zero. The amount of glucose remaining uncombined in the first experiment was not the same as in the second, showing that the two ferments cause different equilibria. Again, a mixture of glucose, emulsin, and alcohol was allowed to reach equilibrium, when the rotation was  $1.20^\circ$ . On adding 1 g. of glucose, the rotation became  $3.33^\circ$ , and then, as synthesis proceeded, reached a new equilibrium when the rotation was  $2.43^\circ$ . With 1 g. of glucose, 20 g. of alcohol, and alpha-glucosidase, 0.326 g. of glucose went into combination. When the same ingredients were acted on by beta-glucosidase, 0.2339 g. of glucose combined.

The question was then studied, what will be the partition of glucose in two simultaneous reactions, when both ferments are acting on the same reaction mixture? The authors develop a simple formula for calculating the amount of uncombined glucose when two ferments are used. With 1.9935 g. of glucose, alcohol, yeast maceration, and emulsin, 1.1164 g. of glucose remained at equilibrium, after 28 days. The calculated amount is 1.1143, showing very satisfactory agreement, and proving that the partition takes place, in these enzyme reactions, according to the well-known laws of mass action.

If one ferment is added after the other, and when the latter has already exercised some action, or even after it has brought the reacting substances to equilibrium, the partition follows the same laws. The synthesizing effect of the second ferment added is manifested on the free glucose, which disturbs the equilibrium. Then the hydrolyzing effect of the first comes into play, splitting up part of the glucoside it originally synthesized, and so on until a new balance is attained. This is proved by the following experiment: A mixture was prepared, identical with that just described above, except that only the alpha ferment was added at first. The rotation changed from  $2.10^\circ$  to  $3.5^\circ$ . The uncombined glucose was then 1.2654 g. On adding emulsin (beta ferment), the rotation reached  $3.80^\circ$  after 6 days, and on reaching equilibrium, 1.1064 g. of free glucose were found, substantially the same result as before. Similar results were obtained with the diacid alcohol glycol. These equilibria are of the greatest im-

portance in the pharmacological study of plants, as well as in the animal economy. The authors believe that the presence of certain secondary ferments, which it is impossible to separate, made some of their results agree less closely than if pure substances could be used. However, there is no doubt as to the course of the reactions. (Bourquelot and Bridel, *J. Pharm. Chim.*, 1914, pp. 104, 155, 230.)

#### Constituents of Sarsaparilla Root—

Von Schulz, in 1892, found three glucosides in sarsaparilla, belonging to the saponins; parillin, smilacin, and sarsaponin. Using Jamaica root, Power and Salway have recently made a complete analysis of the drug, and have brought to light a number of new substances. A small quantity of pale yellow essential oil was first isolated. The alcoholic extract then furnished a crystalline glucoside, differing in some respects from von Schulz's sarsaponin, but regarded by the authors as the same substance, now obtained in pure condition. It has a tendency to separate from alcoholic solutions in gelatinous form. When the aqueous solution is shaken, it foams strongly, and if it is then shaken with a finely divided material, insoluble in water, the added substance carries down most of the glucoside when settling. On hydrolysis, sarsaponin gives sarsapogenin and three molecules of glucose. A new phytoesteroline, the alpha-glucoside of a sitosterol, was also found, as well as a stigmastanol, identified by the formation of a tetrabromide. A new dibasic acid, sarsapic acid, was obtained, of the formula  $C_8H_{10}O_6$ . The oxygen atoms are neither in the form of hydroxyl nor ketone groups. Glucose, a mixture of fatty acids, and a considerable amount of nitrate of potassium were also met with. It is to be noted that only a single glucoside could be obtained in definitely crystallized form. As for von Schulz's parillin, the authors think it was a mixture of sarsaponin and phytoesteroline, while the smilacin was a mixture of sarsaponin with various amorphous bodies. This is supported by the statement of von Schulz, that sarsaponin is the most active glucoside. (Power and Salway, *J. Chem. Soc.*, 1914, p. 201.)

#### Constituents of *Daviesia Latifolia*—

This is a plant indigenous to Victoria, Australia, and also said to occur in Tasmania and New South Wales, being known as the "native hop bush." Bosisto, by evaporating the aqueous infusion of the leaves, obtained a crystalline substance. Paul and Cowley found this to be neutral, free from nitrogen, and not reducing Fehling's solution until after being heated with an acid. They concluded it was either glucosidal or a sugar. Power and Salway have recently examined 50 kg. of material, collected during the flowering season. A small amount of volatile oil was found, which deposited benzoic acid on standing. The portion of the alcoholic extract soluble in water gave three acids, benzoic, salicylic, and p-cumaric. The bitter principle was isolated in crystallized form. It was found to be the benzoyl derivative of a new disaccharide, consisting of the combination of a hexose and a pentose, a type hitherto unknown. It is a glucoxylose, and the bitter compound is dibenzoyl-glucoxylose, melting at  $147-148^\circ$ . The resinous material gave the usual constituents, fatty acids, a phytosterol, hentriacontane, myricyl alcohol, etc. (Power and Salway, *Chem. Drug.*, 1914, p. 82.)

#### Digitalic Acid Not Active?—

According to Kolipinski, the acid resin of digitalis leaf, called by him digitalic acid, is the active constituent of the drug. Sharp extracted leaf of known toxicity with 20 times its weight of 0.720 ether for 4 days, and then percolated with 100 times its weight of ether. On evaporation a dark green resin remained, which dissolved in caustic soda. This was neutralized with sulphuric acid, and made up with alcohol to resemble the B.P. tincture. The solution was without bitterness. The exhausted leaf was next digested and percolated with 60 per cent. alcohol, and likewise made into a solution of B.P. strength. It was as bitter as the ordinary tincture. Pithed frogs, injected with the first solution, showed no effect at all in a period of 19 hours, at the end of which time the hearts were still beating vigorously. The second tincture stopped the heart beat in 4 hours. The evidence is against the activity of digitalic acid. (Sharp, *Pharm. J.*, 1914, p. 360.)

### Urea in Plants—

Ten years ago it was found by Bamberger and Landsiedl that urea, which was supposed to belong peculiarly to the excretion products of the animal kingdom, was present in considerable amounts in certain plants, especially in *Lycopodium* species. Göts and Mascé later observed it in common mushrooms. It seemed to be confined to the fungi, furnishing another point of view, that these plants, in their chemistry, show many resemblances to animals. Urea, hence, came to be regarded on the same plane as glycogen and chitin. Later investigators proved the presence of urea in many plants of various families widely separated from a systematic point of view. It was at first believed that certain plants absorbed the urea from parasites which covered them, but later it was shown that plants which give no symbiosis with fungi are rich in urea, as *Aspidistra* and *Epipactis*. This work is due to Weyland. Fess proved the presence of urea in many common plants, as chicory, pumpkin, cabbage, spinach, potato and carrot, as well as in the secretion of the mycelium of *Aspergillus* and *Penicillium*. A principal source of urea is the splitting up of proteins. Albumen, under the influence of various ferments, can give urea. Arginin, one of the products of proteolysis, breaks down under the action of arginase, into ornithin and urea. Synthesis from ammonia and carbon dioxide may also play a part. Weyland noticed that in *Lilium* and *Ophrys* urea diminished and ammonium salts increased when light was excluded, and the same was true in an atmosphere free of carbon dioxide. (Verschaffelt, Apoth. Ztg., 1914, p. 225; from Pharm. Weekblad.)

### Regeneration of Altered Tr. Iodine—

The increasing use of tincture of iodine, especially in surgery, has led to many attempts to find the best method of preventing the formation of hydriodic acid. The only method which has thus far given satisfaction is that adopted by the U.S.P., which consists in adding potassium iodide. Roques has sought to find a substance which would be insoluble, or nearly so, in alcohol, so that the tincture would not be modified so as to conflict with the standards of the French Codex. Iodate and periodate of potassium were used, as well as iodic acid. The results were negative, so far as preventing the formation of acid is concerned, but it was found that the addition of finely powdered iodic acid furnished an excellent means of regenerating old tinctures, in which considerable hydriodic acid had been formed. About twice the theoretical amount of iodic acid is needed, in order to cut down the time of reaction. For each 5 parts of iodine in the form of hydriodic acid, another part of iodine is added by the reaction, necessitating the dilution of the tincture with alcohol. The water formed is negligible. This method of regeneration makes it possible for a surgeon or physician to utilize old tinctures, regardless of the date of their preparation or the degree of alteration. (Roques, J. Pharm. Chim., 1914, p. 277.)

### Nomenclature of Enzymes—

Considerable confusion arises from the absence of a general agreement as to the system on which names should be given to enzymes, different chemists sometimes using the same name for different bodies, and different names for the same body. The system which is recommended is one of double names, the first part of the name indicating the substrate, or substance acted on by the enzyme in question, and the second part indicating the product formed, or, when more than one is formed, the principal one. Thus, enzymes causing the production chiefly of glucose are called glucases; the one which forms glucose from starch is amylo-glucase; another which forms glucose from malt is malto-glucase; ordinary diastase, which forms maltose from starch, is amylo-maltase, and so on. (Von Lippmann, Chem. Ztg., 1914, p. 81; through Pharm. J.)

### Melting Points of Menthol and Fennel Oil—

Menthol made artificially by the reduction of menthone, which may be distinguished by the name ketone-menthol, melts about 10° below the point given in the German Pharmacopœia (44°) and also has a much lower rotatory power. This is due to its being a mixture of isomers. But menthol which has been carefully prepared from an oil rich in menthol, and completely freed from oil, often has a melting point lower by 1° or 2° than the official point. If the heating is slow and the change is very carefully watched, several stages of the melting can be seen to occur from 39° to about 42° or 43°. This is probably also due to the presence of isomeric forms

occurring naturally in the plant in somewhat varying proportions. The German Pharmacopœial direction that the rate of heating shall not exceed 1° in half a minute is not nearly accurate enough, as very different rates of heating, within this limit, may be employed by different operators. For similar reasons the melting point of oil of fennel is of no value, as by variable manipulation it can be made anything from 1° to 10°. For both menthol and oil of fennel it is better to take the congealing point. If the thermometer is watched for the first appearance of crystals, the highest point to which it rises during the congealing is to be taken as the true freezing point; this is 40-41° for menthol, and 2-3° for oil of fennel. (Lehmann, Chem. Ztg., 1913, p. 1447; through Pharm. J.)

### Elimination of Water Effect in Neosalvarsan Solutions—

In order to diminish the harmful effect of the water used in making solutions of neosalvarsan, an effect attributed to micro-organisms, chemical changes, catalytic action, etc., Ravaut recommends the concentration of the solutions. By this means they become themselves isotonic, so that no sodium chloride is needed. Concentrated solutions are well tolerated; the dose now being used is 5 to 8 cc. for 0.45 to 0.90 g. of substance. The preparation is made up at the bedside, preferably in a bottle of correct capacity, containing the neosalvarsan weighed out, and filled with nitrogen, to protect the compound from the air. A slight febrile reaction is the rule after the first injection, and the exception after the succeeding ones. (Ravaut, Presse Med., 1913.)

### Determination of Free Alkali in Soap—

Five g. of soap, exactly weighed, are dissolved in 100 cc. of 50 per cent. neutral alcohol, in a 250 cc. Erlenmeyer flask, to which is attached a tube condenser. After solution is complete, cool the liquid quickly under the tap, precipitate the soap with 15 or 20 cc. of barium chloride solution, and titrate with N/40 stearic acid, after the addition of 2-5 cc. of alpha-naphtholphthalein solution. Each cc. of stearic acid solution corresponds to 0.02 per cent. of caustic soda when 5 g. of soap are taken. (Bosshardt and Huggenberg, Z. Agnew. Chem., 1914, p. 11.)

### Quantitative Determination of Urea—

Hahn and Saphra recommend a modification of Marshall's method, which is based on the action of urease, the ferment of the soya bean, on urea, forming ammonium carbonate, which can be titrated. In an Erlenmeyer flask of 50 cc. capacity measure exactly 1 cc. of urine, add 10 cc. of water, a few grains of the dried ferment, and 5 drops of toluene. In a second flask of the same size place the same substances, with the exception of the ferment. Let the two flasks stand at room temperature, closed, for 20 hours, after which time the transformation of urea into the ammonium salt is complete. Add 2 drops of methyl orange to each flask, and titrate with N/10 hydrochloric acid. The difference between the two titrations indicates the amount of urea. (D. Med. Wochschr., 1914, No. 9.)

### Oblique Graduation on Volumetric Apparatus—

Starting with the principle that the hypotenuse of a right-angled triangle is longer than either side, Goebel recommends the use of slanting lines for graduations on glass apparatus such as cylinders, burettes, and measuring pipettes. The lines follow a spiral course around the vessel, or else change direction at a sharp angle at each major division of the scale. In this way it is possible to have a greater number of sub-divisions than formerly, with the same distance between them, measured across the graduations. If the number of divisions remains the same, the distances become greater and easier to see. (Goebel, Apoth. Ztg., 1913, No. 51.)

### Commercial Rhein Cryst.—

According to Oesterle and Haugseth, "rhein cryst." of commerce contains no rhein, but consists of almost perfectly pure chrysophanic acid, free of methoxyl. This fact is all the more remarkable, since it has long been sought in vain to prepare pure chrysophanic acid. In the course of the last few years the knowledge of the natural chrysophanic acid derivatives has been considerably increased. Special designations have been used for the individual products, and the time has now come when misleading names should be dropped. The term rhein should be reserved for the 1-8-dioxanthraquinone-3-carbonic acid. (Arch. Pharm., 1913, No. 7.)

? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**Nuclein: Nucleic Acid.**

(X.Y.Z.)—"How is nuclein made? Would it be practicable for a retail druggist to manufacture it?"

According to the "British Pharmacopoeial Codex," the term "nuclein" is commonly used as a synonym of nucleic acid, but it is more correctly applied to the albumin nucleinates intermediate between nucleic acid and nucleo-protein. Nucleic acid, or nuclein, as used in medicine, is prepared from yeast, and consists chiefly of the true nucleic acid of yeast, with a proportion of albuminate (metaprotein) and carbohydrate. Other nucleic acids are known, notably those prepared from spleen pulp, from thymus gland substance, pancreatic tissue, etc. According to the above authority, if yeast, spermatozoa, or pus cells, be extracted with acids a residue is obtained which has been termed nuclein. This residue is acid and contains a considerable amount of phosphorus. If it be further treated with alkalis or is subject to tryptic digestion the protein is split off, the nucleic acid which remains containing all of the phosphorus. The acid occurs as a grayish-white powder, and is gradually decomposed on boiling with dilute acids, or even by heating with water, but is resistant towards the action of alkalis, especially if sodium or potassium acetate be present. It is acid to litmus, will decompose carbonates, and forms salts with metals. Nuclein and nucleic acid and nucleates are said to increase the number of white corpuscles, and it has been claimed that this increases the resistance to infections. "These results (New and Nonofficial Remedies) have been obtained by intravenous or hypodermic injection, and on this basis therapeutic deductions have been made; it is doubtful whether we are warranted in applying these conclusions to the administration of the remedy by the mouth." It is probable that this product could be manufactured by the retail druggist who has had the necessary scientific training and who possesses the proper laboratory facilities, but unless he might wish to specialize in this direction, it is extremely doubtful whether such an undertaking would be financially remunerative.

• **Per Cent. of Alcohol in Essence of Peppermint.**

(A.B.C.)—Under the Federal Food and Drugs Act it is required that the "strength" of alcohol in any mixture shall be expressed in figures showing the percentage of absolute alcohol by volume. The alcohol of the U.S.P. contains 94.9 per cent. by volume of absolute alcohol (see U.S.P., page 33, under definition). According to the formula for essence of peppermint, 100 cc. oil of peppermint are dissolved in enough alcohol to make the finished product measure 1000 cc. In other words, 900 cc. alcohol U.S.P. are used to make 1000 cc. of essence, but as stated above, the U.S.P. alcohol contains but 94.9 per cent. absolute alcohol or (900 x 94.9) 854.1 cc. Now, if the total volume of the finished product is 1000 cc., the 900 cc. of official alcohol (equivalent, as we have just shown, to 854.1 cc. of absolute alcohol) will represent but 85.41 per cent. of the volume, which, on the assumption that there is no shrinkage in volume when the oil is dissolved in the alcohol, is very close to the actual theoretical figures showing the percentage of absolute alcohol in U.S.P. spirit (essence) of peppermint. In this calculation it is also assumed that the presence of the herb added for coloring purposes is of so little importance as to be quite negligible.

It should also be stated that the actual alcoholic percentage of any sample of essence of peppermint can be determined only by analysis of that particular sample, the condition of all samples being more or less modified by storage, the effects of light and heat and consequent evaporation, etc. For the pur-

poses of the Food and Drugs Act, however, the percentage given above (85.41) is generally "rounded off" as 85.5 per cent., and these figures are given by Prof. A. B. Stevens in the ERA Dose Book for the alcohol content of this essence. The statement that 900 cc. or 90 per cent. of the volume of the essence is official alcohol is practically correct, but for labeling purposes under the Food and Drugs Act, the "alcohol" of the U.S.P. is not the standard on which the percentage is calculated, for the figures so obtained, as explained above, would not express in terms of absolute alcohol the amount present in the finished product.

**Manufacture of Absorbent Cotton.**

(H.L.M.)—There is no single book published that we know of pertaining to the manufacture of absorbent cotton, although the new edition of the ERA Formulary does give a formula for the fabrication of this product, as also for the preparation of the various forms of antiseptic cottons from such manufactured absorbent cotton. As a general proposition, absorbent cotton cannot be economically manufactured on the small scale, as the operation requires technical experience, special apparatus and a plant representing large capitalization. Some manufacturers, so-called, eliminate the preliminary manufacturing operations and buy the amount of absorbent cotton they may need, and use it as "raw material," preparing from it the various antiseptic cottons or specialties by their particular formulas. On the commercial scale the following outline represents the steps usually followed by the average manufacturer: The fat is first removed from the cotton by prolonged boiling under pressure with a solution of sodium hydrate or of an alkaline rosin-soda soap solution, and thorough washing with soft water. The cotton is then bleached by immersion in a clear solution of chlorinated lime, the latter being removed by one of several methods. One method consists in profuse washing with water, treatment with very dilute hydrochloric acid, immersion in a bath of sodium hyposulphite to remove the liberated chlorine, and addition of stearin soap. This reacts with the hydrochloric acid still retained by the cotton, stearic acid being liberated, this imparting to the cotton the peculiar "crunching" between the fingers when handled, a quality some users demand. This "crunching," however, may be removed by treatment with a very dilute solution of sodium bicarbonate. If desired, the absorbent property of the cotton may be destroyed by rinsing the material in a solution of alum. To secure a uniformly and satisfactory product thorough and copious washings with water after all operations must be rigidly observed.

**Removing Ink Stains from Mixed Goods.**

(E.C.M.)—The problem of removing ink stains can be most satisfactorily solved by first finding out something of the composition of the ink causing the stains, and then applying some approved and tested form of treatment for the removal of the particular kind of ink. The old-fashioned lasting ink consists chiefly of tannate of iron, and to remove it, a chemical that will convert the tannin into some soluble colorless iron salt must be used. In most cases oxalic acid is best suited for this purpose. Inks made from aniline derivatives or dyes cannot be converted into colorless compounds so easily. Tartaric acid is a good solvent for such compounds, and chlorine is also useful as a bleaching agent. All of the so-called "ink removers" are based on the application of these two fundamental rules and compounded accordingly. As you have given us no information concerning the character of the ink causing the stain, we are somewhat handicapped in giving you a direct answer to your question. However, the following solution will remove the stains caused by most iron tannate inks:

- Potassium oxalate ..... 1 ounce
- Cream of tartar..... 2 ounces

Mix well, sprinkle a little of the powder on the stain and apply a damp cloth. Repeat till the stain disappears, then wash with water. This solution may also remove the dye from the cloth, but in some instances the dye may be made

to partly reappear by treating the cloth after removal of the stain with a dilute solution of ammonia. Some stains may also be removed by treatment with hydrogen peroxide to which a little ammonia has been added.

For alizarine ink stains on colored cottons, woollens or silk, a weak solution of tartaric acid is recommended (if the color of the cloth permits such application); or a mixture of alum, 1 ounce; tartaric acid, 4 ounces, and water, 1 pint, may be employed.

At best, these formulas are only suggestive, but they are worthy of a trial. If these do not answer, the stain may be attacked from another direction, depending on the character of the ink causing the stain. Dozens of variant processes and formulas are given in the new edition of the ERA Formulary, a book which you should have to answer just such queries as the one you have submitted to us.

#### Santonin in Worm Lozenges.

(H.L.M.)—There is no anthelmintic that we can suggest that will so satisfactorily meet the requirements for use in a worm lozenge as santonin, all medical authorities quite uniformly agreeing that it is the best remedy in the materia medica for this form of administration. Pink root, chenopodium, naphthalin, kousso, etc., in combination with cathartics, as the first named with senna, are used in liquid combination, but as a rule, they are not suitable for administration in lozenge form. If you will take any standard work on materia medica and therapeutics and run over the list of drugs used as anthelmintics you will quickly discover how limited the number is; that of this number but one or two can be adapted or safely administered in tablet form, and of this small number, santonin is practically the only drug worth considering for the purpose named.

#### Compound Pepsin Digestive Powders.

(J.A.H.)—The following formula is taken from our files:

Sodium bicarbonate	480 grains
Bismuth subcarbonate	480 grains
Powdered ginger	32 grains
Pepsin	32 grains
Pancreatin	32 grains
Milk sugar	64 grains

Mix and divide into 32 powders.

In this formula bismuth subcarbonate is used instead of bismuth subnitrate on account of the incompatibility of the latter with sodium bicarbonate, especially in the presence of moisture. Although this and similar combinations are often employed, the advisability of prescribing pepsin and pancreatin together is questioned on the ground that ferments are generally destroyed by each other, and also during their sojourn in the stomach.

#### Prothaenime: Prothaemin.

(W.E.C.)—We strongly suspect that by the name "prothaenime" is meant "prothaemin," which, as stated in the latest (1913) annual report of E. Merck, Darmstadt, Germany, is a preparation made from blood according to E. Salkowski's directions; it contains the albuminous substances, the iron and the organically combined phosphorus of the blood. It is put on the market in the form of a fine, chocolate-colored powder, which is said to be devoid of taste and smell. As indicated by its composition, it is used as a nutrient and strengthening drug, and as a mild iron tonic. P. Korb administered it in pulmonary tuberculosis, anemia, and chlorosis, and in all his cases observed an increase in weight and an improvement in the composition of the blood. The author recommends giving the drug dissolved in milk or cocoa, in amounts of 1 to 2 teaspoonfuls three times a day. We are unable to find this preparation listed in any of the price-lists at our command.

#### Red Aromatic Elixir.

(J.A.H.)—We cannot suggest a better formula than that given for aromatic elixir in the Pharmacopoeia. This elixir contains 23.75 per cent. of alcohol and may be colored red with tincture of cudbear or cochineal coloring, cudbear being used as the coloring agent when a bright red tint or color is to be produced, particularly if the resulting elixir is to be used as a vehicle for acid combinations. For a deeper red, the aniline color known as "Ruby S" may be employed.

For an aromatic elixir of weaker alcoholic strength, the following formula, originated by F. M. Apple and presented by him to the A.Ph.A., in 1908, is given herewith:

Anethol	12 minims
Oil of coriander	1½ minims
Oil of myristica	2 minims
Tincture of vanilla, U.S.P.	1 fl. dram
Alcohol	6½ fl. ounces
Simple syrup, distilled water, of each a sufficient quantity to make	32 fl. ounces
Purified talc	1 ounce

Prepare according to the directions given for the preparation of the U.S.P. aromatic elixir.

For making a "red aromatic elixir" take of—

Tincture of cudbear, N.F.	6 fl. drams
Compound tincture of cudbear	2 fl. drams
Aromatic elixir (as above), enough to make	16 fl. ounces

Allow to stand 48 hours, if possible, and filter.

Mr. Apple states that when tincture of cudbear and compound tincture of cudbear are mixed in the above proportions, a very beautiful red color results upon dilution thereof, a color free from the purplish tint of the dilutions of tincture of cudbear, and also free from the brownish tint of the dilutions of compound tincture of cudbear.

#### Non-Sticky Cosmetic Cream.

(J.A.H.)—Try one of the following:

(1)	
Corn flour	3 drams
Boric acid	2 drams
Carbolic acid	½ dram
Glycerin	6 ounces
Distilled water	14 ounces
Perfume to suit.	

Mix the corn flour with 1 ounce of water, add the remainder of the water and bring to a boil. Dissolve the boric and carbolic acids in the glycerin and add to the flour mixture. Lastly add any desired perfume.

(2)	
Distilled water	5 ounces
Powdered borax	1 dram
Glycerin	½ ounce
Sodium sulphite	2 drams
Rose water, triple	10 ounces

This formula is given by "Pharmaceutical Formulas" under the name "English May-Dew Lotion" and recommended as a "toilet table companion, cooling and softening the skin when hot, dry, and painful from exposure to sun or wind, or heated by exercise. It is of great use in chafing, redness and roughness."

The question of what constitutes a distinctive odor for perfuming these or similar toilet creams or lotions is largely a matter of personal preference. Many manufacturers use synthetic perfumes in various combination for this purpose. Many suggestive formulas of this character are given in the new ERA Formulary.

#### Sodium Salicylate with Syrup Hypophosphites.

(E.J.S.)—"Please criticise the following prescription in your next issue of the ERA.

Sodium salicylate	4 drams
Syrup hypophosphites, compound (Lilly), enough to make	3 ounces

"After filling the prescription a white precipitate is formed."

We do not know the exact constitution of the compound syrup of hypophosphites employed in this prescription, but on the assumption that the syrup contains quinine, as most of the commercial syrups under this title do, it is reasonable to suppose that the precipitate reported is quinine salicylate. It is possible that some calcium salicylate is also formed, while if the syrup contains any ferric hypophosphite there will be a precipitation of ferric salicylate when the prescribed substances are brought together, the reaction being accompanied by the characteristic coloration showing the formation of the iron salt.



# WOMEN IN PHARMACY



Conducted by EMMA GARY WALLACE

## VI. The Woman Pharmacist's Future.

### EUGENICS—A BETTER START.

THE charge has sometimes been made that professional women soon lose their womanly qualities and cease to be interested in home and home-making. One well-known and estimable gentleman-writer of the old school has recently given press expression to the opinion that he objected to women taking an interest in public affairs in order that they might have their time for philanthropy and benevolent purpose, quite overlooking the fact that the philanthropic needs could be lessened and in time eliminated by a proper readjustment of public affairs.

It is always better to build a wire fence at the top of a cliff than a hospital at the bottom of it.

The true womanly qualities of the woman pharmacist are not affected by her professional duties. Her interest in her home, her own and other people's children, and in the welfare of the people about her is increased rather than lessened by her expert knowledge of how a home may be kept sanitary and healthful, how children may be intelligently cared for, and the race bettered by due consideration of causes and effects.

The new science of eugenics deals with the improvement of the race through proper understanding of its inborn qualities—in other words, by better breeding. The professional worker who is indifferent to or willing that babies shall die in great numbers in order that his or her business may thrive upon palliative remedies is surely asleep.

The most prosperous and honored physician is the one who teaches preventive means effectively. The Chinese are not so slow after all in paying the doctor only while the family remains in health.

No less an authority than Dr. C. B. Davenport tells us that probably 50,000,000 children are born each year and that Uncle Sam's share of this valuable crop is 2,500,000. If children are well-born, the problem of saving them is simplified. Yet statistics tell us that half a million of our babies die before they are a year old and only a half of the total number pass into adult maturity, and the care of our "half a million or so insane, feeble-minded, epileptic, blind, and deaf; 80,000 prisoners, and 100,000 paupers" costs us over \$100,000,000 a year.

Surely there is opportunity for benevolences, but alas! these will not stem the ever-swelling tide. We must work for intelligently-applied eugenics. Simply put, this means to educate young people to select their life partners with a full knowledge of the traits that are in the protoplasm and the blood on both sides, also the scientific surety of undesirable combinations; State control of propagation by the mentally incompetent; and a study of the well-defined laws of the inheritance of health and mental characteristics.

The woman pharmacist who so informs herself that she is an authority upon this subject is a mighty leavening factor in any community and the influence of a single individual may be as far-reaching in this field as that of Edison has been in electricity or James in psychology.

The Eugenics Record Office at Cold Spring Harbor, Long Island, N. Y., is ready to assist or co-operate in this work and the Oregon Social Hygiene Society of Portland, Oregon, is doing an excellent work along the same line.

It becomes exceedingly interesting to understand the potential qualities of the germ plasm carried on through several generations. It is no mere happen-so that 14 of the descendants of Jonathan Edwards have been noted among the most eminent of America's college presidents, students, and moral leaders, nor that in the case of the famous Jukes family of New York, the progeny of Ada Juke are very largely criminal; the descendants of Bell Juke immoral in marked degree; and those dating back to the other sister Effie are paupers. Dr. Davenport declares "The difference in the germ plasm determines the difference in the prevailing trait." In 75 years—ending

1877, this family cost the State of New York over one and a fourth million dollars directly traceable. Much cannot be estimated, and the multiplication of the evil since then is steadily swelling this fearful tide.

Eugenics and eutherics, must both find a place among the vital subjects to interest us all. Dr. John J. Cronin says: "It is as hard, in my opinion, for a truly healthy body to do or think wrong, as it is difficult for a defective body to do or think right." This remark bears food for deep thought.

Milk stations, standardization, pure food, and pure drugs are all worthy purposes, but in considering the symptoms let us not forget the root of the whole matter—people themselves. We need the broadening and the illuminating influence of it all and incidentally we may help others to see. It is not a small thing to have influenced even one individual so that the race determiners for the future of that line shall make for a purer and better strain.

"The Lady of the Apothecary" wields a great influence. Mothers, young girls, even young men frequently confide in her, sure of ever-ready, understanding sympathy. Opportunity and privilege for lasting and valuable service is often ours, let us be ready. The relation of eugenics to better births, better health, to the protection of womanhood, the abolition of the white slave trade, State responsibility, and the encouragement of better heritages—all should be given thoughtful attention. The world is moving and we have no desire to be left behind.

## A Deaconess in Pharmacy Work.

CINCINNATI is essentially a deaconess city—there are more Deaconess' Homes representing different denominations than in any other of our American cities. Three of these homes have charge of hospitals connected with their work, and this necessitates well equipped pharmacies and pharmacists.

The Bethesda Hospital and German Methodist Deaconess Home was founded in 1896 by Miss Louise Golder and a few German deaconesses who had received their training in Christ Hospital and the Methodist Deaconess Home of Cincinnati. Every deaconess is required to enter the course of training for a nurse; thereafter she may enter upon other branches of the work if she so desires. Some remain in the hospitals, others go into missionary, social service and church work.



MISS BERTHA OTT

In the Summer of 1902 a capable little lady, who for eight years had been laboring as school mistress in the Lone Star State, felt a strong call to enter this work. When Miss Bertha Ott turned her footsteps toward the Queen City it was with the idea of entering the field of nursing, but it so happened at this time that the hospital was without a pharmacist. One was badly needed and it fell to her lot to take the course in pharmacy and prepare for this branch of important service. At first she hesitated, rather disappointed to give up her own choice of work, but sometimes we are not privileged to please ourselves and the great and consoling fact has been proved times without number that those who do their duty cheerfully and well, will in the end find that the path has led to success. It was even so in the case of Miss Ott. She says:

"I am now fully as happy to be privileged to be classed

## Women in the College of Pharmacy, State University of Iowa.



*Upper Row—Maude Wieland, Elsie Campbell, Lucille Shirecliffe. Lower Row—Mollie Christianson, Susan Blake, Nellie Manbeck.*

**T**HE following facts are presented through the kindness of Prof. Zada M. Cooper: The College of Pharmacy of the State University of Iowa was established in 1885. Being a part of a State institution which was co-educational, the college has always been open to women as well as to men, and the first class numbered one woman among its members.

However, almost none availed themselves of the opportunity during the early years, and it was not until 1892 that a woman was graduated. Since that time there have been few graduating classes in which there were no women. Up to the present time 46 women have been enrolled, of whom 22 have graduated. For the past 10 years almost every woman registering has remained to graduate. Those who did not complete

their work were in attendance when the school was newer. The same condition existed among men students at that time, a college education in pharmacy being considered more as a luxury than a necessity.

It is a noteworthy fact that the women who have studied at the college have been successful in real life. They did not study pharmacy merely as a pastime but with a definite purpose of which they did not lose sight. Whether as clerks, managers or owners, they have been a credit to their alma mater and the community in which they live.

At the present time there are six women enrolled, two seniors and four juniors.

among the noble, energetic women—my sister pharmacists. With the theoretical knowledge and experience received at our Cincinnati College of Pharmacy, with the practical experience at Bethesda Hospital, with many a kind suggestion and timely advice of a brother pharmacist—a neighbor in the hospital—I have been able to pass successfully the State Board of Pharmacy of Ohio.

"I think hospital pharmacy the place for women pharmacists, because the privileges given them are innumerable. If the pharmacist is a teacher, the opportunity will be granted her to instruct an eager class of young women in chemistry and materia medica. If she prefers to engage in research work as a side-line, the hospital laboratory is open to her. In fact, institutional pharmacy is the only place where we can say we are engaged strictly in pharmacy without side-lines, of which we see so much in our present day.

"Again, hospital duty hours, though long, may be so arranged as not to become too strenuous for the woman pharmacist, and I hereby encourage every young woman seeking a position as pharmacist to try hospital pharmacy if the privilege is granted her."

The Bethesda Hospital with its annex, the Scarlet Oaks Sanitarium and a newer annex, the New Maternity Hospital, are institutions of imposing dignity, equipped with every modern, scientific appliance.

The deaconesses wear a special garb for practical reasons only. It insures them protection and respect. A deaconess may not marry as long as she retains her position, but if she wishes may give up her vocation. She differs from a trained

nurse in that she does not serve for money but rather for the love of humanity. She receives a monthly allowance sufficient for the defraying of simple personal expenses, and in old age or sickness is cared for.

Miss Ott is engaged in a doubly noble work, for she is devoting her life and scientific knowledge to the needs of humanity without expectation of earthly reward.

### A PRETTY TRIBUTE.

**M**RS. JOHN T. ROE, the beloved president of the Mobile presence at the monthly meeting held at the home of Chapter, has been ill. To celebrate her recovery and the vice-president, Mrs. R. S. Braswell, a unique feature was planned in the form of a "surprise shower." The house was beautifully decorated for the occasion. Mrs. Roe read a paper of historical value concerning the Chapter work, five years of harmonious fellowship having been completed, and encouraged the members to plan for greater things still in the future.

At the close of her address Mrs. Head presented Mrs. Roe with a basket of beautiful flowers.

The recipient was much pleased with the fragrant blooms and lifting one to admire its loveliness, she discovered to her still greater surprise that the flowers were but a covering for numberless small packages beneath. There was a personal gift for her from every member of her chapter. Her surprise and delight more than repaid the loving thought that was expended.

# NEWS SECTION



## MOSTLY PERSONAL

—George Hall, head of the perfume department of the United Drug Co., of Boston, has, as was stated briefly in the April ERA, the unusual honor of being the only American perfumer—and probably the only citizen of the United States—to be decorated with the French decoration of Chevalier du Merite Agricole. This order was founded by former President Grevy, of France, in 1883, and the title and decoration, Chevalier, are conferred only on those who have contributed greatly to the development of French resources. Mr. Hall's activities as a perfumer have not only contributed to French resources and the development of the French perfume industry, but greatly to the development and improvement of the American perfume industry, and to the prestige of Boston in the perfume world. The perfume department of the United Drug Company was started six years ago. Recognizing the superiority at that time of French perfume products over any produced in this country, Mr. Hall spent much of his time in France, absorbing French methods and learning the many secret processes of the greatest experts, at the same time buying flowers and distilling pomades and oils in the United Drug Company's own laboratory in Southern France. There crude materials were shipped back to the laboratories in Boston, to become the basic ingredients of various extracts, toilet waters, and other toilet accessories, which, while having an American label, are essentially French. This work has grown until the United Drug Company now imports over \$300,000 worth of perfume products into Boston annually, and the perfume laboratories out near the Fenway on Huntington avenue have become the largest in America, if not indeed in the world, the number of employees increasing in six years from only four to two hundred.

—When Congressman-elect James A. Gallivan, of the 12th Massachusetts district, left for Washington, after his election on April 7, he was accompanied by John J. Murphy, one of the best-known young men of South Boston, who laid the foundation of much of his popularity while working as a drug clerk in the district. Mr. Murphy is a former representative in the Massachusetts Legislature, and he was a candidate himself for the Congressional nomination, but withdrew in favor of Mr. Gallivan, after the various candidates, meeting with Mayor Curley, whose resignation from Congress caused the vacancy which has just been filled, found it impossible in conference to agree upon a candidate. The Mayor favored Mr. Murphy, but as harmony was the most desired end, Murphy eliminated himself and declared for Gallivan. Secretary Murphy is just 25 years old and lives in South Boston,



J. J. MURPHY

where he was born. He represented Ward 14 in the House of Representatives during the years 1912 and 1913. He is a law student and holds a certificate as a registered pharmacist. For some few years he was a reporter on Boston dailies. He was educated at the South Boston High School, Massachusetts College of Pharmacy, Boston University and Suffolk Law School

—Chester Cochran, manager of the country sales department, Meyer Bros. Drug Co., St. Louis, according to information given out by a person connected with the establishment, has recently been joked a great deal because of a story said to have been told on him by Assistant Manager Simpson. Mr. Simpson, it was said, told the story about like this: "Cochran, you know, had four hens in his back yard. One day the hens would lay one egg, the next day two eggs, the third day three eggs, the fourth, four eggs, and once in a while they would miss a day, but they managed to keep up a splendid average. Each night he would hurry home to find out how his hens were doing, and then hurry in to tell Mrs. Cochran. And she was delighted to see him so pleased with his hens. He became so enthusiastic he bought two more hens, and they were good layers, too. But, alas!—and it wasn't the hens' fault either, for what could they say?—the depressing truth has come out. The hens didn't do all that glorious work at all—some person interested in seeing him proud of his hens purchased most of the eggs at a grocer's and put them in the nests daily." About the time of this great egg production a big shipment of eggs from China was received in St. Louis and there was a scramble for them. Happily, however, none of them found their way into the Cochran nests, for they were marked with Chinese characters which, translated, meant "Dead Souls."

—Simon N. Jones, of Louisville, familiarly known as the "Grand Old Man" of Kentucky pharmacy, believes it very much worth the while of the druggist to belong to as many organizations as he can, "belonging" in this sense meaning active participation in the work of the bodies of which the "j'iner" is a member. Mr. Jones practices what he preaches, for he is a former president of the National Association of Retail Druggists, a former president of the Kentucky Pharmaceutical Association, president of the Louisville College of Pharmacy, and for 20 years president of the Louisville Retail Druggists' Association. He has been prominent for years as one of the chief advisers of the National association and for a number of years has been a member of the legislative committee of the N.A.R.D. State pharmaceutical affairs have also been given his attention, for he has had a great deal to do with shaping Kentucky pharmacy laws, and he is one of the best-informed men in the State upon matters affecting the druggist.



S. N. JONES

—John W. Williams, of Minneapolis, druggist, is 78 and still works 13 hours a day, because he wants to. He flouts the suggestion that a man should quit work because of age. Attention to a drug business at 1211 Franklin avenue from 9 in the morning until 10 at night leaves him little time for long walks—his favorite exercise, but when he does take the air his stride is quick and his step snappy. His walking proclivities are natural, since at the age of 62 the then druggist veteran pulled a sled over more than 1000 miles of Alaskan trail. At the height of the Alaska gold fever Mr. Williams, with three companions, penetrated 150 miles from the head of Copper River in search of the yellow metal. Mr. Williams took the task of hauling 1500 pounds of supplies over a snow-obstructed country. It proved necessary to cover the same ground many times—in fact one stretch of trail required so many trips back and forth that each member of the party covered between 800 and 900 miles on a 90-mile stretch

Mr. Williams made three trips of 25 miles, carrying a pack weighing 75 pounds. Mr. Williams is apparently in his prime, is physically sound—according to a recent physical examination—and credits his good health to hard work, and plenty of outdoor exercise.

—**"Sam" Rouse**, proprietor of two uptown drug stores in Houston, Texas, has stirred the enthusiasm of residents of the largest State in the Union by installing the largest soda fountain in the South in his new store at the corner of Main street and Capitol Avenue. This new piece of soda-water apparatus is made up of 22 linear feet of marble and onyx, and naturally has a very large serving capacity. An ice-cream plant, refrigeration plant, and hot-water pipes to the fountain, thus making possible the sterilization of every glass used, are features of the store, which is thoroughly departmentized. "Sam" Rouse is a native of Beaumont, Texas, and served his apprenticeship with R. T. Eakin. He attended the school of pharmacy of the University of Texas, from which he was graduated in 1898, only to enlist at once in the United States navy for the war with Spain, serving with Admiral Sampson's fleet as a naval apothecary. Mr. Rouse went through the famous Santiago blockade and subsequent destruction of the Spanish squadron, and served until the conclusion of hostilities. Returning from the war, Mr. Rouse went to his native town and established a drug store which he conducted successfully for eight years. Seeking a broader field, he went to Houston and established a drug store in the heart of the business district which has come to be recognized as one of the largest and most remunerative in Texas. The new store—Rouse's No. 2—is conceded to be the finest in the Southwest.

—**C. H. Hurd**, druggist, at Kenosha, Wis., a town of 21,000 population to which 96 saloons cater, has announced that hereafter no intoxicating liquors of any kind will be sold at his store. This is what he says about the new store: "Personally, I am neither a prohibitionist nor a tee-totaler, but selling whiskey in a drug store for medicinal use is certainly out of date. There is not one physician in the city of Kenosha who prescribes one pint in one year. Ask your family physician. I have never sold liquor by the drink behind my prescription case, nor made a practice of using it in any form at the soda fountain; I have confined my sales as nearly as possible to strictly legitimate uses. If I should decide to go into the liquor business I would pay the city \$500, same as a saloon; which I think is the proper way. We shall refuse to sell liquor just as we long ago refused to sell habit-forming drugs or anything to be used for questionable purposes, not waiting for such things to be forbidden by law."

—**Francis B. Hays**, well known to the drug trade of the country and particularly to members of the A. Ph. A. by his long connection with the editorial staff of the *Druggists' Circular*, which he has served the last decade as managing editor, has retired from active duty, owing to an affection of the eyes. He will return to his old home in Oxford, N. C., where he was born in 1867. At the age of 17 he became deputy clerk in the Supreme Court of the Old North State, resigning in 1889 to enter pharmacy, which he did by associating himself with his brother-in-law under the firm name of Furman & Hays. In 1891 he moved to New York, since which time he has pushed the quill and wielded the blue pencil in the characteristic Haysensian style so well known to those who have closely followed pharmaceutical journalism. He is succeeded in the editorial position by Dr. Harry Vin Army, professor of chemistry in the New York College of Pharmacy.

—**W. L., L. E. and R. P. Branche**, three brothers, who are the proprietors of the Branche Drug Co., of Albany, have opened one of the finest and most complete stores in that city. Mahogany, plate glass and onyx enter into the interior finish; a mammoth soda fountain with luncheonette, and a "safety first" prescription department are features of the establishment. The Branche boys were born in Watertown, this State, and were trained in the Albany School of Pharmacy. Then they went to work for different drug concerns in Albany. About a year ago they opened a store of their own in Herkimer and made a success of it, and last June planned their Albany store, just opened. Souvenirs were distributed in every department.

—**Abraham Lincoln Wolcott**, of Philadelphia—"A. L." in business matters, and "Lincoln" to his friends—has been

looking after the interests of the Welch Grape Juice Co. in Philadelphia for 20 years. In addition to this territory he has the general oversight of the Welch stores on the boardwalks at Atlantic City and Wildwood. He is a familiar figure at N. A. R. D. conventions, has been president of the Traveling Men's Auxiliary of the Pa. Ph. A., and is one of the best-known men in the drug trade. He is a native of South Jersey, a graduate of the Philadelphia College of Pharmacy, and became acquainted with the Welch family while he was a drug clerk at Vineland, N. J. Later he went to Philadelphia as the manager of Potts' drug store, and was very successful, but was secured to work for the Welch interests, and has been on the job ever since.

—**Richard H. Lackey**, president of the Pennsylvania Ph. A., has returned from a tour of the State made in the interest of a larger membership of the organization. He has appointed sub-committees of 16 members in Philadelphia and Allegheny county. Under the direction of Frank P. Streeper, of Chestnut Hill, chairman of the local sub-committee, automobile tours have been arranged for enlisting the interest of local druggists in the organization. The campaign will be terminated prior to the annual meeting of the association at Buena Vista Springs, June 23-25.

—**Alfred Cannon**, a young drug clerk of Woonsocket, R. I., is a champion hard luck specialist. While attending school in Des Moines last Winter he was quarantined four weeks with smallpox. Then the professor of chemistry in the school was killed in an accident and the department was closed for a time. Then when school was reopened young Cannon came down with appendicitis and was operated upon. No sooner had he recovered from this than he was taken ill with a serious attack of mumps. That he finally graduated is indicative of his persistence.

—**William Thiesen**, president of the Red Cross Drug Co., operating five stores at Racine, Wis., recently acted as host to 20 of his branch-store clerks and managers at the annual banquet which he gives to his employees. The affair began at 10:30 and lasted until the early morning hours. Each employee of the company made a few remarks pertaining to the business, and made timely and valuable suggestions for improvement in the future. President Thiesen spoke of the business principles which he follows at all his stores.

—**"Sam" Foot**, manager of the sundries department of Lehn & Fink, New York, was recently elected vice-president of the Hailey Cattle and Irrigation Co., controlling and operating the Evelyn Hailey Ranch at Hailey, Texas. Mr. Foot, representing the interests of several relatives, has been a stockholder in this concern for some years, and is also a stockholder in two wholesale drug houses in Texas, in which State he formerly lived for 16 years.

—**E. E. Bell**, senior proprietor of the Rexall drug store in Leon, Ia., narrowly escaped death recently. He had gone to the second story of the store and was stooping over to fill a bottle in the stock room when he slipped and fell over backwards into the elevator shaft. Involuntarily he threw up his hands, and as he did so caught the elevator cable, upon which he slid to the basement. His hands were badly burned, but otherwise he was uninjured.

—**Former-Mayor Dan J. Haas**, of Dubuque, Iowa, has again engaged in the drug business at his old stand, 2510 Couler avenue. Soon after assuming office as mayor four years ago he sold out to Frank C. Keesecker. After retiring as mayor Mr. Haas opened a new store in Couler avenue and continued the manufacture of A. B. C. remedies, but recently disposed of that store to take over his former place of business.

—**Patrick E. Mannion**, a well-known registered pharmacist employed by Dominick F. Corrigan, of Globe Village (Fall River), Mass., has been appointed a bail commissioner of Bristol county. The selection was made by Chief Justice Akin, of the Superior Court, and was endorsed by 17 judges of the court throughout the State. The duties will in no wise interfere with his position as manager of the Corrigan store.

—**L. P. Fouche**, proprietor of the Fouche Drug Co., Charleston, S. C., has resigned as an alderman of his city, has sold his drug business and moved to Atlanta, Ga., to become head prescription clerk at the main Jacobs' pharmacy, in Marietta street, Atlanta. Mr. Fouche was a member of the State Board of Pharmaceutical Examiners and also resigned from his duties in this connection.



— **Charles Honecker**, of the Quality drug store, West 25th street and Clark avenue, Cleveland, has taken into partnership Otto A. Rehburg, who entered Mr. Honecker's employ in 1894. At that time Rehburg was a boy so small he could not look over the tops of the show cases. He has remained with the Quality drug store for 20 years. The firm name is Honecker & Rehburg.

— **The Misses Clara and Anna Haase**, daughters of Fr. Fr. Haase, of New York, with their mother, Mrs. Haase, left for Havana, Cuba, on the steamship "Saratoga." They will appear in grand opera at the Teatro Paynet, where their season will last several weeks. The Misses Haase had just returned from an extended tour in Canada and the West.

— **Frank S. Stone**, for many years a leading figure in the drug business at Fitchburg, Mass., is the new manager of the corporation which has been formed to operate the H. & J. Brewer Co.'s retail drug store at the corner of Main and Sanford streets, Springfield, Mass. The Brewer store is the oldest pharmacy in Springfield.

— **J. M. Bickford**, of Rock Falls and Sterling, Ill., has been in the drug business in the Twin Cities for 35 years, the firm now being incorporated under the name of the Sterling Pharmacy. Mr. Bickford is the senior member and the largest stockholder. He celebrated the 35th anniversary last month.

— **Des Moines Drug Co. Opens New Building**.—More than 500 invitations were accepted for the reception given by the Des Moines Drug Co., April 10, when the entire six floors of the company's newly refitted building were thrown open. An orchestra furnished music, and a collation was served.

— **James R. Polkinghorne**, a former drug clerk in New Orleans, and a graduate of Flint Medical College, has opened the new Palace pharmacy at 509-13 W. Belmont street, Pensacola, Fla. For the past two years he has been in charge of the prescription department of the Pensacola drug store.

— **Daniel M. O'Brien**, who has been engaged in the drug business in Rockland, Mass., since 1892, has been nominated as postmaster in that town. He is the local representative of a number of newspapers, a member of a number of fraternal organizations, and of the Massachusetts Ph.A.

— **George R. White**, president of the Potter Drug & Chemical Co., of Boston, continues to hold the unique title of Boston's heaviest individual tax-payer. In Boston he is assessed for \$4,633,000, of which all but \$500,000 is on real estate, and his city tax is \$79,689.

— **H. C. Reck**, manager of the sundries department of Coffin, Redington Co., has been visiting factories in the Middle West for seasonable sundries and novelties, and also visited the sponge fisheries in Florida in the interest of his firm before returning to San Francisco.

— **William S. Briry**, president of the Boston Druggists' Association, and Mrs. Briry, are receiving the sympathy of New England druggists in the death of their 10-year-old daughter, Josephine, which occurred April 2, at their home in Melrose, Mass.

— **E. A. Sennewald** and **C. T. Buehler** discussed the subject of shorter names and synonyms for medicinal preparations at a recent meeting of the St. Louis Branch of the American Pharmaceutical Association at the St. Louis College of Pharmacy.

— **H. G. Posey**, after six years on the road for Lehn & Fink and Meyer Bros. Drug Co., has put away his grips and returned to the management of the prescription department of the Max Samson drug store at 117 Camp street, New Orleans.

— **Ben F. Persons**, of Macon, Ga., was banquetted recently by members of the State Board of Pharmacy (of which he is the newest member). Dr. L. A. Pellew entertained the board and local pharmacists at his home at Vineville.

— **Thomas W. Dalton**, for a number of years in the drug business in Syracuse, but more recently in the coal brokerage business, has taken possession of the Warren pharmacy at South Warren and East Onondaga streets, Syracuse.

— **Dr. H. M. Whelpley**, president of the Cahokia Mound Association, on April 20 delivered an illustrated lecture on the Cahokia Group of Mounds, under auspices of the Archaeological Institute of America, St. Louis Society.

— **Mrs. W. W. Klore** has been chosen president of Chicago Chapter, No. 2, of the W.O.N.A.R.D., the election

taking place at the annual election of that organization at the Hotel La Salle, Chicago, April 14.

— **Walter de Veer**, who has been in New York for several weeks in the interests of Julius Grossmann, the Hamburg exporter and importer of drugs, sailed for Germany April 9 on the "Kaiserin Auguste Victoria."

— **James W. Morrisson**, president of Morrisson, Plummer & Co., of Chicago, and a member of the Board of Control of the N.W.D.A., has been elected secretary of the Chicago Association of Commerce.

— **A. D. Loar**, for more than 30 years a druggist in Bloomington, Ill., but who retired for a rest several months ago, has reopened the old Fishbeck drug store at Main and Grove streets, that city.

— **William L. Harloe**, registrar of the Brooklyn College of Pharmacy, has returned to his office in the college building after several days spent at home fighting the grip.

— **W. E. Roedel**, of Cheyenne, Wyo., a former member of the Wyoming State Board of Pharmacy, has been vacationizing in Corpus Christi, Texas, and Palm Beach, Fla.

— **Karl Fritzsche**, a member of the essential oil house of Schimmel & Co., of Germany, and of Fritzsche Bros., New York, was a visitor in New York recently.

— **Carl Meyer**, of Meyer Bros. Drug Co., St. Louis, has recovered the use of his wrist, which was broken several weeks ago when he attempted to crank his auto.

— **Max Hoencke**, manager of the sundries department of the Houston Drug Co., of Houston, Texas, left recently for home after a business trip here.

— **J. E. Harper**, manager of the sundries department of the San Antonio Drug Co., of San Antonio, Texas, was a recent visitor in New York.

— **W. C. Buschardt**, manager of the sundries department of the Southern Drug Co., of Houston, Texas, has been in New York recently.

— **C. F. Forssell**, manager of the sundries department of Noyes Bros. & Cutler, of St. Paul, has been in the city on his annual visit.

— **Leonard E. Durfor**, who is connected with the Riker-Hegeman store in Worcester, has been married to Miss Marie Emily Sleeper.

— **John F. Mack**, general manager of the Goodwin Drug Co., of Hartford, Conn., is engaged to marry Mrs. Margaret Cullen.

— **D. E. Hadden**, of Alta, Iowa, has been reappointed as a member of the State Board of Pharmacy for a third term.

— **Earl P. Carney** is the manager of the new Riker-Hegeman store at North and Depot streets, Pittsfield, Mass.

Recent Deaths.

— **Henry E. Newland**, 37, a native of Cedar Rapids, Ia., and formerly proprietor of the Newland drug store, is dead after an illness of two years' duration. His death was due to tuberculosis following an attack of double pneumonia. He was a member of a number of fraternal organizations.

— **Davis W. Harry**, a former druggist of Conshohocken, Pa., whose ancestors once owned most of the site of the present town, died there recently at the age of 77 years. He was an officer in the John Wood & Brothers Iron Works.

— **Mark P. Fisher**, 37, a well-known commercial traveler, died in Westfield, Mass., recently. He was a native of Brattleboro, Vt., and went to Springfield, Mass., three years ago to enter the employ of the H. & J. Brewer Drug Co.

— **Otto P. Traubel**, 43, a druggist at Chouteau and Jefferson avenue, St. Louis, died of blood poisoning on April 9. He leaves a widow and two children. He had been in business in St. Louis for many years.

— **Orlando Plummer**, 68, a pioneer druggist of Minneapolis, who had taken an active interest in pharmaceutical affairs in Minnesota for the past 30 years, is dead.

— **Samuel Berry Hollis**, 69, a druggist for many years in the employ of C. S. Littell & Co., wholesale dealers in drugs, of Manhattan, is dead of pneumonia.

— **Louis J. Barker**, 49, a pioneer drug manufacturer of Syracuse, N. Y., died in that city recently after a brief illness.

## OBITUARIES

### J. ELWOOD LEE.

**J.** ELWOOD LEE, president of the Lee Tire & Rubber Co., and one of the wealthiest men in Conshohocken, Pa., died from heart disease on April 6, 1914, at Conshohocken. He was 59 years of age. Mr. Lee's life history reads like romance.

He began business with less than \$30 capital—\$29.85 to be exact—about 30 years ago, his line being surgical dressings, appliances and instruments. His business bent was established by going to work as a boy in a similar line, but he believed he could do business as well as the firm for which he worked, and so started with two weeks' pay in his pocket, making bandages and selling them to physicians. He was so successful that in time he controlled a business which employed 800 persons, and the plant covered several acres. Several years ago the surgical supply business became affiliated with that of Johnson &



J. ELWOOD LEE

Johnson, and Mr. Lee devoted his attention to the Lee Tire & Rubber Co., makers of automobile tires and druggists' sundries. A large plant was erected at Spring Mill near Conshohocken. Mr. Lee leaves a widow, who was Miss Jennie Cleaver, of Conshohocken, and three children, J. Elwood Lee, Jr., Mrs. A. A. Carthwaite, of New York, and Miss Nina Lee. Mr. Lee was a good friend to his workmen, a liberal contributor to charity, both public and private, and was active in religious and educational affairs. He was a member of the Philadelphia Drug Club, the Philadelphia Drug Exchange and other trade organizations, and was an enthusiastic bowler, his team winning the championship of the Philadelphia Drug Trade Bowling League for several seasons. He had been president of that organization.

### Charles A. Humphrey.

Charles A. Humphrey, 32, a pioneer drug salesman of Indianapolis, is dead of heart disease. He was born in 1842 at Jonesville, Mich., where as a boy he entered the drug business. He served in the Civil War in a Michigan regiment, afterward going to Indianapolis, where he became identified with the firm of Stewart & Morgan, wholesale druggists. That firm afterward became the Daniel Stewart Company, for whom Mr. Humphrey was a traveling representative for more than 40 years. He married Miss Ida Shipman, of Knightstown, and engaged in the drug business there and at Lewisville for about 10 years. Afterward he went back to his old firm and remained in their employ. He was a Mason and Knight Templar, and a member of the Indiana Traveling Men's Association. He leaves one son, Harvey S. Humphrey, and a grandson, Charles Humphrey.

### Emerson Goldthwaite.

Emerson Goldthwaite, of Brockton, who had one of the largest drug stores in Plymouth county, Mass., between the years 1857 and 1888, died at his home in Brockton, recently, aged 75. He had been one of the wealthiest men in that city. He was a native of Stoughton, graduated from Sumner's Academy, served an apprenticeship as a drug clerk, and in 1857 started in business on his own account. He sold out in 1888 to his nephew, Charles H. Goldthwaite, who still carries it on, while he went largely into real estate and had enormous holdings, which with the rapid development of Brockton as a shoe manufacturing center, increased greatly in value. He was one of the founders of the Brockton Agricultural Society. He was a freemason in Masonry. He leaves a family of three.

### George E. B. Fairbanks.

George E. B. Fairbanks, a well-known Rhode Island druggist, and a member of the State Ph.A., died suddenly April 6, at the age of 59. He was a native of Taunton, Mass., was educated in the public schools, and entered the drug business at the age of 18. His first employer was a Mr. Phillips in Charles street, Providence, but he started in business for himself at an early age. After a number of changes he established himself at the corner of Hope and Wickenden streets, Providence, and remained there for about 30 years. He was both an Odd Fellow and a Mason, and the funeral was according to Masonic rites.

### Thomas Gardiner.

Thomas Gardiner, one of the first druggists in Minneapolis, and a resident for 50 years at 1012 Hennepin avenue, that city, died recently after a year's illness. He went to Minneapolis in 1857 from Fredrickton, N. B., where he was born Sept. 12, 1835. With Dr. W. E. Leonard he maintained a homeopathic pharmacy in Bridge Square for many years. During the Indian outbreak in 1862 Mr. Gardiner joined a St. Paul company which went to the relief of Fort Ridgely. Mr. Gardiner was one of the founders of the Athenaeum, a member of the Territorial Pioneers' Association, and a Mason.

### Fred Colle.

Fred Colle, 59, a prominent business man and druggist of Turners' Falls, Mass., died suddenly April 6. For many years he conducted a drug store and managed the Colle Opera House in the building he owned, but leased the playhouse several years ago on account of ill-health. His early life was spent in Greenfield, Mass., and his education was completed in Germany.

## RECENT DEATHS.

—**Martin T. Meyer**, 52, a member of the drug firm of Damtoft & Meyer, of 321 State street, Bridgeport, Conn., where they have been in business for the past 18 years, died April 1 of pneumonia. He was born in Copenhagen, Denmark, was a graduate of the university in that city, and engaged in the drug business in New York City in 1886. He went to Bridgeport in 1896 and entered into partnership with K. J. Damtoft.

—**Vitorio Gusmano**, 33, proprietor of a Sicilian pharmacy at 203 Rivard street, near Lafayette avenue East, Detroit, was killed recently by a "black hand" bomb delivered through the mails. Two other men were badly injured by the explosion, and the letter-carrier who brought the deadly package to the store was blown through the door. The store was wrecked.

—**Earl Gray Combs**, 37, assistant manager of the Riker-Hegeman store at Pittsfield, Mass., a former bicycle racer, and for a number of years connected with Riker-Hegeman stores in Holyoke and Springfield, Mass., is dead from valvular disease of the heart. He was a Mason, an Elk and an Odd Fellow.

—**Frank A. Meriam**, 38, proprietor of two drug stores in the Maplewood section of Malden, Mass., died recently. He was a native of Woburn, Mass., and had been in business for the past five years. He was a member of the Odd Fellows, Masons, Red Men, Elks and Pythians.

—**Alder Morris Ellis**, formerly of Philadelphia, and son of the late William Ellis, who for many years conducted a wholesale drug store at Eighth and Market streets, that city, died recently after a short illness at Providence, R. I., where he had been connected with a wholesale drug firm.

—**T. H. Gebauer**, president of the Gebauer Chemical Co., of Cleveland, Ohio, died in a hospital recently of pneumonia. He was a graduate of Oberlin College, and of the Case School of Applied Science, and had made a name as a discoverer and manufacturer of drugs.

—**Horace S. Bartlett**, 67, for 30 years known to college students as proprietor of the College pharmacy, Harvard square, Cambridge, died recently at his home in Allston, Mass. He worked for several years in New York, but in 1874 opened his store in Cambridge.

—**J. S. Draper**, 74, for many years in the drug business in Boone, Ia., is dead from Bright's disease. He was a prominent Mason.

## NEWS FROM ASSOCIATIONS

### Manufacturing Perfumers in New York.

**A.** M. SPIEHLER, of Adolph Spiehler, Inc., of Rochester, N. Y., was unanimously elected president of the Manufacturing Perfumers' Association of the United States, at that organization's 20th annual convention held at the Whitehall Club, New York City, April 1, 2 and 3. The other officers elected were:

First vice-president, S. S. West, of the Abner Royce Co., Cleveland; 2d vice-president, F. F. Ingram, Frederick F. Ingram Co., Detroit; secretary, Frank Carpenter, Lazell, Perfumer, New York City; treasurer, A. B. Calisher, Calisher & Co., New York; executive board, to fill out unexpired term of Edwin Ross, F. K. Woodworth, C. B. Woodworth's Sons Co., Rochester; to serve to 1917, Frank B. Marsh, the Theo. Ricksecker Co., New York, and James E. Davis, the Michigan Drug Co., Detroit. Wm. A. Bradley was elected to fill F. N. Carpenter's unexpired term on the executive board.



A. M. SPIEHLER,  
President-Elect.

In his address as president, Wm. A. Bradley, of this city, felicitated the members upon the growth of the association during the past year and asserted that the broadened scope of the organization, brought about at last year's convention, had caused him to have great hopes for future success. He characterized the placing of a duty of 20 per cent. upon all the raw materials of the industry, most of which were previously on the free list, as an undemocratic and un-American measure, enacted in direct repudiation of the pledge of the Democratic party. Mr. Bradley further asserted that this duty was a heavy burden upon the industry. He recommended that the thanks of the association be extended to Theodore Ricksecker, chairman of the legislative committee, for his devoted work in opposition to the tariff.

President Bradley asserted that the association should institute some means of learning immediately of State and National legislation inimical to the interests of the members. He recommended that the incoming legislative committee employ a paid bureau or secure some service whereby the interests of the perfumers would be conserved and all copies of bills affecting the industry would be forwarded immediately to the association.

That the special committee on weights and measures was working in harmony with the New York State officials and had saved the members money by preparing the uniform labels now used by them, was pointed out by Mr. Bradley. The work of the committee on campaign of education, he said, had almost resolved into the personal efforts of Theodore Ricksecker. He recommended that the committee be discontinued unless an adequate plan be worked out. He also recommended that the association apply for membership in the Merchants' Association of New York and the Chamber of Commerce of the United States of America. He was glad to see that one of the benefits of the association had been the stamping out of the old custom of placing foreign labels on American goods.

The report of the resolutions committee was presented by George F. Merrell, of Chicago. A resolution incorporating the president's recommendation anent news service on all inimical legislation was adopted. The same action was taken relative to the campaign of education committee, no reflection being made upon its members. The committee recommended that the association should not join the Merchants' Association of New York. After considerable discussion in which Messrs. Ingram, Marsh and others participated, the negative resolution

of the committee was adopted. The proposition to join the Chamber of Commerce was referred to the Executive Board for action. A similar disposition was made of a proposition to join the National Design Registration League. The committee incorporated in its report one of the concluding paragraphs of the president's address, deeming that the sentiment expressed therein should be the keynote of the association's work. This paragraph reads:

"A third benefit, which seems to me to be of even greater importance than any other accomplishment of this association, is the good fellowship, and in many cases the warm friendship which the members have for each other. After all, this is the best thing in life, and I know of no trade organization where its fulfillment is as completely exemplified as in this body. The value of this friendship as an influence toward clean competition is one that we cannot overestimate. We must all play the game hard, but let it be on a fair basis of merit and honesty, without the tricks and jealousies that would creep in were we not bound together as friends."

The president's recommendations as included in the committee's resolutions were adopted both *seriatim* and as a whole.

The committee commented favorably upon the expeditious and economical publication of last year's proceedings, which work was in charge of Secretary Henderson. A debt of gratitude was due Treasurer Calisher for his efficient work. A handsome balance in the bank and all dues paid were worthy of pardonable pride on the part of the members. The membership committee, headed by S. I. Hanson, deserved the association's commendation for its efficient work.

Relative to the number of meetings of the Executive Board, the committee asserted that this matter was entirely up to the members of the board. They should hold as many meetings as they deemed necessary. President Bradley explained that he had brought this subject up for discussion because he was a stickler for economy and that, inasmuch as the out-of-town membership on the board made the meeting an item of considerable expense, he wished to learn exactly the opinion of the members. In behalf of the association the committee by resolution expressed its thanks to George Hall, of the United Perfume Company for the preparation of his report on Imports and Undervaluations, which was not read at the convention.

The committee recommended that Mr. Ricksecker's legislative report be printed in full in the proceedings as an example of the best fight to the last ditch for a principle the association had ever conducted. It further recommended that the legislative committee pursue a policy of watchful waiting for an opportunity to secure more advantageous conditions in the industry. Acting upon a recommendation made by Samuel Iserman, chairman of the library committee, the committee on resolutions in turn recommended that a catalogue be published giving complete lists of the books on perfumery in the libraries of six large cities. The resolutions committee recommended that each month a bulletin or letter be published from the president's office. This medium would serve to keep the members up to the minute on all pending legislation and would work up more enthusiasm among them.

The committee brought forward several propositions by which the present custom of soliciting associate members for the funds for entertaining the active members during the annual convention should be done away with. It seems that the active members did not pay for their entertainment at all, and the associate members paid even after contributing to the entertainment fund. President Bradley's motion that the expense of entertainment be borne equally by active and associate members and that the proposition be worked out in detail by the Executive Board was generally supported. Hereafter the members present will pay pro rata for their entertainment and the associate members will not be solicited before the convention. The above recommendations were adopted.

Upon the recommendation of Frank B. Marsh, who stated that the association was not prepared to take any stand relative to H. R. bill 11,321, providing for the registration of designs, this measure was referred to the Executive Board for action.

Secretary A. D. Henderson reported a total of 107 members on the occasion of last year's convention. This year there were 47 active, 63 associate and four honorary members. During the year five associate members had resigned.

Treasurer Calisher reported a healthy condition of the treasury due to the economical administration of the association's officers and the elimination of some of the usual items of expense. His report showed total receipts, \$6254; disbursements, \$2284; cash balance, \$3967; cash in banks, \$3502, \$375, and \$3967, and total resources, \$5904.

Other interesting reports presented were those of Chairman Hanson, of the membership committee, showing 10 new active members and two associate; A. B. Calisher, chairman of the ready relief fund, who pointed out the changes in the form of certificate made in accordance with the insurance laws of this State; F. F. Ingram, committee on freight and transportation, who advised members to consult both parcels post and express schedules, since the former had caused many advantageous reductions in the latter, etc.

Upon the recommendation of Theodore Ricksecker, Thomas P. Dunn, of Rochester, was elected an honorary member.

George McAneny, president of the New York Board of Aldermen, welcomed the members at their first session. Other speakers during the convention were O'Brien Atkinson, manager of the Credit Clearing House of New York; E. W. Bradford, president of the Patent Law Association of America; John Clyde Oswald, editor of *The American Printer*, and Gilbert A. Montague. At the annual banquet held at the Hotel Biltmore, Elbert Hubbard, the Rev. Warren W. Giles, of Montclair, N. J., and Charles R. Lamb, of the Merchants' Association, addressed the members. Other features of the entertainment were a theater party at the Winter Garden, followed by supper and a dance at the Hotel Astor.

### N. Y. BRANCH HEARS LEGISLATIVE RESUME.

Dr. Anderson Reports on Action on Bills at Albany.  
Dr. Mayer Reads a Very Interesting Paper.

OF all the many bills pertaining to pharmacy introduced into the State Legislature at its recently adjourned session only three passed both houses, according to the report of Dr. Wm. C. Anderson, chairman of the legislative committee, at the April meeting of the New York branch of the A. Ph. A. These bills, introduced by Messrs. Walters, Boylan and Frawley, had not at the time of this meeting been signed by the Governor, and it was thought that the last-named would not be enacted since it is defective and its author is opposed to its signature. Forty or more druggists from all over the State appeared before the Governor at a hearing on the Walters bill, and only two men opposed the measure. One representing the Labor Department argued that the bill would repeal certain provisions of the labor law. The other opponent represented the National Pharmaceutical Society, but was a traveling salesman and not a drug clerk, which fact was brought out very forcibly by the questioning of the Labor Department's representative. Nevertheless, the N. P. S. was recorded as opposed to the signing of the Walters bill. The Boylan bill passed the Senate in entirely rewritten form and has practically received the approval of the State association legislative committee. Dr. Anderson characterized the bill as "very satisfactory" and "a step forward."

Louis Berger announced that Professor Joseph P. Remington would address the members upon "The Progress of the Revision of the U. S. P." at the branch's joint physicians' and pharmacists' meeting to be held May 18. A formal letter announcing the meeting will be sent to the various pharmaceutical and medical associations and journals. John Roemer, of White Plains, elaborated upon the recent joint propaganda meeting held under the auspices of the Westchester County Pharmaceutical Association. This meeting had been unusually successful both in the point of attendance and in the fact that the physicians' side of the question was very forcibly presented.

Dr. Joseph L. Mayer presented an interesting paper upon "The Standardization of Volumetric Acid and Alkali Solutions," in the course of which he pointed out that the U. S. P. VIII recognizes but one substance for the standardization of volumetric acid and alkali solutions, this substance being potassium bitartrate. The bitartrate, after purification, is, of course, employed to standardize the alkali, which then serves to standardize the acid. This method is accurate, but complaints are constantly made because of the time and trouble involved in properly preparing the bitartrate. In fact, many students and pharmacists are inclined to employ some other method. To determine the relative accuracy of other com-

monly used methods as compared with the U. S. P. method, Dr. Mayer undertook the work which formed the basis for his paper.

He employed the bitartrate method, following the directions on page 532 of the U. S. P. VIII for the purification of the salt and the method for standardizing V. S. KOH on page 552. Sulphuric acid, V. S., was standardized by measuring 25 cc. into a 100 cc. Erlenmeyer flask and titrating in boiling solution with the KOH solution, employing phenolphthalein as an indicator. The factor for the sulphuric acid V. S. was 1.0391.

The other methods employed by the speaker were the ammonium sulphate, sodium carbonate, oxalic acid, silver chloride and barium sulphate. The first of these he carried out by accurately weighing two small beakers, adding to each 25 cc. of the sulphuric acid V. S. and an excess of redistilled ammonia water, evaporating to dryness on a water bath and then heating in an air oven at 110°C. for periods of 20 minutes. When the weight became constant the ammonium sulphate was calculated to sulphuric acid. To avoid contamination with silica, at the time of making the test, strong ammonia was placed in a test tube and the gas distilled into distilled water. The factor for sulphuric acid V. S. was 1.0385.

The sodium carbonate method was carried out by employing Merck's Reagent anhydrous sodium carbonate, heating in a platinum dish a few minutes and quickly transferring to a stoppered weighing bottle. After cooling, Dr. Mayer weighed off a portion for analysis, dissolving it in water and titrating against the V. S. sulphuric acid, using methyl orange as an indicator. The factor for the V. S. sulphuric acid was 1.0409.

To carry out the oxalic acid method, Dr. Mayer weighed off portions of Merck's Reagent oxalic acid crystals and after dissolving in water, titrated against KOH solution using phenolphthalein indicator. The KOH solution was then employed to standardize the acid, using 25 cc. of the latter, titrating in hot solution, and employing phenolphthalein indicator. Factor for sulphuric acid V. S. was 1.0398.

The silver chloride method was carried out by taking 25 cc. of hydrochloric acid V. S., about 200 cc. distilled water, adding an excess of one drop of silver nitrate solution, heating to boiling, allowing to stand until granular and after filtering out washing on a Gooch crucible.

After drying on a hot plate the granules were weighed and the quantity of hydrochloric acid in the solution was calculated from the weight of the silver chloride. The V. S. hydrochloric acid was then run against the KOH solution, titrating in hot solution. The KOH was also run against the V. S. sulphuric acid in hot solution, phenolphthalein being the indicator employed. Factor was found to be 1.0367.

In carrying out the barium sulphate method, Dr. Mayer precipitated barium sulphate in 25 cc. quantities of the V. S. sulphuric acid; the barium chloride solution which was boiling being added from a pipette drop by drop to the boiling sulphuric acid solution which had been diluted with water.

The material was allowed to stand on a hot plate until the solution became clear. It was then filtered through Gooch crucibles, and after washing, drying and heating, was weighed as barium sulphate. From this the quantity of sulphuric acid was calculated. The sulphuric acid V. S. factor was 1.0440.

Dr. Mayer stated that all his determinations were run in duplicate and yielded very close checks. He presented a table which showed at a glance the results obtained by the various methods. This table was as follows:

Potassium bitartrate method (U. S. P. VIII)	factor	1.0391
Ammonium sulphate	"	1.0385
Sodium carbonate	"	1.0409
Oxalic acid	"	1.0398
Silver chloride	"	1.0367
Barium sulphate	"	1.0440
		6) 6.2390

1.03983

With the exception of the barium sulphate figure the results agree closely. Dr. Mayer included this figure in making up the average despite the fact that it is a trifle high. Numerous determinations made on sulphuric acid solutions, he said, always yielded a higher result by this method than by others. The sulphuric acid was originally standardized on June 4, 1912, and the factor which was the average of all the methods was 1.0388.

Considerable fungus growth was present in the solution at the time the work detailed in Dr. Mayer's paper was begun and carried out, this being on Nov. 12, 1913, and the factor, which was the average of all the methods, was as above noted, 1.0398, the difference between the two figures after about 17 months being (1.0398—1.0388) 0.001, which proved that the age of the solution and the fungus growth had not affected it.

In conclusion, Dr. Mayer observed that, as pointed out by Clark, a volumetric solution whose factor has not changed more than four points in the third decimal place in titrating 25 cc. of one solution against 25 cc. of another is regarded as not having changed its strength. The results indicate that any of the above methods may be used with perfect safety for the standardization of volumetric acid and alkali solutions, Dr. Mayer's personal preference being for the ammonium sulphate, sodium carbonate and potassium bitartrate methods.

The speaker took occasion to acknowledge his indebtedness to his assistant, Dr. I. Schwartz, for his work in carrying out some of the duplicate determinations.

Among those who discussed Dr. Mayer's paper were John Roemer, Dr. M. R. Schmidt, Otto Raubenheimer, Dr. Frederic E. Niece and others.

Dr. Geo. C. Diekman, reporting on the progress of pharmacy, gave the results of some investigations of specialties in Germany. Salicol, claimed to be acetyl-salicylic acid with citrosalicylic acid, proved to be only an impure form of the first-named compound. Codeine tablets were uneven in size and weight, and contained about 30 per cent. of the claimed strength. An eye water, for which ridiculous claims were made, showed itself on analysis to be merely a weak solution of zinc sulphate and sodium chloride. Schumacher's "Cell Regenerator" was simply a very pure milk sugar, without medicating substances. An examination of various digitalis preparations showed great variations in strength, the figures generally running quite low. In a discussion of the sale of patent medicines in other countries, Dr. Joseph Weinstein stated that only 180 such were allowed to be sold in Russia.

## 168 MEMBERS ENROLLED OVER 15 YEARS.

### G.A.S. Statistics Are Compiled by Recorder George Leinecker—Hy. Diedel Oldest Member Honored.

HEREAFTER the German Apothecaries' Society's official organ, the *Apotheker-Zeitung*, will publish the year of election after each name in the monthly membership list. This was decided upon at the society's April meeting, called to order by President Dr. C. F. Klippert. The work of compiling these dates has been completed by Recorder George Leinecker who was obliged to search through the minutes of the past 35 years. Mr. Leinecker reported that at least one previous secretary had entered his minutes on letter heads and that some of the minutes were missing. Carl F. Schleussner was the first secretary to introduce a system into the secretary's work.

From the statistics gathered by Mr. Leinecker, the following are of particular interest:

Out of a membership of 350 the society has eight honorary and 20 associate members. The oldest member is Henry Diedel, who has belonged to the society for more than 50 years. Herman Sellheim joined more than 46 years ago. Thirteen members have belonged more than 40 years, 24 more than 30 years, 37 more than 25 years and 168, or more than 50 per cent., have been members for more than 15 years. As to residence of members, 217 live in either Manhattan or Bronx boroughs, 77 live in Brooklyn, nine in Long Island, outside of Brooklyn; three in Staten Island and the balance reside in various cities or towns.

Mr. Leinecker was honored with a special vote of thanks. Mr. Schleussner proposed that Henry Diedel be notified that he is now entitled to life membership without further payment of dues. The motion received unanimous support.

Mr. Leinecker, as recorder, also reported that Dr. Frederick Grosse had requested to be supplied with documents of the society for exhibition at the Leipsic Exposition to be held next year. Mr. Leinecker arranged for exhibition the following list:

- (1) Manual of the New York Pharmaceutical Society, 1858;
- (2) Constitution of the N.Y.D.A.V., 1864; (3) Historical Sketches of the N.Y.D.A.V. after 13 Years of Age, 1865;
- (4) History of the N.Y.D.A.V., compiled by Secretary Rup-

recht upon the occasion of the society's 25th anniversary, 1876; (5) Copy of the history and constitution of the society when it was in its 41st year, 1892; (6) Catalogue of library of the society, 1900; (7) Constitution, 1901; (8) History of the society compiled by Gustave Ramsperger, one of the founders, on occasion of 50th anniversary, 1901; (9) *Bier-Zeitung*, the programme of arrangements, 60th anniversary, 1911; (10) Programme of the *kommers* arranged in honor of the Thursday Bowling Club after winning a piano in a popularity contest held by a German daily paper, 1912.

The above documents will also be exhibited at the 1915 exposition at San Francisco.

S. V. B. Swann, chairman of the legislative committee, reported that 16 or more bills pertaining to pharmacy introduced in the State Legislature had been killed. He recommended that the Frawley bill be supported and a resolution introduced by George T. Riefflin that 350 members of the society favor this measure, but oppose the Boylan bill, was adopted. Mr. Swann also reported the recent Special Sessions decision placing pharmacists under the pharmacy act and not the labor law.

Robert S. Lehman reported that applications are being received continually from persons signifying their intention to participate in the society's European trip. He said that the outlook for the trip was very favorable. Otto P. Gilbert, chairman of the entertainment committee, again called attention to the date, June 18, of the society's annual outing at Witzel's Pavilion, College Point, L. I.

Fred Schaefer, chairman of the propaganda committee to increase membership in the mortuary fund, reported progress and requested those present to join this feature of the society's activities. At the conclusion of his remarks, five members were enrolled. The committee, consisting of Mr. Schaefer, Paul F. Gebicke, custodian of the fund, and August Diehl, will call on each member personally and request the latter to join.

Otto Raubenheimer, chairman of the scientific committee, announced that in the near future Prof. H. V. Army, F. F. A. Haase and Prof. Curt P. Wimmer would present interesting papers. Mr. Raubenheimer delivered a lecture at this meeting on the discovery of morphine. President Dr. Klippert observed that the discovery of morphine was a triumph for German pharmacy.

Martin Heldt, 1272 Boston road, was elected a member. C. E. Trautmann, Jersey City Heights, was proposed for membership.

A *kommers* will be held after the May 7 meeting, during the first part of which Otto P. Gilbert will preside and during the second part, the "Fidelitas," Paul F. Roenne will be in charge.

## KINGS CO. P.H.S. COMMENDS DRUGGISTS' HOME.

### Dr. Anderson Asserts Stevens Bill Will Prevent Giving Away of Coupons, Etc.—Routine Reports.

THE sum of \$25 was donated to the Druggists' National Home by the members of the Kings County Pharmaceutical Society, who unanimously adopted a motion proposed to that effect by Thomas J. France at their April meeting, held at the Brooklyn College of Pharmacy. Upon the suggestion of Jacob Rehffuss, the treasurer was instructed to make the society's check payable to Thomas Lamb, the Home's Brooklyn representative. Dr. Wm. C. Anderson, C. O. Douden and others spoke highly of the institution and commended the society for giving its support. The resolution was adopted following the announcement by Mr. France of the bazaar, entertainment and ball of the Retail Druggists' Protective Association, held at Saengerbund Hall, for the benefit of the Home.

Dr. Anderson presented an interesting report on the action taken on bills relating to pharmacy at the recent session of the State Legislature. All of these are treated elsewhere in this issue. As to National legislation, he stated that the Bacon-Hughes army pharmacists bill had not been advanced during the past month. He outlined the proposed amendments in the Harrison bill, which are presented elsewhere. The Stevens bill, he said, will prevent the giving away of coupons and presents.

Treasurer Adrian Paradis reported a balance on hand of \$326.73. T. J. France, chairman of committee on supervision, reported that the college examinations would occur April 25

to May 5. Otto Raubenheimer, committee on affairs pertaining to pharmacy, announced that Dr. Joseph Mayer would address the society at the May meeting. The secretary was instructed to invite Samuel F. Brothers, corresponding secretary of the American Medico-Pharmaceutical League, to attend the May meeting and on that occasion to explain the purposes of his organization. T. J. France reminded the members that the day of meeting was the 49th anniversary of the assassination of Abraham Lincoln. Charles V. Lewis spoke at considerable length upon the standard of ethics of a particular physicians' supply house which had recently opened a drug store. A committee was appointed to investigate the matter.

#### DRUG TRADE SECTION FAVORS LEGISLATION.

Instructs Legislative Committee to Draft a Bichloride Measure for Introduction in Congress.

THAT it introduce into Congress its own bichloride bill, was the gist of a resolution unanimously adopted at the April meeting of the Drug Trade Section of the New York Board of Trade and Transportation. The legislative committee, upon the suggestion of Dr. Henry C. Lovis, was instructed to draft a bill which would safeguard the public against the mistaken use of bichloride of mercury and at the same time not make it difficult for the trade to comply with. Dr. Lovis considered it essential that the section should put forward an adequate measure on this subject before Congress should pass some one of the several objectionable bills now before it. Dr. Lovis had in mind a bill containing provisions similar to those proposed for adoption by the local Board of Health.

Dr. Lovis also outlined several amendments to the Harrison bill proposed by the National Drug Trades Conference. By resolution, the section endorsed the Conference's action. The amendments include the elimination of the provision for the sale of hypodermic syringes and the elimination of the word "pharmacist" where it might be construed to exclude a retail pharmacist.

Secretary William F. McConnell presented a report upon the recent session of the State Legislature. Fifteen bills of interest to the members had been introduced, the most important of these being the Nelson and Boylan bills. The Duhamel-Nelson "pure food commission" bill was not reported out of committee. The Boylan-Kerrigan bill was written upon the day of adjournment and was passed. It will probably be signed by the Governor. The Blauvelt bichloride measure was defeated by vote upon the floor of the Senate. The Frawley bill is now in the hands of the Governor. Other bills which either failed to pass or were killed in committee were those introduced by Messrs. Ramsperger, Carswell, Ahearn, Suffern and Griffin.

#### A.P.H.A. AT DETROIT.

The annual convention of the A.Ph.A. at Detroit on Aug. 24-29 promises to be one of the most successful ever held, particularly from the point of view of systematized work and recreation. There will be little "lost motion," and as little conflict in interests as is possible with an organization with so many sections and so many affiliations. The entertainment programme, while not all mapped out, is sufficiently defined to warrant the statement that it will be one of "the best ever"—since Detroit is exceptionally favored with natural advantages, in addition to being a center of many important industries. When it is also realized that "live wire" committees, backed by ample funds, are in charge of the local arrangements, the membership of the A.Ph.A. will have no reason to fear an uneventful visit to Detroit for convention week.

#### Scientific Section, A.Ph.A.

Chairman Edsel A. Ruddiman, of Nashville, Tenn., who is directing the affairs of the Scientific Section, A.Ph.A., is soliciting papers for presentation at the meetings of the section at the A.Ph.A. annual meeting at Detroit in August. The officers of the section wish to have as many of the papers discussed as the time will permit, and to prepare properly for discussion the papers should be in the hands of the chairman as early as possible, and not later than a month before the meeting.

#### City of Washington Branch, A.Ph.A.

The March meeting of the City of Washington Branch of the American Pharmaceutical Association was held at the National College of Pharmacy and called to order by the president, W. S. Richardson. The first subject was "Price Standardization," by J. Leyden White. Mr. White graphically described conditions in pharmacy today and traced the origin of cut prices to monopoly. He presented House Bill 13305, a bill "to prevent discrimination in prices and to provide for publicity of prices to dealers and to the public." The history of this bill, as well as the origin of the Fair Play League, was related, and also the "ins" and "outs" of price protection. While the reception of this bill before noted has not been over-cordial in Congress, Mr. White stated that a number of those who had radically opposed it at the outset had been won over, without the loss of any of the original supporters. After hearing his address, the branch tendered Mr. White a vote of thanks.

Martin I. Wilbert then read a paper on "Russian Oils" (which is printed elsewhere), wherein he gave a complete history of their origin, use in medicine, their preparation, and alleged medicinal virtues. He further invited attention to the fact that the average retailer can purchase these oils at 80 cents a gallon and bottle them himself and have a product superior to that for which he is paying 40 to 60 cents a pint under fancy names.

In the absence of S. L. Hilton, who has made extended observations of these Russian oils recently, Dr. H. E. Kalowski read his paper, which covered his experiments with all the leading brands of oils on the market. Samples were exhibited and their merits reported. In addition, Mr. Hilton has made many experiments to produce a wholly satisfactory aromatic oil. Samples of these, 30 or more in number, were exhibited and passed among the members for inspection. The samples flavored with cardamom, natural wintergreen and the combined oils used in aromatic elixir and compound spirit of orange attracted much favorable comment. Following a full discussion of the matters which had been brought before the branch by the address made and the papers read, the branch adjourned.

#### Maine Ph.A.

The 47th annual meeting of the Maine Ph.A. will be held at the Bangor House on June 30, July 1, 2. A feature of the sessions will be the presentation of prize papers upon a wide variety of topics. The transportation committee is made up of M. L. Porter, Danforth; S. R. Crabtree, Island Falls, and F. H. Neal, Fairfield. The committee in charge of the entertainment consists of Chas. H. Davis, Bangor; C. M. Brown, Bangor; W. C. Mutty, Oldtown; C. E. Walmsley, Bangor, and Fred E. Miller, Bangor. Walter M. Chase, 5 Hammond street, Bangor, is the chairman of the committee on papers.

#### N.Y.S.P.A., as Usual, Must Change Place of Meeting.

True to precedent, the New York State Pharmaceutical Association will be obliged this year to change its place of meeting. The Sagamore Hotel, located at Bolton and one of the largest on Lake George, was recently destroyed by fire at an approximate loss of \$250,000. It is the general impression in Bolton that the fire was of an incendiary origin. The hotel was the property of the Green Island Improvement Co and was insured for \$150,000. The association may meet at Otsego Lake.

#### West Virginia Ph.A.

The annual meeting of the West Virginia Pharmaceutical Association will be held at Loch Lynn Hotel, Mountain Lake Park, Maryland, June 23-25. A large attendance is looked for, and it is hoped that Prof. Joseph P. Remington, of the Philadelphia College of Pharmacy, will be present. The travelers' auxiliary is planning one of the best entertainments yet presented at an annual convention.

#### Women's Ph.A. of the Pacific Coast.

The monthly meeting of the Women's Pharmaceutical Association of the Pacific Coast was held in the Assembly Hall, Pacific Building, San Francisco, March 27. Mrs. R. E. White, the president, was in the chair. Difficulties in spreading asafoetida plasters; syrup of hypophosphite and syrup of hypophosphites comp.; acetic acid in eye drops; London purple, and

taka-diatase were discussed during the roll call. Mrs. White had a very carefully prepared paper on various methods of preparing cold cream and samples of U.S.P., G.P. and B.P. cold creams. Miss Roehr read a paper prepared by Mrs. Rees on "Ventilation in Drug Stores." The discussion of the evening was on the Proposed Recipe Book of the American Pharmaceutical Association, and this was opened by Dr. Winslow, followed by Mrs. White, Mrs. Kane and Miss Roehr.

#### ST. LOUIS DRUG CLUB IN NEW QUARTERS.

The St. Louis Drug Club has taken a big room in the Southern Hotel for quarters and will have advantage of the many conveniences to be offered by the hotel when it is opened on May 1. The club has a successful growth to date but now it promises soon to reach the full growth for such an organization in the big field afforded by St. Louis drug business.

The new location will put the club in the heart of the jobbing district not only for drugs, but for drug specialties and accessories, within a few blocks of all other downtown hotels, near the leading theaters—in fact, right in the center of downtown business and social activities.

Plans are to take advantage of all the opportunities afforded by making the club headquarters for retailers, wholesalers, manufacturers and traveling men and other visitors to the city. Telephones will be installed for the use of all visitors and members, card indexes will be provided for persons having use for them in looking up business, a secretary will be present to look after the wants of visitors, and every effort will be made to make the club serviceable in business as well as in a social way. One of the features will be a sample room for traveling men.

Being in the hotel, the club members will be able to get their meals under the same roof, get a shave, a turk sh bath, write letters, make a speech in the convention halls or spin a yarn in the lobby. Everything demanded, even to a shine, will be handy.

The big men of the St. Louis drug world are taking hold and it is expected that members of the St.L.R.D.A., which met at the Southern for years, will make the club a gathering place when they run downtown for business or a social hour.

In pushing the club one of the most active members is Jerome A. Wilkerson, the club secretary until the recent election. This position is held only a year by each secretary, and O. J. Cloughly, the hustling ex-president of the St.L.R.D.A., is now recording secretary, with L. Tolle, assistant secretary, Henry L. Hudson is the new president and Joseph Horn 1st vice-president. George Scheu is treasurer. The trustees named are Frank Singleton, E. W. Rose, Martin Scherer and William Cory.

#### Illinois Pharmaceutical Travelers' Association.

The Knights of the Grip who call on the pill-rollers throughout Illinois, held their annual banquet April 4, at the Hotel Sherman, Chicago. In the afternoon the travelers met for a business session. President Burhans and Secretary-Treasurer Herbert E. Cornish inaugurated this idea of holding a business meeting on the day of the annual banquet to discuss matters pertaining to the welfare of the association. The committee appointed by the president for the revision of the constitution, consisting of Messrs. Keim, Dudley and Stevenson, submitted an entire new set of laws and rules for discussion. A number of changes were adopted. All of the officers present submitted reports on the progress which is being made in the plans for the convention of the Illinois Ph.A. at Fox Lake in June.

At the banquet in the evening A. C. Kennedy, representing the down-State members, acted as toastmaster. Ralph Dorland, president of the Illinois Ph.A., made a brilliant address complimenting the Travelers on the progress their association was making, and expressed the hope that the retail druggists of the State would soon awaken to the fact that a concentrated effort of co-operation among them was necessary to build up and make the Illinois Ph.A. what it should be, the most powerful State association of the retail druggists in the country. M. L. Burhans, the president of the Travelers, spoke on the progress made by the Travelers during the past year. Thomas Potts, in his usual jovial manner, addressed the association on "Fraternalism." Mr. Cornish outlined the plans being made to entertain the druggists of the State during the "week end at Fox Lake" and called upon every jobber, manufacturer and

traveling man to boost the coming convention. J. M. Schwalbe, chairman of the entertainment committee, proved a very able master of ceremony. Brother Dudley, one of the pioneer workers among the traveling men, brought good news from the down-State boys. Hugh Craig, editor of the *N.A.R.D. Journal*, greeted the travelers on behalf of the press. Among the other speakers were Prof. W. B. Day and Messrs. Lahl, Matheson, Schwalbe and Hobart.

#### For A.Ph.A. Home in Philadelphia.

At a meeting of the executive committee of the Philadelphia Branch of the American Pharmaceutical Association, held recently, it was decided to ask every pharmaceutical interest in Philadelphia to co-operate in the work of securing a proposed home for the association. The general plan provides for the erection of a fireproof building, large enough for the editorial and secretary's offices, with a library, a suitable place for keeping the association's valuable records and an experimental laboratory. The executive committee decided that it would assume the attitude that if the association at large considers Philadelphia as the best location for such a building, then the assurance can be secured of the united co-operation on the part of the city's large pharmaceutical interests. The medical interests, too, will probably be asked to join in this movement.

#### Massachusetts Ph.A.

At a recent meeting of the Board of Directors of the Massachusetts Ph.A. it was decided to hold the 33d annual meeting of the association at the New Ocean House, Swampscott, Mass., on Tuesday, Wednesday and Thursday, June 16-18.

#### Northwestern Branch, A.Ph.A.

The April meeting of the Northwestern branch of the American Pharmaceutical Association was held immediately after a special meeting of the Minnesota State Pharmaceutical Association at the Nicolett Hotel, Minneapolis, on April 15. The following papers were presented: "The Preparation of Ampoules in the Pharmacy," F. A. U. Smith; "Some Recent Problems of the Pharmacist," W. A. Frost; "Spices: Official and Unofficial Varieties," M. H. Haynes; "Some Tests on the Ethereal Tincture of Digitalis," F. A. U. Smith, and "Should Students in Pharmacy Take Military Drills," Dean F. J. Wulling. The meeting was preceded by a dinner.

#### Pittsburgh Branch, A.Ph.A.

The April meeting of the Pittsburgh Branch, A.Ph.A., was held at the Pittsburgh College of Pharmacy on April 17, with the following programme:

"Lantern Slides of Medicinal Plants," by Dr. L. K. Barbaker.

"Activities of Enzymes and Bacteria," by Dr. J. H. Wurdack

A discussion of Heroin Sales in their legal and moral aspects was a feature of the evening.

#### Wilmington Auxiliary Holds Session.

The women of the Woman's Auxiliary Retail Druggists' Association of Wilmington, Del., recently met at the home of Mrs. J. O. Bosley, in that city. Following the business session the members enjoyed a social hour. Refreshments were served by the hostess. The next meeting will be held at the home of Miss Nora Brendle, Eighth and West streets, Wilmington, Del.

#### Boston Druggists' Association.

The quarterly meeting of the Boston Druggists' Association was held at Young's Hotel, March 31, with 75 members present, and with President William S. Briry presiding. The guests included Dr. Milton W. Franklin, Sidney B. Paine and Dr. Paul H. Provandie. The after-dinner exercises included addresses by Mr. Paine on "Ventilation and Ozone," and by Dr. Provandie on "Preventive Medicine."

#### A.W.P.A.

The April meeting of the American Woman's Pharmaceutical Association was held in the alumni room of the New York College of Pharmacy on April 13. Dr. Schroeder, of the New York Board of Health, was the guest of the evening, and gave a very interesting talk on "Milk," which was much appreciated. Refreshments were served.

## AMERICAN CHEMICAL SOCIETY MEETS.

Cincinnati Meeting Swelled by A.Ph.A. Members and  
by Ohio Valley D.A. Delegates.

CINCINNATI, April 10.—With fully 1500 chemists present, the sessions of the 40th Spring meeting of the American Chemical Society came to a close today. More than 15 papers were read before the various sections, the Chairman of which follow: Biological Chemistry, Dr. Carl L. Nye; Inorganic Chemistry, Dr. J. P. Blackbridge; Pharmaceutical Chemistry, I. R. Lohr; Industrial Chemistry, Geo. P. Adamson; Organic Chemistry, P. A. Cutler; Physical and Inorganic Chemistry, F. W. Robinson; Water, Sewage and Sanitation, Leonard Burton.

President Theodore W. Richards, of Harvard University, called the meeting to order, and the delegates were welcomed by Mayor Spiegel, of Cincinnati. Professor Charles Dabney, of the University of Cincinnati, in the buildings of which institution the meetings were held, responded. Other important addresses were by Prof. Arthur T. Day, of the Geophysical Laboratory at Washington, on "The Chemical Problems of an Active Volcano"; Prof. Wilder D. Bancroft, of Cornell, on "Flame Reactions," and Irving Langmuir, of the General Electric Company's laboratory, on "Chemical Reactions at Low Pressure." The mornings of April 8 and 9 were given over to the reading of papers, while the afternoons were devoted to visits to the Globe Soap Works, the filtration plant of the Cincinnati water works, the Procter & Gamble plant, the National Cash Register Company at Dayton, and the American Rolling Mills Company at Middletown.

Prior to the regular sessions the executive board met at the Sinton Hotel, and selected New Orleans as the next meeting-place. It was also decided to meet with the American Association for the Advancement of Science at New York, in 1917, and in Chicago, 1921, instead of the following year.

One of the most noteworthy features of the convention was an address by Dr. Edward Gudeman, before one of the sections, in the course of which the speaker startled his audience by affirming that sulphurous acid fumes, if inhaled, will cure tuberculosis in its early stages. The gas was stated to have the property of penetrating intercellular tissues. The treatment is not patented, may be used by anyone, and Dr. Gudeman reported that he had successfully applied it to several of his own patients. Cincinnati physicians were not inclined to attach much attention to the announcement.

## Aroma Club Now Full Blown.

The Aroma Club, an organization of perfumers and toilet goods manufacturers in New York City and vicinity, has built up a membership of 180 in three months. To W. G. Ungerer, of New York, is due the chief credit for the inception of the club, which holds weekly luncheon-meetings, which are entirely informal and for the purpose of furthering the already friendly feeling which exists among the trade. At the meeting held on February 4, the following officers were elected: President, W. E. Swindell, of Swindell Bros., Baltimore, Md.; vice-president, L. E. K. White, of A. P. Babcock Co., New York City; treasurer, A. B. Calisher, of Calisher & Co., New York City, and secretary, Louis Spencer Levy, editor of the *American Perfumer*.

## Boston Chapter, W.O.N.A.R.D.

"Charity Experience," was the subject of a very interesting and informing address which was given April 16 at the Hotel Vendome before the members of Boston Chapter 1, W.O.N.A.R.D., at their regular April meeting, by Mrs. M. R. Martin.

During the social hour tea was served by Mrs. W. R. Acheson, Mrs. G. A. Wilson, Mrs. Florence L. Berry and Mrs. J. G. Kilburn, assisted by Mrs. Fred A. Hubbard and Miss Sallie LaPierre.

Plans are now under way for the annual luncheon which will be held May 8, followed by the annual meeting and the election of officers.

## AMONG THE ASSOCIATIONS.

The annual meeting of the Louisville R.D.A. was a "jubila-

tion meeting" over the defeat of the bill introduced in the last Legislature which sought to give persons graduating from medical colleges prior to July 1, 1905, the right to practice pharmacy without taking an examination. The reports of officers showed the organization to be in a prosperous condition. The officers were re-elected as follows: President, John J. Seiberz; vice-president, W. H. Fisher; treasurer, William Vottler; secretary, Robert J. Frick.

The March meeting of Boston Chapter, W.O.N.A.R.D., was held at the Hotel Vendome and the members heard a most instructive address on "Juvenile Delinquency," by Edwin Mulready, State Commissioner of Probation. Songs were sung by Miss Elsa Lindell, with Miss Teeling as accompanist. Miss Sallie LaPierre was in charge of the tea room, and the pourers were Mrs. Charles A. Stover, Mrs. J. F. Finneran, Mrs. John W. Lowe and Mrs. William R. Acheson. They were assisted by Mrs. Leopold Bartel and Mrs. Elie H. LaPierre.

At the annual meeting and election of the Savannah (Ga.) Retail Druggists' Association, W. D. Jones was elected president to succeed H. C. Shuptrine. Other officers elected were: Vice-president, W. T. Knight; secretary, R. A. Anderson; treasurer, H. H. Livingston. The board of control is made up of these officers: I. A. Solomons and W. A. Pigman.

At the annual meeting of the Rock County (Wis.) druggists' organization the following officers were elected: President, J. P. Baker, of Janesville; secretary-treasurer, J. M. Farnsworth, Beloit. The meeting adjourned till Oct. 2, 1914, when important business will come before the association.

The Madison (Wis.) R.D.A. has elected the following officers: President, Alfred E. Kundert; vice-president, W. M. Atwood; secretary, A. J. Helstrom; treasurer, Adolph H. Glenz. The retiring officers were: A. W. Krehl, president; A. E. Krueger, secretary; B. B. Collyer, treasurer.

The second boat excursion under the auspices of the New Orleans Drug Clerks' Club was given aboard the steamer "Sidney," April 17, the boat leaving at 8:15 and returning about midnight. Arnold Troxler was chairman of the outing committee.

The Ladies' Auxiliary of the St. Paul R.D.A. entertained about 500 at the Ryan Hotel, April 1. The hostesses were Mrs. L. J. Aberwald and Mrs. W. E. Burke.

The druggists of Biddeford, Me., have voted a new schedule of hours for Sunday, the stores being open from 8 till 10:30 a.m. and from 5 to 8 p.m.

The Ohio Ph.A. will hold its annual session at Cedar Point, Ohio, July 7-10 inclusive.

## Newspaper Therapy—Up to the Minute.

The following clipping relating a most unusual occurrence and the first instance, no doubt, on record, where a serum treatment was attempted to counteract poisoning by a vegetable drug, appeared recently in the *Kansas City Star*:

## "Fights for Life Against Poison."

"Serum made from the poisonous jequirity bean, one of which Samuel D. Workin, a New York School of Pharmacy senior, chewed and swallowed Thursday, is being injected by his physicians in an effort to save the student's life. The serum was prepared by a wholesale drug house that manufactures an essence from the bean for diseases of the eye."

The K.C. Drug Club inquired into the matter and received the following report from the secretary of the N.Y. College of Pharmacy:

ALBERT N. DOERSCHUK,

President K.C. Drug Club, Kansas City, Mo.

Dear Sir:—In reply to your letter of March 25, I have to say that the statement made in the clipping herewith is entirely without foundation. No serum was administered to the young man whatever.

Very truly yours,

W. SIMPSON, Secretary.

## Canary Bird Food.

Dried yolk of egg.....	2 parts
Poppyheads, powdered coarsely.....	1 part
Cuttlefish bone, coarsely powdered.....	1 part
Granulated sugar.....	2 parts
Wheat biscuit, dried and powdered.....	8 parts
Mix.	



## SCHOOLS AND COLLEGES

### ALBERT PLAUT ESTABLISHES FELLOWSHIP.

At a recent meeting of the Board of Trustees of the New York College of Pharmacy, it was announced that Vice-President Albert Plaut had founded a Fellowship in memory of his father, the late Isaac Plaut. The terms of this Fellowship are as follows:

"For the encouragement of graduate study and original research, this Fellowship has been founded by Albert Plaut, in memory of his father, Isaac Plaut.

"It consists of the payment annually of the sum of \$500, to provide for a year of study at a foreign school or university, by that Bachelor of Science in Pharmacy of this College, who shall have shown, during his course of study here, the greatest taste and aptitude for original investigation, among the members of his class. Should no member of a class be deemed worthy of the award, it will be withheld, and the money retained for this or other cause shall be used for the formation of a fund, the income of which shall be annually added to the Fellowship payment for the respective year.

"The Fellow shall be appointed by the Council of the University upon the nomination of the Trustees of the College of Pharmacy. He shall attend a foreign institution to be selected by himself and approved by the Faculty of the College of Pharmacy and shall pursue a course of study approved by the Faculty. At the close of his incumbency, he shall present to the Faculty a written report of his work.

"The Fellowship payment shall be made in three equal instalments: one on June 15, one on November 1, and one March 1, provided that the Fellow continues faithfully to pursue the work undertaken. In case of failure so to do, he shall forfeit all further privileges and emoluments conferred upon him by his appointment to the Fellowship, and the Trustees of the College of Pharmacy may declare the Fellowship vacant. The terms of the Fellowship will become effective in June, 1915."

### New York College of Pharmacy.

The 84th annual commencement of the New York College of Pharmacy will take place Thursday, May 14, at Carnegie Hall. This year, Nicholas Murray Butler, president of Columbia University, will make the address to the graduating class. The commencement of Columbia University will be held on June 3.

The Phi Chi Fraternity held a dinner at Healy's on March 31, at which Dr. H. H. Rusby was the chief guest of the evening and Dr. Fred Leslie acted as toastmaster. The Kappa Psi dinner on April 2 was held at the Chemists' Club, and among other guests was Prof. Charles F. Chandler. Mr. Jeannot Hostmann, of the Department of Chemistry, acted as toastmaster. Prof. Chandler told the boys of the old days of the College of Pharmacy. He has been a teacher for over 50 years and directly connected with this institution for 47 years.

The 85th session, which begins next September, promises, in point of attendance, to surpass even the present large class. Matriculation has commenced and already over 60 seats have been assigned to members of the class of 1916.

The student activities at the college, under the leadership of Leo Roon, of the Department of Pharmacy, promise successful results. On Junior Night the entertainment will consist mostly of music rendered by the College Orchestra and the Mandolin and Glee Clubs.

### BROOKLYN ALUMNI HOLD ANNUAL BANQUET.

#### J. H. Rehfuß Tells Graduates Fight on Ridiculously Drawn Narcotic Bills Must Not Be Relaxed.

JACOB H. REHFUSS, president of the New York State Pharmaceutical Association, made some interesting post-prandial observations on legislation and "apathy in the drug trade" on the occasion of the recent annual banquet of the Alumni Association of the Brooklyn College of Pharmacy. Mr. Rehfuß asserted that because the druggists had killed a few ridiculously drawn anti-narcotic bills this session of the

Legislature there was no reason why they should relax their vigilance. The anti-narcotic societies are out for records and employ paid secretaries who must "make good." "These people are devoting their entire time to anti-narcotic legislation." The papers frequently quote the anti-narcotic people to the effect that the druggists wire their representatives in the Legislature to "kill all narcotic legislation." "This is not true. Druggists favor anti-narcotic legislation, rightly drawn. What they do object to is this kind of legislation ridiculously drawn up. The anti-narcotic people are all right in principle."

Mr. Rehfuß discussed the Frawley bill to some length. He stated emphatically that druggists should take more interest in politics. "One or two good druggists in each house could do a world of good." And again, on the general subject of narcotics, "Next year the narcotic fight will be worse than this year. Prepare now." Mr. Rehfuß outlined a plan by which a sub-committee should be appointed, the membership in the same to consist of one man from each district. These district representatives should be supplied with pamphlets presenting all the points on all pending bills, and they should keep in touch with their Assemblymen and Senators.

Mr. Rehfuß concluded by asserting that he had heard much of "apathy in the drug trade," but he had found that druggists would work when the leader was "on the job." "Big men all over the State got right 'on the job' whenever they were wired to get after their representatives to oppose or advance legislation."

Among the speakers were Dr. Stewart L. Walsh, Ex-Assemblyman George W. Wilson and Ex-Senator Dr. George W. Brush, Dr. H. J. J. Kassebaum, Charles V. Lewis and others.

### Philadelphia College of Pharmacy.

The quarterly meeting of the Philadelphia College of Pharmacy was held in the College Library March 30. The annual reports of the president and the various committees were read. The election resulted as follows: President, Howard B. French; 1st vice-president, R. V. Mattison, M.D.; 2d vice-president, Joseph L. Lemberger; treasurer, Richard M. Shoemaker; corresponding secretary, A. W. Miller, M.D.; recording secretary, C. A. Weideman, M.D.; curator, Joseph W. England; editor, Henry Kraemer; librarian, Katharine E. Nagle; trustees, Joseph P. Remington, C. Stanley French, George B. Evans; publication committee, Samuel P. Sadtler, Henry Kraemer, Joseph W. England, Joseph P. Remington, Martin I. Wilbert, Charles H. LaWall, John K. Thum; committee on pharmaceutical meetings, Henry Kraemer, Joseph P. Remington, C. B. Lowe, M.D., George B. Weideman, Elmer H. Hessler. Of the reports, that of the president was particularly interesting, portions of which are appended:

"The college buildings at the present time are in good condition. The walls and ceiling of the library have been painted, the floor covered with a cork carpet, and new chairs provided. The walls of the back stairway have been coated with a light colored paint which has proven of advantage in brightening up this portion of the building. Alterations were made in the third floor microscopical laboratory, giving greater facilities for the revised and expanded course in bacteriology, which is now an obligatory course. Changes have also been made in Alumni Hall for the benefit of classes in microscopy.

"Following the approval of the Board of Trustees of a petition signed by a number of students, asking that a lunch room be established, a lunch counter was started a few weeks ago and is being continued with increasing success.

"The total number of students in attendance at the college at this time is 434, an increase of 14 over last year. Of those seeking admittance to the college at the beginning of the Fall term, 29 applicants were not able to furnish satisfactory entrance credentials. These were given the privilege of remaining at the college and repeating the first year work during 1914-15, in the meantime being expected to qualify. Of these, only four are attending at the present time and under the circumstances are not listed as students. In the department of analytical chemistry, 76 students are doing special work. Twenty-five students are taking the special laboratory course in bacteriology; of this number, seven are specials and 18 regulars. Fourteen of the special chemistry students are availing themselves of the special course in microscopy. The work in the department of pharmacy has been successfully carried on. The recording of attendance, as now required by the State Pharmaceutical Board, has been of considerable

value, and resulted in a higher grade of scholarship being attained by the classes. The course in commercial training, under the control of the department of pharmacy, and for which students are not charged, has been greatly increased; the number of hours devoted to this branch having been doubled since last year. The department of botany and pharmacognosy has developed a special course in microscopy for the special chemistry students, broadening their knowledge as analysts for the detection of adulteration and deterioration in drugs and foods. It is of interest to note the increasing demand among agricultural experiment stations and Government laboratories for pharmacognosists; and as microscopical courses are not as a rule included with chemical courses given in this country, the Philadelphia College of Pharmacy, in the establishment of such a course, will undoubtedly be enabled to prepare students of chemistry for a broader knowledge and a deeper understanding of the intricacies of the work they have elected, thus extending the educational prestige of the college.

The college has received in the past year from Mrs. Anna Shinn Majer, daughter of your late treasurer, James T. Shinn, a sum sufficient to convert the Shinn Memorial into a scholarship. The Pennsylvania Scholarship Fund of \$2500 is nearing completion, \$2200 of which has been collected.

Your president wishes to call attention to the fact that on the 21st of March, 1921, the college will have attained the 100th anniversary of its existence. This is but seven years away, and your president desires to urge all members to collect and place in possession of the college any historical matters obtainable.

On March 26 the senior class of the Philadelphia College of Pharmacy were the guests of the Smith, Kline & French Co. at the firm's laboratory. The class, divided into squads, inspected every department, those in charge taking pleasure in explaining processes and answering questions. After the inspection the firm served luncheon which was enjoyed by all. The luncheon over, Harry B. French addressed the class, reminding the prospective drug-store proprietors that wholesalers gave more than mere credit, that confidence was placed in the buyer and the wholesaler expects that obligations be met. He then introduced Professor Remington, remarking that this was the professor's 67th birthday, at which moment two waiters approached with an immense cake, placing it before the dean, who acknowledged the honor in his usual jovial style. Professor LaWall, who was in the company's employ for a number of years, spoke in a reminiscent vein. Professor Lowe paid a tribute to the memory of Mahlon N. Kline, one of the founders of the firm. Class President Wheeler responded for the class, which wound up the occasion with the college yell. The occasion was a most profitable and enjoyable one.

Prof. Herbert W. Hess, of the Wharton School, University of Pennsylvania, delivered a special lecture at the college April 6 on "A Diagnosis of Some Drug Store Ills and a Suggested Prescription." He said that a drug-store was a wonderful institution, that it served the young and old, the living and the dying, both day and night. In order that a druggist may be successful he must have a firm belief in the things he sells and the general appearance of his store must be suggestive of health. After a brief resumé of "things we sell" he explained the professional and commercial phases of pharmacy, emphasizing that there was a difference between publicity for public benefit and advertising for selfish gain. By several practical illustrations, Professor Hess differentiated sharply between advertising and salesmanship. In order that any article or proposition may be salable it must possess or excite three things, namely: utility, environment and emotion. In concluding, he gave a few practical rules to follow, the most important one being that a druggist above all other professional men must be happy because he works.

#### University of Illinois School of Pharmacy.

The Alumni Association of the University of Illinois School of Pharmacy (Chicago College of Pharmacy) held its annual meeting and election of officers recently. The treasurer's report showed that the finances of the association are in good condition, there being \$498.08 on hand in the general fund and \$553.04 in the Alumni Ebert fund, which is intended for a scholarship or other suitable memorial of the late Albert E. Ebert. The report of the historian, Miss Charlotte E. Stimson, was presented and it was suggested that the executive committee consider some action looking to the publication of

a history of the college. Arrangements for the annual banquet were discussed. It was decided to hold the banquet as usual on the evening of commencement day and to leave the selection of a place with a committee appointed by the president. This committee later decided upon the Congress Hotel. The election resulted as follows: President, George P. Mills, '84; 1st vice-president, A. H. Clark, '04; 2d vice-president, Herman Fry, '87; 3d vice-president, Rose P. Schmid, '10; secretary-treasurer, B. L. Fisher, '11; historian, Charlotte E. Stimson, '00.

The 54th annual commencement of the University of Illinois School of Pharmacy was held at Howard's Theater April 22. Prof. John Uri Lloyd addressed the graduating class. President Edmund J. James, of the University of Illinois, conferred the degrees. George E. Canham made the valedictory address for the class. The Becker prize for scholarship in pharmacy and the microscope offered by Herman Fry for scholarship in materia medica and botany was presented. The graduating class numbered about 40.

The Alumni Association held its 32d annual banquet on Wednesday evening, April 22, at the Congress Hotel.

#### College of Pharmacy, State University of Iowa.

The Mortar and Pestle Society held two very profitable meetings recently. At the first meeting B. B. Hunter, '15, read a paper on "Prescription Bottles," and W. E. Palmer, '14, one on "Druggists' Profits." Following the programme ice cream and cake were served and everybody enjoyed a social hour. At the second meeting Prof. R. A. Kuever read a most interesting and instructive paper on the subject of Pharmacopoeias, in which he compared the German with that of the United States.

Easter vacation began April 8 at 10 p.m. and continued until April 15, when all classes began again at 8 a.m.

J. E. Booge, Ph.G., '09; Ph.C., '10, for several years past an instructor in chemistry, was recently elected to Sigma Xi, the honorary scientific society.

The sixth annual university dinner was given under the auspices of the Iowa Union and of the Women's League. The toast programme was an excellent one. Prof. T. H. Macbride, acting president of the University, responded to the toast "The University of the Present," and the Hon. D. D. Murphy, chairman of the State Board of Education, to "The University of the Future."

Phi Delta Chi gave an informal dance at Sueppel's Hall recently.

#### University of Washington College of Pharmacy.

The Easter vacation was held from April 3 to 13.

Among those taking the State Board examination held here at the university, were Messrs. Smith, of Edmonds; Webb, of Sedro; Woolley and Hale, of Seattle, all former students of the U. of W.

F. C. Robinson, '17, of Seattle, and Miss Katie Johnson, of Everett, were recently united in marriage. Mr. Robinson is still pursuing the role of a student.

Dean Chas. F. Johnson recently made a trip to Portland to visit the North Pacific College of Pharmacy, and while in Oregon inspected the large vinegar plant at Hood River. This trip was made in connection with his work as State Chemist of Washington.

The Pharmacy Club held a very successful "mixer" in the Woman's League building on the campus. Music, games and a "feed" were the diversions of the evening. Miss Hopkins rendered an excellent vocal solo which was followed by a clever impersonation by Gerald Patton. The great surprise of the evening was the new Pharmacy Orchestra, which rendered several selections in an effective manner.

M. V. Veldec, B.S., '13, has received appointment as bacteriologist in the Federal Water Inspection Service. He is now doing preliminary work in the Federal laboratories at Cincinnati.

The first annual cadet day of the University of Washington was a distinctive affair. Classes were suspended and every one turned out to witness the display of military tactics. A number of contests such as wall scaling, rescue race, equipment race and shoe race afforded amusement. Captain Sewell, of the pharmacy department, took third prize in competitive drill for companies, and received as a prize a fine saber. The military ball was held in the National Guard armory in the evening. More than 1200 people were present, mostly in

military attire. Governor and Mrs. Ernest Lister were among the patrons and patronesses.

**Valparaiso University Department of Pharmacy.**

The members of the Pharmaceutical Association of Valparaiso University have been favored the past month with lectures of special interest to pharmacists and medical men. O. B. R. Smith, of Parke-Davis, was present on April 2, 3, 4. On Thursday afternoon he delivered a lecture on Standardized Products in which he pointed out the necessity for standardization, owing to the varying content of active principles in crude drugs, and sketched the history of this line of research work. Then he spoke in much detail of the various physiological tests used, such as ergot on the cock, cannabis indica on the dog, and strophanthus on frogs. On Friday afternoon Mr. Smith lectured on bacterial vaccines and tuberculins. After giving a short account of the discoveries of Pasteur, Koch, von Pirquet, Sir A. E. Wright, and other noted workers in this field, the speaker explained just what bacterins are, how they are prepared, the exact tests to which they are subjected, the positive and negative phases of the opsonic index, and showed the various styles of packages now furnished to the profession for immediate use. On Friday night the lecture was given before an audience composed of pharmacists, medical students, and many not so closely interested along these lines. He gave a very interesting talk on the methods of preparing and standardizing antitoxins, explaining fully the great advance made in their preparation during the last few years. His lecture was fully illustrated with lantern slides, showing the various laboratory methods used in their preparation and the animals on which tests are made.

On April 9 Dean Timmons, of the Department of Pharmacy, gave a most instructive lecture on and demonstration of liquid air. His exposition of the various chemical and mechanical means resorted to was so clear and so fully illustrated with lantern slides that every one of the immense audience could understand the procedure followed. After the introductory lecture Dean Timmons performed many interesting and instructive experiments showing both the chemical and physical activity and properties of the fluid.

**University of Colorado School of Pharmacy.**

Dean Washburn has received the following books for the Pharmacy Library: Stilles' "Therapeutics and Materia Medica," Edes' "Therapeutics and Materia Medica," Stevens' "Pharmacy and Dispensing," Gallaudet's "Chemistry," "Daggett's "Pharmaceutical Chemistry," Thornton's "Medical Formulary," Rusby's "Manual of Botany," and Rosenau's "Preventive Medicine and Hygiene."

On Friday evening, April 10, Dr. W. H. Jenkins, of Detroit, delivered an interesting illustrated lecture on the "Manufacture of Antitoxins and Other Biological Products."

Rex Harrington, Harry Bennett, K. W. Sloyd and Charles F. Poe were successful in passing the recent examination held by the State Board of Pharmacy.

W. E. Law on "Window Advertising," and J. R. Caldwell on "Different Things to Learn in Dispensing" were the speakers at the April meeting of the Washburn Pharmaceutical Society. The second annual banquet of the society was held April 3 at the Boulderado Hotel, with the following speakers: W. A. Hover, president of the W. A. Hover Drug Co.; C. W. Clark, of the Rocky Mountain Druggist; Prof. J. B. Ekeley, Dr. C. T. Burnett and Prof. Francis Ramaley. Dean H. C. Washburn was the toastmaster.

**Atlanta College of Pharmacy.**

The commencement exercises of Atlanta College of Pharmacy were held at the Atlanta Theater on March 30, at 8 p.m., with the dean, Prof. George F. Payne, Ph.D., presiding. There were 44 members of the graduating class, and the class speakers were: William T. Morgan, salutatorian; Stanley C. Davis, historian; Robert C. Powell, poet, and Samuel C. Moon, valedictorian.

A large number of friends of the young graduates attended the exercises in spite of the rainy weather.

In his report for the year, Secretary H. C. Owens made this statement about the attendance:

"We have had in attendance the past session of six months a total of 110 students, of whom 42 will graduate tonight with the degree of Ph.G., and two with the degree of Ph.C.

Those in attendance were from the following States:

"North Carolina, 4; South Carolina, 11; Georgia, 44; Florida, 6; Alabama, 8; Mississippi, 19; Louisiana, 3; Texas, 1; Tennessee, 8; Arkansas, 3; Cuba, 3—a total of 110."

The faculty of the college is as follows: Prof. George F. Payne, Prof. Carl H. Owen, Prof. H. M. Davison, Prof. W. A. Medlock, Prof. T. N. Bussey, Prof. W. E. Person.

**St. Louis College of Pharmacy.**

St. Louis College of Pharmacy will celebrate its 50th anniversary or "Golden Jubilee" on Oct. 7 and 8. The big central idea of the jubilee celebration will be a new home. The college has been out of debt a year or so, and, being out of debt, it desires to push ahead again, to take care of the increased demands upon it. It has been suggested that the new college site be near the magnificent group of hospitals and medical buildings of Washington University now being erected at a cost of several millions of dollars on a great tract facing Forest Park. The old home has been outgrown after having done great service to pharmacy in the West and the South since its erection in 1892. It has been decided to give a complimentary banquet to all living graduates of the school that can be brought together. Dr. O. A. Wall has been an instructor in the college for 40 years and he probably will have a big part in rounding up the graduates. Besides the banquet, there will be a programme of exercises, in which Dr. H. M. Whelpley and other leaders in the college work and invited guests will take part.

Class of '84, St. Louis College of Pharmacy, plans to hold a reunion. George Berg, president, 3421 Hartford street; Oscar F. Bausch, secretary, 3405 Pestalozzi street, and Louis Bierman, treasurer, Meyer Bros. Drug Co., are in charge of arrangements.

**Phi Delta Chi Fraternity of Massachusetts C. of P.**

Phi Delta Chi Fraternity of the Massachusetts College of Pharmacy held its 13th annual banquet at the Hotel Brunswick April 15, with an attendance of members and guests numbering 60. Dr. T. J. O'Brien, former acting dean of the college, was toastmaster, and the guests included the present dean, Theodore J. Bradley, Hon. Frank J. Donahue, secretary of the commonwealth; Prof. A. W. Balch and Prof. Elie H. LaPierre, all of whom spoke. Music during the dinner was furnished by an orchestra, and the programme included many college songs, in which the whole company joined. The banquet was arranged by John F. Correa, Jr., chairman; T. C. Armstrong, Stanley B. Pinks, Earl F. Smith, Ralph E. Coburn, R. C. Sharon, J. D. Clancy, H. C. Newton, G. A. Moulton, Jr., M. Fry, W. B. Shangraw, E. A. Smith and T. E. Henry.

**Kansas City College of Pharmacy.**

The 29th commencement of the college will be on Thursday, May 7, at Spaulding's Auditorium. On Tuesday evening, May 5, the Alumni Association will give a ball to the graduating class and their friends at Drexel Hall.

The members of the graduating class were guests of Prof. and Mrs. Whitney recently.

Prof. and Mrs. Whitney and the juniors, of which Thos. S. Evilsizer is president, enjoyed the hospitality of Mr. and Mrs. Evilsizer April 16.

F. N. Fricke, State Food and Drug Commissioner of St. Louis, gave an interesting talk before the students on "Drug Laws and Requirements" recently.

The Missouri State Board of Pharmacy held their April examination in the college building. There were more than 60 applicants, among them two women.

**Buffalo College of Pharmacy.**

Dean Willis G. Gregory spent Monday, March 30, in Elmira with his alumni of the Buffalo College of Pharmacy. That evening at the Hotel Rathbun an Interstate Alumni Association was organized of the alumni of all the departments of the University of Buffalo. Fifty graduates of this university sat down to a bountiful meal. The courses were interspersed with college songs and after the coffee, addresses were made by Dean Gregory, in pharmacy; Dean Squire, in dentistry, and Doctors Wende and Kauffman, in medicine. The affair was in charge of a local committee in which Abraham G. Hample, Phar.B., of '03, represented the pharmacists; the decision was unanimously and enthusiastically reached to repeat

University of Buffalo permanent organization was held at the University of Buffalo.

#### University of Illinois, School of Pharmacy.

The commencement of the University of Illinois School of Pharmacy (Department of Pharmacy) was held at the University of Illinois on April 22. The principal address was given by Professor John Uri Lloyd on the subject, "The Year of Opportunity." President Edmund J. James of the University of Illinois, conferred the degree of Graduate Pharmacist on a class of 53 candidates as follows: Edna Becker, St. Johns, Ariz.; Edna Becker, De Pere, Wis.; J. Burdette Jones, Ill.; W. Bryant, Elizabeth, Ill.; George C. Converse, Ill.; Lawrence Converse, Chicago, W. Va.; Fred C. Grogan, Chicago; Oscar Fisher, Chicago; Jeremiah G. Garrity, Spring Valley, Ill.; Harry E. Haines, Farmer City, Ill.; J. H. Hollandt, Lake Mills, Wis.; Elwood J. Howell, Madison, Ill.; Harry E. Johnson, Rockford, Ill.; Joseph G. Johnson, Chicago; Elmer C. Lane, Kankakee, Ill.; Paul F. Marshall, Chicago; Richard W. Merschat, Chicago; Arthur Myerson, Chicago; Charles C. Orr, Chicago; Irving F. Paul, Chicago; Elmer E. Rueckert, Lake Mills, Wis.; Harold S. Smaad, Chicago; Ralph H. Thompson, Earlville, Ill.; Adrian Tom, Chicago; Clio Vavra, Chicago; Ladislav J. Wiatyński, Chicago; Albert J. Cook, Class of '13, Terre Haute, Ind.; George C. Kraemer, Class of '13, Chicago; Wm. A. Lee, Class of '13, Chicago; Alva W. Rackaway, Class of '13, Mt. Vernon, Ill.; Chas. E. Wach, Class of '13, Chicago; Mary L. Smith, Class of '09, Dallas City, Ill. Seven others received certificates as follows: Paul W. Edgett, Earlville, Ill.; Hubert S. Huston, Carthage, Ill.; Gennaro D. Lavieri, Chicago; Fred L. Leib, Anna, Ill.; Albert Schreiner, Batavia, Ill.; Frank J. Vondrasek, Chicago; George Vaupell, Chicago. Prizes were awarded as follows: The Becker Prize, Jeremiah G. Garrity; the Herman Fry Prize, Miss Edna Becker; and the Faculty Prizes consisting of A. Ph. A. memberships—in materia medica, Albert Anderson; in pharmacy, Albert Schreiner, Jr.; in chemistry, George Vaupell. In the evening the Alumni Association held its annual reception and banquet at the Congress Hotel. The members of the graduating class were the guests of the evening. A feature was the reunion of the class of 1889, which celebrated its 25th anniversary. Toasts were responded to by President Edmund J. James, of the university; L. L. Abbott, of the board of trustees; George P. Mills, president of the Alumni Association; Acting Dean W. B. Day, Wm. A. Converse, of the class of '89, and Ralph Thompson, president of the class of '14. Professor A. H. Clark presided as toastmaster. About 150 of the alumni and their friends attended.

#### Medico-Chirurgical College of Philadelphia.

On April 7, Tredwell G. Hopkins, of the M. P. Gould Advertising Co., addressed the students on the subject of "Drug Store Advertising." The Pharmacy Alumni Association held its regular meeting on Wednesday evening, April 1, when it was decided to hold the annual banquet and reception to the graduating class April 29 at the Colonnade Hotel. Prof. Geo. H. Meeker addressed the association and outlined plans for the future of the department of pharmaceutical chemistry which he reported to be in a flourishing condition. Dean J. W. Sturmer called attention to the fact that entrance requirements for the coming session would remain as they are, namely one year of recognized high school work, or 15 counts. After refreshments had been served, the members were invited to inspect the new pharmaceutical dispensing laboratory which has recently been equipped with power machinery to demonstrate the manufacture of compressed tablets, pill coating, etc. G. E. Barton, chemist for the Whitall-Tatum Co., addressed the graduating classes in pharmacy and chemistry on the subject of "Glass and the Manufacture of Laboratory Apparatus" on April 16.

#### Tau Epsilon Phi Fraternity Holds Annual Banquet.

Tau Epsilon Phi fraternity held its annual banquet at the Carlton, East 81st street, members attending from Alpha chapter, Columbia University; Beta, New York College of Dentistry; Gamma, New York University; Delta, Cornell University; Epsilon, Fordham University, and Zeta, Bellevue Medical College. Harry Chiert officiated as toastmaster. The speak-

ers were Monroe H. Weil, Nathaniel Lifshitz, Morris E. Pike, Charles G. Roth, Arnold M. Goodhardt, Morris Bender and Harry B. Silver. The guests of honor were Virgil Coblentz, Charles W. Ballard, Joseph L. Mayer, J. Leon Lascoff and R. H. Alpert. The committee having in charge the arrangement of the banquet consisted of Louis H. Richless, chairman; Harry Chiert, Louis Gurik, Nathaniel Hochberg, David Lothringer, Benjamin Maslon, Benjamin Polage and L. Peter Segal.

#### Creighton University C. of P.

Beginning next September the requirements for admission to the law, medical and dental departments of Creighton University will be raised. The homecoming for the alumni of the medical and pharmacy departments during the last week in April was a feature of the commencement. Both the dental and medical colleges held their annual clinics that week and the commencement exercises of the professional schools took place on April 30. A mammoth spread was held April 29, at which time all the outgoing seniors were admitted to the Pan-Alumni organization.

#### NOTES OF THE COLLEGES.

The St. Louis College of Pharmacy commencement will be May 27. The college will hold its big birthday party Oct. 7-8, and a most elaborate programme is in preparation for this event.

The 28th annual banquet of the alumni association of Northwestern University was held at the Hotel Sherman, Chicago, April 13, when the 125 graduates of the class of 1914 were the guests. One of the principal addresses was made by President Abram W. Harris, of the university, who said, among other things: "Prepare your service for the betterment of mankind, and learn to do things for the benefit of your community. You have more to learn than what is contained in mere books. Equip yourselves for a service of your community and its people and make yourself the chief center." Among the other speakers were Hugh Craig, Dean J. H. Long, H. A. Parkison and Dr. C. H. Miller. C. M. Turnquist was the toastmaster. G. R. Carr, president of the association, received the members and guests, and he was assisted by the other officers, and by more than 75 patronesses, who were headed by Mrs. Lorado Taft.

#### MELTING OF GLYCERIN SUPPOSITORIES.

By RALPH P. HRON.

*University of Oklahoma School of Pharmacy.*

Why do glycerin suppositories melt when placed in the body when their melting points are above the average body temperature (37.5°C.)? The fact that they do melt suggests some cause other than the heat of the body. This view is also strengthened by the fact that the suppositories in their boxes can withstand a temperature several degrees above 37.5°C. without becoming liquid. Their melting then when placed in the body orifices must be due to an additional cause and in all probability this is the moisture present in the membranes.

The author prepared two sets of glycerin suppositories, one set being made strictly according to the directions in the U. S. P., the mixture containing the glycerin being heated on a water bath, while the mixture from which the other suppositories were made was heated over a direct flame, as some difficulty was experienced in getting the stearic acid dissolved and the liquid clear. In this latter case some acrolein (CH<sub>2</sub>, CH. CHO) was liberated from the glycerin and the liquid darkened somewhat.

The suppositories prepared from the mixture which was heated on the water bath had an approximate melting point of 70° S., while those from the mixture which had lost acrolein melted approximately at 55° C. This shows that the excessive heat used in the latter case reduced the melting point several degrees and therefore impaired their keeping qualities. They were also of a darker color than those prepared on the water bath, the latter being practically colorless.

This little experiment, then, shows that the melting of glycerin suppositories in the body is not due entirely to body heat but also to the moisture present, and furthermore, that overheating and loss of acrolein reduces their melting point in air several degrees, thus impairing their keeping qualities.

## DRUG LAWS AND RULINGS

### Curbing the Sale of Narcotics.

**W**ITH the general indorsement of the amended Harrison bill, now before Congress, the passage of the Boylan bill in New York State, the recent enforcement of a new narcotic law in Tennessee, and the consideration of other legislation of the same general tenor in many other States, there seems to be a better outlook than ever for really well-considered control of the traffic in narcotics. We present herewith abstracts of some of the recent legislation and proposed enactments touching upon this vital subject:

#### BOYLAN BILL INCLUDES DOCTORS AND HEROIN

**T**HE Boylan bill, which after various vicissitudes in both houses of the State Legislature, passed the Senate in an entirely rewritten form immediately prior to adjournment, is of direct interest to every pharmacist in New York since it has been signed by Governor Glynn and thus became law. Its provisions are as follows:

The Boylan bill amends the public health law, in relation to the sale of habit-forming drugs. It is divided into sections, section 245 relating to sale prohibited, exception; 246, prescriptions, certificates; 247, order blanks, filing; 248, physicians, etc., to keep records; 249, hypodermic syringes, sale of, records, penalty; 249-a, commitment, procedure, discharge; 249-b, revocation of license, and 249-c, revocation of license after conviction, and 249-d, penalties.

245. Requires prescription for the sale, offer for sale, or giving away of any chloral, opium, or any of its salts, alkaloids or derivatives or any compound or preparation of any of them—provided provisions of section do not apply to the sale of domestic and proprietary remedies, actually sold in good faith as medicines and not for purpose of evading section and provided such remedies and preparations do not contain more than two grains of opium, or  $\frac{1}{4}$  grain of morphine or  $\frac{1}{4}$  grain of heroin or one grain of codeine, or 10 grains of chloral or their salts in one fluid ounce or if a solid preparation, in one avoirdupois ounce, nor to plasters, liniments and ointments for external use only.

246. Unlawful for any person to sell at retail or give away any of the drugs enumerated in 245, except as herein provided, without first receiving a written prescription signed by a duly licensed physician, veterinarian or dentist. Prescription must contain name in full of physician, veterinarian or dentist issuing such, his office address, office hours and telephone number, and the name, age and address of person to whom and date on which such prescription is issued.

Unlawful to issue prescription containing enumerated drugs except after physical examination of any person for treatment of disease, injury or deformity.

Unlawful to sell at retail any of enumerated drugs without first verifying authority of any prescription containing more than four grains of morphine, 30 grains of opium, two grains of heroin, six grains of codeine or four drams of chloral. Such verification may be made by phone or otherwise. Prescription shall be filled at time of receipt for the full quantity prescribed and no prescription so received shall be filled out more than 10 days after date. No copy of prescription shall be taken—prescription shall be retained by dispenser and be filled but once. It shall be kept on general prescription file and given a regular consecutive number on such file. On the prescription inscribe name and address of purchaser and date of purchase. Dispenser shall place on package or deliver therewith a certificate stating name and address of person selling or furnishing same, the name and address of the physician, veterinarian or dentist upon whose prescription sale is made, and the date and name of person to whom sale is made.

Possession—a misdemeanor unless authorized by certificate. Nothing shall be construed to prohibit sale of any such drugs by any manufacturing pharmacists or chemists or wholesale or retail pharmacists or druggists, or to hospitals, colleges, scientific or public institutions, except that such sales shall be made in manner provided for in section 247.

247. State Commissioner of Health shall furnish to all boards of health or officers official order blanks, serially numbered in duplicate, bound in book form, with carbon or transfer paper between the duplicate pages. Same be furnished to local, duly licensed physicians, dentists, pharmacists, druggists or veterinarians, upon which must be written all orders for the purchase of enumerated drugs (245) for use of such physicians, etc. Unlawful to sell, furnish or dispose to any physician, etc., any of enumerated drugs without first receiving from such physician, etc., an official order blank as provided for—which order shall be retained by the person or corporation who sells, etc., any of enumerated articles and such order shall be kept in a separate file or book and an entry made or caused to be made on order stating the date of sale, name and address of purchaser and name of person making such sale.

248. All physicians, etc., shall keep on record name and address of each person to whom such physician, etc., administers or disposes in any way of enumerated articles and the quantity so administered, disposed of or given away. Preserve record for five years open for official inspection—violation a misdemeanor.

249. Unlawful to sell at retail to any person other than a duly licensed physician, etc., a hypodermic syringe or needle without written order of licensed physician or veterinarian. Upon such sale—before delivery—enter in book kept for that purpose, date of sale, name and address of purchaser and description of instrument sold, disposed of, furnished or given away. Violation a misdemeanor.

249-a. Constant use by any person of any habit-forming drug, except under direction and consent of a licensed physician, dangerous to public health. Provision for commitment and discharge on cure.

249-b. License of any physician, dentist, veterinarian, pharmacist or registered nurse may be revoked by proper officers or boards having power to issue licenses on proof licensee is addicted to use of any habit-forming drug or drugs after due opportunity to be heard. Recovery one year a term—re-issuance provided for.

249-c. After conviction for any of violations of article—provision for revocation—applies to physicians, dentists, veterinarians, pharmacists, registered nurses—hearing provided for.

249-d. Violations of any provisions a misdemeanor. Nothing in article shall be construed to amend or repeal section 1746 of penal law. It takes effect July 1, 1914.

#### TENNESSEE FILLED WITH DRUG ADDICTS.

**D**R. LUCIUS P. BROWN, head of the Tennessee Pure Food and Drugs Department, in a recent interview, made the following sensational statements:

"The mass of people have no idea of the extent of the use of narcotics in Tennessee and the United States of America today. They refer to China as the drug-ridden nation, and philanthropists and uplifters have spent years of work and millions to cut down the use of the drug in the Orient, while the same scourge has been for generations assiduously slipping upon and getting a more powerful grip upon their own country.

"It is terrible to contemplate the facts that my department is disclosing in Tennessee. The anti-narcotic laws going into effect recently are serving to uncover a terrible state of affairs. Already we have issued 1360 permits in the State, a large proportion of these to Nashville people, allowing druggists to sell them narcotics for habit use.

"And while one-quarter of a grain twice a day is sufficient for the non-user of morphine, it requires eight grains daily for the person with the habit. Those who are on our books as having permits use an average of 251 grains a month. There are 1107 of them already registered and in the aggregate they use 278,618 grains a month. This costs them approximately \$4644 a month.

"And I believe I conservatively estimate that the number of permits already issued covers not more than one-tenth of the narcotic users in the State. On this basis the narcotic bill of Tennessee narcotic users reaches monthly the vast amount of \$46,440."

Dr. Brown's term of office expires shortly, and there has been more or less opposition to his reappointment, some from druggists and some from manufacturers of proprietaries, but President F. W. Ward, of the State Board of Pharmacy, thinks

The opposition is probably more "politics" than valid objection to the new law of the State department. The fear that politics will be introduced into any action in regard to the narcotic sale is expressed by the Memphis Drug Club at a recent meeting of the association's official opinion, although the majority of the members also, Commissioner Brown. Mr. Ward is one of the leaders of a movement among Tennessee druggists to secure State funds for the endowment of wards in city hospitals to care for drug habitues, and it is proposed to start the movement by setting aside two rooms in the Memphis City Hospital for such treatment. "We can get these unfortunates cleaned out in a few weeks—their systems entirely purified—and lay them on their feet," continued Mr. Ward. "There is no need for habitues to worry over the strict enforcement of the law at present, as they are taken care of through a system of registration with the aid of the physicians."

Secretary Ira B. Clark, of the State Board of Pharmacy, and president of the Nashville Ph.A., says that druggists in all parts of the State believe in the strict enforcement of the law, and that the opposition to Dr. Brown is political, as many of the druggists have endorsed a Republican for the place, Dr. Brown being a Democrat.

### TO COUNT DRUG VICTIMS IN OHIO.

Chief Drug Inspector W. R. Hower, of Ohio, has just announced that a partial census of drug users in the State will be secured during the next few months, and that physicians and druggists will be asked to file with the State Agricultural Commission lists of persons known to be habitual users of drugs. These lists, of course, would be confidential. Inspector Hower asserts that he is confident there are more than 100,000 habitual users of narcotics in the State. He declared that one-third of the negro population in the larger cities of the State use such drugs habitually.

### CONNECTICUT LAW GENERALLY OBEYED.

Curtis P. Gladding, of Hartford, Conn., chairman of the State Board of Pharmacy, declares that the new narcotic law passed as Chapter 191 of the Acts of 1913, is being generally enforced. During the legislative session of 1911 an attempt was made by druggists to secure the passage of a law to prevent the sale of heroin tablets except through a prescription. The attempt was unsuccessful, but last year the present law was framed and adopted. The sponsors were well-known Connecticut druggists, John Mack, of the Goodwin store; Mr. Gladding, Mr. Rapelye and Philo W. Newton. Due to the agitation of the subject by these four leading druggists all the reputable pharmacists in the State stopped selling heroin tablets, although there was no law against the sale at that time. Now the sale is strictly guarded, every druggist filing all applications for anything containing a narcotic, with the name of the purchaser, the physician making out the prescription and the salesman making the sale, and these records are inspected monthly by the county health officers.

### Rexall Stores Fighting Narcotics.

According to William C. Neilly, of the United Drug Co., the Rexall stores are earnestly battling against the use of narcotics. In an interview given in Atlanta, Ga., last month, he said: "One of the many activities of the more than 7000 stockholders of the United Drug Co. is to fight the traffic in habit-forming drugs. Many of the stores have thrown out cocaine entirely, many have eliminated trade in liquor, and all seek full knowledge of all State laws regulating the sale of either drugs or liquor and then endeavor to advance their standards higher than that required."

### Physician Convicted of Selling Morphine.

Dr. John Van Horn, who at one time served as a representative of the Kings County Pharmaceutical Society in the effort of that organization to acquaint Brooklyn physicians with the National Formulary and to induce them to prescribe official preparations instead of secret compounds and nostrums, was convicted of selling morphine illegally on April 8 and later sentenced to imprisonment for one year in Sing Sing, and to pay a fine of \$500. His connection with the Pharmaceutical Society was discontinued some years ago.

Van Horn was once an assistant superintendent of a Sunday

School maintained by one of the leading churches of New York, and had practiced medicine for about 15 years. He was the first licensed physician to be convicted of unlawful traffic in cocaine and morphine. The evidence at the trial developed that he had had a large and lucrative business, and that among his clients were many wealthy persons. The probation officer who reported on the convicted man's career, said that Van Horn once spent 30 days in the Raymond street jail for illegally practicing dentistry in Brooklyn. In imposing sentence, the court denounced the prisoner as a menace to society.

### New Jersey Judge Rules "Morphine" Means "Heroin."

In the case of State vs. Norwood in the Hudson County Court of Quarter Sessions, Judge Sullivan recently ruled that the word "morphine" in the New Jersey law included "heroin," a morphine product. Mr. Norwood had gone on the stand and frankly stated that he sold heroin without a prescription, and that he sold it in entire good faith. If he was guilty it was an innocent guiltiness. The indictment was framed on five counts, two of which were for the sale of morphine without a prescription. What in the beginning of the case appeared to be a serious question of fact for the jury to decide was eliminated by the judge reading heroin into the law.

### New Jersey Druggist Gets 18 Months Jail.

NORTH HUDSON, April 10.—Ex-Assemblyman Frederick Weismann, a well-known druggist of this city, and who has served a number of times on grand juries, has been sentenced to 18 months in the penitentiary. He pleaded *non vult* in Jersey City recently to an indictment charging him with the unlawful sale of heroin and cocaine. It is reported that Mr. Weismann had been led to believe by his counsel that he would be given a nominal fine. The judge's sentence was a great surprise to him. Under his plea he will have no appeal.

### Prosecutions Follow in Illinois.

Prosecutions of a number of Illinois druggists have been instituted by the State Board of Pharmacy and the Federal authorities, acting in co-operation, for violations of the laws governing the sale of narcotics. The attention of President Fred Kern, of the State Board of Pharmacy, was drawn to the matter by Dr. Kelley, superintendent of the Kankakee State Hospital, who found that 15 per cent. of the inmates of that institution had been driven insane by the use of drugs.

### Court Dismisses Case Against Edward J. Woods, Inc.

The charge of practicing medicine unlawfully brought by the New York County Medical Society against Edward J. Woods, president of Edward J. Woods, Inc., manufacturers of Woods' proprietary medicines, was dismissed, Judges Russell and Fleming voting in General Sessions to that end on the ground that the evidence was insufficient to prove the charge. Judge Moss dissented. The transaction occurred at the office of Edward J. Woods, last August, a representative of the society calling on several occasions for a liquor cure proprietary, each time insisting upon seeing the proprietor. The motion for dismissal was based on the ground that no attempt had been made to represent Mr. Woods to be a physician nor to diagnose the ailment of the caller. The relations were those of buyer and seller.

### A Half-Million Dollar A.D.S. Branch for the South?

"The American Druggists' Syndicate is contemplating the establishment of a Southern branch, but nothing definite has been done as to its location. Representatives of the syndicate are looking over the field and several large cities, Atlanta, New Orleans and Houston, are receiving consideration." This was the comment of C. H. Goddard, secretary of the A.D.S., when asked about a recently published statement by J. F. Gorman, organizer for the syndicate in Texas, that Houston would probably get a half-million-dollar branch.

### K.C. Drug Club Luncheon.

The new Kansas City Drug Club gave an elaborate "open house" luncheon at the Coates Hotel, April 14. A large cabaret company furnished entertainment, and many out-of-town druggists were present. The subjects discussed were the mutual interests of retail druggists in Missouri and Kansas, drug-store merchandising to well people—the sick must come to us, and more practical commercial training in our colleges.

## LEGAL DECISIONS

### Selling Wrong Material—Contributory Negligence.

**A** DAIRYMAN sued a druggist for negligently delivering to the plaintiff five pounds of common salt in lieu of five pounds of epsom salts, as ordered, which, as alleged, proximately caused the death of the plaintiff's cow to which he administered a dose of it—two pounds, as the evidence showed. The defendant pleaded contributory negligence. On appeal from a verdict and judgment for the plaintiff, it was held that whether or not the defendant was guilty of error or negligence in supplying the plaintiff with an article radically different in fact from the article ordered, and whether or not that negligence, if found, proximately produced the untimely demise of the plaintiff's cow, were disputed questions of fact to be determined by the jury. But that the plaintiff was himself guilty of the grossest negligence, which was immediately productive of the animal's death, was a clear conclusion of law from which there was no escape. There is no confusing similarity in the appearance of common salt and epsom salts. Both are household articles in common use, and more or less familiar to all men of ordinary intelligence and experience. Moreover, the plaintiff was a dairyman of long experience, and quite familiar with the use of both articles in the course of his business. He was skilled in the art of bovine healing by a practice of 30 years upon his own animals, and he habitually administered to them epsom salts for the relief of those digestive disorders to which they were frequently subject. He saw and intimately handled this salt, which was not labeled epsom salts, and which was in a bag showing on its face that it came from the defendant's "seed and dairy" store, a separate and distinct branch of its business, from which the plaintiff customarily bought his butter salt for use in his dairy. It was not at all like epsom salts, and on his cross-examination, the plaintiff demonstrated his ability to readily distinguish it from that article. "The ordinary conduct of rational beings," said the court, "must be governed by common prudence and common sense, and he who fails in this to his own hurt cannot justly charge the ills that follow to the antecedent and remote fault of another, albeit such remote fault supplies the condition without which the injury would not have occurred. The result here complained of was plainly due to the inexcusable carelessness and folly of plaintiff, and to allow him to recover damages from defendant under the circumstances shown would certainly insult the common sense of mankind. The verdict of the jury was contrary to the law and the evidence, and should have been set aside by the trial court on the motion of defendant." It was also held that the instance of a man who "swallowed a pound of salt in a pint of ale, and died in a few hours, with all the symptoms of irritant poison," read from a medical book, was fundamentally illegal and inadmissible as evidence in the case. (*Gorman-Gamill Drug Co. vs. Watkins*, Alabama Supreme Court, 64 So. 350.)

### Intoxicating Liquors—Wrongful Sale by Druggists—Special Penalty.

On an agreed statement of facts in proceedings against a druggist for selling liquor without a West Virginia State license as a druggist, it was admitted that the accused had not a State license for the sale of intoxicating liquors; that he sold a person a pint of whiskey, that he was then a licensed druggist, and that the purchaser of the whiskey had no prescription of a physician therefor. The accused maintained that he could not be prosecuted as an ordinary seller of intoxicating liquors without a State license, but only as a druggist, as to whom a lighter penalty is prescribed. A druggist, said the court, is merely an excepted person under the general law prohibiting sales of intoxicating liquors without a State license. When he does not sell intoxicating liquors in the only way that the exception in his favor permits him to sell them, he is a violator of the general terms of the West Virginia statute which says that no one without a State license shall sell them. When in making a sale a druggist does not comply with the restrictions of the exceptions in his favor, he is simply one selling without a State license. By the exception he may sell alcohol for mechanical or scientific purposes, or

alcohol, spirituous liquors, wine, porter, ale, beer, and other intoxicating drinks for medicinal purposes on the prescription of a reputable physician. But if he sells any of them otherwise, unless he had a State license therefor, he brings himself within the general terms of the statute which prescribes that no person without a State license shall sell them. He may then be indicted, and proceeded against just as any other person selling without a State license. But the West Virginia Legislature has prescribed a lesser penalty for an unlawful sale of intoxicating liquors by a druggist than for such a sale by an ordinary seller. (Code 1906, ch. 32, secs. 3 and 5.) Formerly it was not so, but the reverse. (*State vs. Cox*, 23 W. Va. 797.) Therefore, if the evidence establishes that the accused at the time of the sale was a druggist and unlawfully sold as such, only the lesser penalty imposed for such special offence can be inflicted. (*State vs. Wills*, West Virginia Supreme Court of Appeals, 80 S. E. 783.)

### Sub-Station Accounts.

Marcus Sachs and his son, Simon Sachs, became partners in the drug business. This continued for a number of years when, it appeared, Simon Sachs sold the partnership property and formed a corporation, doing the same business as had been done by the partnership. During the partnership Simon Sachs was appointed a deputy clerk for the sale of postal money orders, with a branch station in the firm's drug store. Each day he deposited the moneys received from the sale of postal money orders in a bank. The checking account with the bank was in the firm name, but the deposits were made with two deposit slips, one showing the receipts from the sales of postal money orders, and the other the total amount of deposits of the drug store business and of sales of postal money orders. The account was kept by the bank in this manner, the deposits of postal order receipts being kept in a separate account under the heading "Station Receipts." Each day Simon Sachs made a report of the sales of money orders to the Postmaster, and attached thereto a check to the Postmaster's order on the bank for the money deposited as "Station Receipts" for the period covered by the report. Marcus Sachs filed a bill alleging misapplication of the partnership funds by Simon Sachs, and obtained the appointment of a receiver of the corporation, who took possession of the funds deposited in the bank about April 12, 1911. Subsequently the Postmaster filed a petition, setting forth, among other things, that Sachs made his daily report for April 10, 1911, showing sales of money orders to the extent of \$678.84, and delivered a check payable to the Postmaster for that sum, dated April 11, and a daily report for April 11 showing sales to the amount of \$300.24, and a check for that sum dated April 12; and that, on presentation of these checks to the bank, payment was refused. He prayed for an order that the money represented by the checks be paid. Simon Sachs also presented a petition to the same effect. At the bearing of the case it appeared that the receiver had taken possession of \$494.04 of the money on deposit in the bank. As stated by a witness, the bank had apparently peremptorily taken five or six hundred dollars of the balance of the deposit to apply on some note. The receiver was ordered to pay over to the Postmaster the money turned over to him by the bank. There was no mingling of the money deposited from the sale of money orders and from the drug business. The bank kept the former in a separate account, designated as "Station Receipts." The bank's account was, in substance and essence, with the Postmaster, and the adoption of a convenient method of checking it out under the firm name did not change the substance of the transaction. (*Sachs vs. Sachs*, 181 Ill. App. 296.)

### Implied Warranty of Manufacturer.

A manufacturer is liable only to his immediate vendee for breach of an implied warranty as to the merchandise manufactured by him, as his liability depends upon privity of contract; but exceptions exist where injury is caused by something noxious or dangerous, or where the manufacturer practices fraud or deceit, or is negligent with respect to the sale or construction of a thing not imminently dangerous. "Within one of the exceptions is to be found the reason for holding the manufacturer of patent or proprietary medicines to answer at the suit of the ultimate consumer. Direct actions are allowed in such cases because the manufacture of medicine is generally shrouded in mystery, and sometimes, if not generally, they con-

tion poisons which may produce injurious results. They are prepared by the manufacturer for sale and distribution to the general public, and one purchasing them has a right to rely upon the implied obligation of the manufacturer that he will not put in ingredients which if taken in prescribed doses will bring harmful results. Knowledge may be had to the following cases which sustain and to which many other cases are cited which sustain this exception: *Thomas vs. Winchester*, 6 N.Y., 37, 57, 40, 145; *Lord & Balm Co. vs. Cooper*, 83 Ga. 457, 11 S.E. 118; *Wolcott vs. Holzman*, 33 Wash. 87, 73 Pac. 77, 9 Am. St. Rep. 932. Another exception, it is now said—though this is comparatively recent—is referable to the modern method of preparing food for use by the consumer, and the more general and ever-increasing use of prepared food products. A manufacturer of food products under modern conditions, it is held, impliedly warrants his goods when dispensed in original packages, and such warranty is available to all who may be damaged by their use in the legitimate channels of trade, including those who purchase them for resale, as well as the ultimate consumers. The violation of the pure food law by a manufacturer of food products is evidence of negligence in the preparation and sale of such food, and it is available in a suit by a middleman, as well as by a consumer. (*Mazetti vs. Armour & Co.*, Washington Supreme Court, 135 Pac. 633.)

### SEIZED PRODUCTS BELOW U.S.P. STANDARDS.

#### One New York Company Is Fined Many Times for Shipment of Articles Bearing Official Titles.

WASHINGTON, April 20.—The Department of Agriculture has given public notice of judgments 2701 to 2760, imposed by the courts in cases brought by the United States involving violation of the Food and Drugs Act, most of them relating to misbranding or adulteration.

A libel was filed for the seizure and condemnation of five barrels of witch hazel in possession of Humiston, Keeling & Co., Chicago, alleging that the product had been shipped by the Tunkhannock Distilling Co., Tunkhannock, Pa., and charging adulteration and misbranding. Product was labeled: "From Tunkhannock Distilling Company, Manufacturers of double distilled witch hazel, Tunkhannock, Pa." It did not come up to the U.S.P. standards in that it contained more than 15 per cent. methyl alcohol. No claimant appeared for the property and it was ordered destroyed.

A fine of \$50 and costs was imposed upon the Fitzpatrick Drug Co., Helena, Ark., for shipping quantities of "Phoenix Diarrhoea Mixture" and "Phoenix Seminola Hair Restorer," which were misbranded. The former did not correspond to Dr. Squibb's Mixture as given in the N.F. Prosecution was recommended upon the ground that the mixture failed to bear a statement showing the quantity or proportion of alcohol and morphine, and the hair restorer failed to bear a statement on the label showing the quantity or proportion of alcohol.

A libel was filed for the seizure and condemnation of 20 dozen bottles of peroxide of hydrogen in the possession of the Lemon & Wheeler Co., Kalamazoo, Mich., alleging that the product had been shipped by the Duosep Chemical Co., Chicago, and charging adulteration and misbranding. Product was labeled: "Duosep Household Peroxide of Hydrogen; pure, potent, harmless. \* \* \* ." It did not conform with U.S.P. standards. The claimants, Duosep Chemical Co., the Hydrox Chemical Co. and Lemon & Wheeler, having consented thereto, judgment of condemnation and forfeiture was entered, and product was ordered destroyed.

A fine of \$10 and costs was imposed upon the Western Wholesale Drug Co., Los Angeles, for shipping "2 Pounds, Oil Pennyroyal, Poison. \* \* \* ." which was adulterated in that it did not conform with U.S.P. standards.

Magnus, Mabee & Reynard, New York, was fined as follows, for shipping products which did not conform with U.S.P. or N.F. standards: Oil of white thyme, \$100; spearmint oil, \$50; oil of sassafras, \$50; oil of lavender flowers, \$50; oil of cassia, \$25; oil of fennel seed, oil of cajuput and oil of rosemary, \$150; oil of savin, \$100; oil of cassia and oil of anise, \$50; oil of lavender flowers, \$50, and oil of bitter almond, \$100. The company was fined \$50 for shipping adulterated and misbranded oil of sweet orange, the same consisting of a mixture containing ethyl alcohol and a lemon oil product and the packages containing which product were short weight.

The following were fined \$10 each for selling quantities of

dilute hydrochloric acid which were adulterated and misbranded, in each case product being labeled "Dilute Hydrochloric Acid," but differing from the official standard for dilute hydrochloric acid:

Moses Sexton, Peter J. Duncan, Samuel A. Richardson, Rhode Island Pharmacy (Inc.), Henry Walters and Henry W. Smith, all of Washington, D. C.

The Sidney Ross Co., New York, was fined \$50 in each of two cases for the misbranding of "Jaquequina." Product was labeled in the Spanish language, and the label translated into English was as follows: "Preparation for the relief and Cure of Headache, Neuralgia, Rheumatism, Painful Menstruation, Sciatica, etc. Is not a laxative. Contains no morphine or opium. \* \* \* ." Label did not bear a statement of the quantity or proportion of the acetanilid contained therein.

An information was filed against the Buckhorn Lithia Water Co., Henderson, N. C., alleging shipment of a quantity of so-called Buckhorn Lithia Water which was misbranded. Product was labeled: "Note the marvelously quick effect on the kidneys. Buckhorn Lithia Water. \* \* \* Beneficial in all fevers, especially typhoid.

"Lithium bicarbonate 4.700. \* \* \* ." Label statements were misleading, deceptive and false. The defendant company entered a plea of guilty and the court suspended sentence upon payment of the costs.

A fine of \$25 and costs was imposed upon the Cordial Panna Co., Cleveland, for the shipment of a quantity of misbranded cordial panna, labeled: "A. Alai" " \* \* \* Aids Digestion—A Sustaining, Stimulating Auxiliary Food. Rich in all Nutritive Principles. Milk Cordial—Panna Cream \* \* \* ." The statements "panna," "milk" and "cream," taken in connection with the picture of a cow borne on the label, were false and misleading. The product contained neither milk nor cream.

An information in six counts was filed against the Lowenthal-Strauss Co., Cleveland, alleged shipment of a quantity of "Lithuanian Stomach Bitters," which was misbranded in that product consisted of ingredients manufactured in the U.S. and not in Germany; a quantity of peppermint extract compound which was adulterated and alleged to have been misbranded, dilute alcohol containing but a trace of peppermint oil having been substituted wholly for the genuine product, and a quantity of Jamaica ginger compound which was adulterated and alleged to have been misbranded, capsicum having been substituted in part for ginger. The company entered a plea of nolo contendere to the first and second counts and a plea of guilty to the third and sixth counts, and the court imposed a fine of \$25 on each count, aggregating \$100, with costs of \$28.41. The fourth and fifth counts were nolle prossed.

An information in six counts was also filed against the above company, alleging shipment of a quantity of ginger cordial which was misbranded and alleged to have been adulterated, capsicum having been utilized as an adulterant; quantities of extract of peppermint and extract of Jamaica ginger which were alleged to have been adulterated and misbranded, and a quantity of extract of wintergreen which was adulterated and alleged to have been misbranded; in this case a dilute extract of wintergreen artificially colored being the adulterant. The defendant entered a plea of guilty to the second and fifth counts of the information and the court imposed a fine of \$25 on each of these counts, and costs. The remaining counts were nolle prossed.

An information in 15 counts was filed against Melville Liebenthal and Sylvester Liebenthal, partners, doing business as Liebenthal Bros. & Co., Cleveland, the seventh count relating to the shipment of a quantity of misbranded damiana, labeled "High Grade Damiana Harmless Color Exquisite Alcohol 11 per cent." Product contained 16.3 per cent. alcohol. Further, it contained insufficient material derived from damiana to warrant the use of the name. It was alleged in this count that defendants had entered a plea of guilty to a prior offence charged in the second count of cause No. 3942, and thereupon judgment was entered and defendants were sentenced for the commission of the crime. A fine of \$40 was imposed, the aggregate fine on all the counts, excepting the fourth and sixth, was the sum of \$550.

An information filed against the above company alleged the shipment in interstate commerce of a quantity of Creme de Violette which was adulterated and misbranded. Methyl violet



being employed as a coloring agent; a quantity of quinine-whiskey which was misbranded, no quinine being present, and of a quantity of blackberry cordial which was adulterated and misbranded, an imitation cordial being employed as an adulterant. A fine of \$200 was imposed on the first count, and fines of \$50 on each of the others. The "Creme de Violette" was of domestic manufacture despite the impression of French origin made by the label.

The court suspended sentence in the case of Farrington & Whitney, Inc., Brooklyn, charged with the shipment of "4 oz. net. Absolutely pure. Fisher's Famous (\* \* \*) Black Pepper. \* \* \*," which product was misbranded in that the weight was less than four ounces net.

### SOME SIDELIGHTS ON MEDICO-PHARMACEUTICAL LEGISLATION.

IN view of the present agitation regarding the alleged encroachment of members of both the pharmaceutical and medical professions on the domains pre-empted by each, the following notes on the history of medical legislation are of special interest:

The history of medical legislation as told by William Archer Purrington, of the New York Bar, in the *March Case and Comment*, is a tale of action and reaction, of commendable attempts to protect the public by restricting practice to the fit, or presumably fit, perverted in time for personal advantage, then relaxed when made unpopular by overzealous enforcement, and again renewed after letting down the bars, which has permitted the field to fill with the quacking flock. When the council of Tours in A.D. 1163 forbade the monks, who had found the cure of the body more interesting and lucrative than that of the soul, to perform any bloody operation, the result was, so far as the rule was effective, to throw surgery into the hands of smiths and barbers. The English courts upheld the College of Physicians in its attempt to enforce the statute preventing apothecaries from prescribing, as well as dispensing. But when Apothecary Rose took his case into the House of Lords, he prevailed; for it seemed all wrong that a noble peer for his servants or a poor man for himself should, in case of illness, be obliged to call a physician to prescribe, an apothecary to dispense, and a surgeon to let blood.

Then followed a long period during which practice was open to all, until the apothecaries in turn felt that the healing of the sick should be restricted to educated men, and procured from Parliament the apothecaries' act, whereunder the apothecaries, having become general practitioners of physic, and not mere dispensers, endeavored, in the course of time, successfully to prevent the chemist, who corresponds to our apothecary, from prescribing, thus nullifying Rose's case, but unsuccessfully to prevent physicians from dispensing. So the struggle has gone on, class and selfish interests, as well as public spirit, playing their parts in the enforcement of these laws.

In New York, the reaction due to efforts of a few to keep Hahnemann's disciples beyond the pale of the law, coupled with the enthusiasm of those who accept whatever is new as true, resulted in the statute of 1844, permitting anyone to practice medicine, subject to punishment for misdemeanor only upon conviction of gross ignorance, malpractice, or immorality. This statute, characterized by Beardesley, J., in *Bailey v. Mogg*, 4 Den. 60, as a triumph for quackery, was supplanted in 1874 by an enactment making practice without a diploma or license a misdemeanor. Since then the law has been from time to time amended, with the result of substituting the test of State examinations, both in general medicine and dentistry, for the futile diploma standard. The medical practice act of New York has been modified also to allow the practice of "osteopathy," "chiroprody," and "the religious tenets of any church" (Laws 1907, chap. 344). The supreme court, after failing in *Smith v. Lane* adequately to define medical practice, has abandoned its attempts at definition, and left each case to be decided upon its particular facts.

#### Federal License for Habit-forming Drugs.

In the same number of *Case and Comment*, Dr. G. W. Goler makes a plea for Federal action to control the abuse of habit-forming drugs. He advocates taking away the manufacture and sale of such substances from both manufacturing wholesale and retail druggists, and putting their manufacture and sale in the hands of the Government. Further, no habit-forming drug should be sold save on a physician's prescription,

and each physician must be compelled to take out a special license for their use, this license to be revokable by Federal authority for cause.

## Day of Rest in Drug Stores.

*Self-Explanatory Correspondence Between Secretary of Pharmacy Board and State Labor Commissioner and Attorney-General.*

HON. THOMAS A. CARMODY,  
Attorney-General.

*Dear Sir:*—Chapter 740 of the laws of 1913, known as the one-day-of-rest-in-seven law, exempts in Section 2, among other employees, superintendents or foremen in charge.

Section 233 of the pharmacy law reads in part as follows:

"Apprentices may prepare or dispense receipts or prescriptions, may sell or furnish medicines or poisons in the presence of and under the immediate personal supervision of a pharmacist or druggist."

This section of the law delegates to the licensed man in charge of a licensed pharmacy supervising power over the acts of apprentices. In fact, it is mandatory that he use this supervising power in the sale of poisons and preparation or dispensing of prescriptions.

Will you kindly advise me if, in your opinion, where one or more licensed pharmacists are employed in a pharmacy together with a number of apprentices could one licensed pharmacist be rightly termed a superintendent or foreman in charge within the meaning of the law? Very truly yours,

WARREN L. BRADY, *Secretary.*

### OFFICE OF THE ATTORNEY-GENERAL.

MR. WARREN L. BRADY,

Secretary State Board of Pharmacy.

*Dear Sir:*—I acknowledge the receipt of your letter of March 12, relative to the employment of a "superintendent or foreman in charge" of pharmacies and of apprentices in a drug store. There is sent herewith a copy of a letter received from the Commissioner of Labor.

In the opinion of the Commissioner I concur as a general proposition. It would be a question of fact in each case, and no general rule applicable to all cases can be laid down.

In the ordinary case the licensed pharmacist would not become a superintendent within the meaning of the law from the mere fact that there were apprentices working under him.

Cases might arise, however, in large establishments where the licensed pharmacist in charge might fairly be considered a superintendent.

Yours very truly,  
THOMAS CARMODY, *Attorney-General.*  
J. A. KELLOGG, *First Deputy.*

### OFFICE OF THE COMMISSIONER OF LABOR.

HON. THOMAS A. CARMODY,  
Attorney-General.

*Dear Sir:*—Response to your letter of March 13 regarding the application of the day of rest law to drug stores has been delayed by my absence from the city and the pressure of other matters.

It seems to me that the question of whether or not a pharmacist is a superintendent or foreman in charge and therefore exempt from the provisions of the day of rest law is entirely a question of fact. I am utterly opposed to considering any person a superintendent or foreman if that title is given to him for the purpose of evading the law. The fact that he may have an apprentice under his tuition would not in my judgment constitute him a superintendent or foreman in charge within the meaning of the law. Very truly yours,

JAMES M. LYNCH, *Commissioner.*

#### Department of Agriculture Seizes Hair Remedy.

Two seizures of hair remedy have recently been made in New York City on the advice of the U.S. Department of Agriculture. Thirty-seven cases were seized on March 21, and 17 cases were seized two days later. The product was labeled "Swisco Hair & Scalp Remedy," and both shipments were from Swisco Hair Remedy Co., Cincinnati, Ohio. That the circular accompanying the remedy bore therapeutic claims

which are false, fraudulent and misleading, is the charge. It has not yet been determined by the court whether these seizures were justifiable, but this will probably be decided within a short while.

### ADVISORY COUNCIL FOR HEALTH DEPARTMENT

#### Thomas Lamb, of Brooklyn, Accepts Commissioner's Invitation to Be a Member—Meeting May 1.

Commissioner of Health S. S. Goldwater has extended invitations to various business and professional men of this city to become members of an Advisory Council to the Department of Health. So far as can be learned at this time, the Council will contain three or four druggists in its membership.

Thomas Lamb, of Brooklyn, being one of the druggists who were invited to join the new body. After consultation with the president of the N.Y.S.P.A. and the president of the Retail Druggists' Protective Association of Greater New York, both of whom promised their support, Mr. Lamb accepted the invitation.

The text of Commissioner Goldwater's letter, which is in part herewith presented, is enlightening:

"It is the aim of this Department to enhance its usefulness to the community. To accomplish this end without contact with citizens of diverse views and interests,



THOMAS LAMB

without stimulating suggestions from experts in matters relating to public health, and without candid and well-informed criticism, is impossible. In the hope of bringing these elements of progress into the daily life of the Department, it is proposed to organize an Advisory Council to the Department of Health, which will be subdivided into committees corresponding to the several departmental Bureaus. Mr. Bailey B. Burritt has consented to serve as a member of the Advisory Council and has been designated to act as Chairman of the Committee on Food Inspection.

"The purpose of this communication is to solicit your cooperation. You are respectfully and earnestly invited to become a member of the committee above named and, in this capacity to give to the Department the benefit of your initiative and of your special knowledge and experience in matters concerning which, from time to time, the advice of the committee will be sought. I am aware that in presenting this invitation I am asking you to make some sacrifice, but I venture to do so in the belief that you sympathize with the Department of Health in its desire to raise its efficiency to the maximum."

The Council will hold its first meeting May 1.

### N. J. LEGISLATURE KILLS ALL DRUG BILLS.

#### State Association's Pharmacy Bill and Obnoxious Measures All Receive Similar Treatment.

TRENTON, N. J., April 15.—Not one of the many bills pertaining to pharmacy got through both houses during the recent session of the New Jersey State Legislature. Assembly bill No. 282, the State association's pharmacy bill, passed the Assembly, but never came out of the Senate public health committee. The strongest opposition to the measure was made by the small country storekeepers. Assembly bill No. 741, an anti-narcotic measure, which went through the lower house without a single dissenting vote and which was immediately reported out of the Senate committee, was set upon "hammer and tongs" by two assemblymen who were "getting even" because of action taken on some of their own attempted legislation. No. 741 was killed, despite the fact that a letter from Governor Fielder advocating its passage was read before the Senate.

The failure of the legislature to pass any legislation of a pharmaceutical nature had its bright side. The McGinnis

bill, which if enacted, would allow physicians to practice pharmacy, was killed. The Scoville coffin-shaped bichloride tablet bill was beaten. The Egan bill, which aimed to stop the sale of all bichloride of mercury preparations, except upon prescription, and required that all bichloride tablets be of a cubical shape and colored green, failed to pass. Senate bill No. 334, which would have required an official prescription blank similar to that provided for in the Boylan bill, never came out of committee.

The State pharmaceutical association's legislative committee, consisting of S. D. Woolley, Ocean Grove, chairman; J. C. Gallagher, Jersey City; George M. Beringer, Camden; Isaac J. Keuper, Trenton, and David Strauss, Newark, are not discouraged, despite their defeat at the hands of the present Legislature and will bring up the pharmacy bill at the next session if the State association so directs them.

## Drug Laws and Rulings.

**Patent Medicines in Ecuador.**—Patent medicines which contain no ingredient detrimental to health may be sold in Ecuador without restriction; but the entry of medicines containing deleterious substances is prohibited by the customs law. Patent medicines "of unknown composition" are dutiable at 50 centavos (24 cents) per kilo (2.2046 pounds) with surtaxes amounting to 62.7 centavos (30.5 cents) per kilo. Traveling salesmen, with samples, visiting Ecuador for the purpose of placing orders, are required to pay a tax of 100 sucres (\$48.66) before permission is granted to land the samples. To obtain domicile in Ecuador and consequent exemption from the tax on samples, a foreign corporation must present and register according to law the articles of incorporation and statutes and a power of attorney in favor of a resident agent, given under the corporate seal and duly authenticated in the home country of the corporation. The expenses connected with the registration, including fees for lawyer, notary, and recorder, range from 250 to 300 sucres (\$121.66 to \$146).

**Patent Medicines in Venezuela.**—In response to an inquiry of certain American exporters as to the rules governing the admission of patent medicines into Venezuela, the Ministry of Finance has issued the following customs decision: "The term 'patent medicines' shall be applied only to those medical preparations which are imported and retailed to the public in their original packages, such as bottles, boxes, tubes, etc. Pharmaceutical preparations, such as fluid extracts, elixirs, wines, sirups, pills, etc., imported in bulk without special wrapper, to be put up by local druggists, shall be classified as drugs and medicines not specified." [Patent medicines, if approved by the examining board (Junta de Examen), are dutiable at 1.25 bolivars per kilo (\$17.13 per 100 pounds, inclusive of surtaxes), the same as drugs and medicines not specified; if not approved by the examining board, patent medicines are dutiable at 50 per cent. more (or \$25.70 per 100 pounds).]

**Apothecaries' Measures Found Unsealed in Massachusetts.**—In the annual report of Thure Hanson, of Worcester, the new State commissioner of weights and measures, attention is called to the fact that so far as he can discover the law relating to the sealing of apothecaries' measures, once in three years, has never been enforced in Massachusetts, and that as a result of the severe uses to which this class of weights and measures have been put, hardly one is found to be perfect. The commissioner is planning a campaign which will be carried on through the Summer and Fall, when he hopes to have all the druggists in Massachusetts using properly sealed scales.

**What Is Legal Merchandise for Sunday Sales?**—More than 50 merchants of Salt Lake City have filed a petition with the county attorney protesting against the sale of kodaks, films, phonograph records, and other general merchandise on Sunday, on the ground that such sales do not constitute the legitimate business of a drug store, and demanding that such sales be stopped.

**To List All Users of Drugs.**—Senator Nelson has introduced a bill in the U.S. Senate which provides that physicians, dentists and druggists shall keep for two years the names of all persons using opium, coca leaves or other narcotics. The lists would at all times be open to inspection of revenue officers.

## TOO LATE FOR CLASSIFICATION

### GATHERED IN PHILADELPHIA.

**T**HE report of the general drug trade in this city is as being very good, many dealers and manufacturers reporting business better than it has been for years. The Harris & Berntz Company, 630 Arch street, are at present having a fair business, with a prospect of having better business with the coming of the warm weather. They are increasing their sales force.

A demand for menthol, peppermint and vanilla is reported by Dodge & Olcott, importers, of 503 Arch street. The demand for peppermint is exceeding their expectations, and it is believed that the price will be raised owing to its scarcity. There is a reaction in the demand for menthol, but the dealers think the present supply will last until the next crop, which comes in August. The reduction of the tariff rate on vanilla beans on July 1, will cause a big drop in the price of vanilla.

The last of the scientific lectures at the Philadelphia College of Pharmacy was held recently. Dr. E. M. Chace, of the Bureau of Chemistry at Washington, D. C., talked about the "Volatile Oil Industry in America."

Plans and specifications are being prepared for a six-story reinforced concrete factory for Powers, Weightmann & Rosengarten, at Ninth and Parrish streets.

Fore & Company, 44 North Fourth street, manufacturers of menthol inhalers, are having the best business in years. Mr. Fore has recently returned from an extensive trip through Iowa.

The establishment of George H. Steinmetz, at Broad street and Erie avenue, has been sold to Gracy and Hooker, who will improve the property.

The John H. Wood Company, 126 Market street, was recently incorporated under the laws of Pennsylvania, with a capital of \$40,000. The officers are: John H. Wood, president; William H. Wood, vice-president; George H. Wrecht, secretary, and James C. Kirk, treasurer. William H. Landis, formerly of the Smith, Kline & French Company, is in charge of the laboratory.

The Evans drug stores have been offering a convenience to their patrons, on a rainy day, by lending them umbrellas, on which they must deposit \$1, and the customer has the use of the umbrella for two weeks. If during that time the umbrella is returned, the person receives the dollar back. If not, the Evans' company are entitled to the deposit. This ought to be very interesting to the members of the local trade as the dealer does not lose, but really gains. This has some effect upon the business, too, as the patron generally purchases in the store when returning the favor.

The filled tablet case donated by the H. K. Mulford Company to the junior class student in Temple Medical College who passed the best examination, on Dr. T. B. Roger's course, "Contagious Diseases of Animals Communicable to Man," was awarded to Miss Clara Chase Leach. Miss Leach is a Wellesley graduate.

#### A.D.S. Drug Store Opens on Broadway May 3.

The Gray Drug Company will open a retail drug store at 43d street and Broadway on or about May 3. Those having in charge the renovation of the store have been very unfortunate as to strikes, and on this account the opening has been considerably delayed. C. H. Goddard, secretary of the American Druggists' Syndicate, informed an ERA representative that the Gray Drug Company is controlled by the syndicate, and will open its store at Broadway and 43d street in order to get A.D.S. products into the center of the city. The present headquarters of the A.D.S. in Fifth avenue are out of the line of traffic. Asked relative to the intimation in a recent publication that this store was to be the first of a "chain" of A.D.S. stores, Mr. Goddard reiterated that the only idea was to display A.D.S. products in a prominent position.

#### Brooklyn Wholesalers to Build \$90,000 Warehouse.

Work will begin soon on a seven-story warehouse and loft building to cost \$90,000 for Town & James, wholesale druggists. The building will be located on the east side of Duffield street, 147 feet south of Willoughby avenue, and will be 62x100.

#### N.Y. Retail Druggists' Association.

The call issued by the N.Y. Retail Druggists' Association for the monthly meeting met with the usual response and the meeting was well attended. It was held at Burger's, 20 Avenue C, on Friday evening, April 3, President Weinstein in the chair. After hearing the reports of the standing committees, the question of securing a permanent, centrally located meeting-place was taken up, and a special committee was authorized to act on the matter. In the absence of Mr. Diamond, chairman of the legislative committee, the president gave the information that the pharmacists came out of the last session of the State Legislature not as badly as it was anticipated and feared, since most of the obnoxious bills died in the committees, while others were defeated on the floor. The shortness of the session was also a helping factor. But, above all, the thanks of the pharmacists are due to the untiring activity of the legislative committees, whose efforts have brought about these desirable results.

Under new business the appointments on the Board of Pharmacy to fill the vacancies that will soon become open were discussed. All present were of one mind, that this large organization is surely entitled to representation on the board. Dr. Joseph Weinstein and Peter Diamond were the unanimous choice of the members present. After Dr. Weinstein declined in favor of Mr. Diamond, upon motion duly seconded and carried, the secretary was instructed to prepare a petition to be forwarded to the Regents of the University of the State of N. Y. submitting the name of Mr. Diamond for the appointment.

The meeting lasted, as usual, till after midnight, when the members had in the cafe their repast, at which they continued their friendly chat on matters so near and dear to the hearts of the pharmacists.

#### Philadelphia Branch, A.Ph.A.

The regular monthly meeting of the Philadelphia branch was held on Tuesday evening, April 7, at the Philadelphia Drug Club. President E. F. Cook called the meeting to order promptly at 8 p.m. and after a short business session, which included the election of J. Rosin to membership and the election of Theodore Campbell as treasurer for the ensuing year, the scientific programme was taken up. The following papers were presented:

"Theory Underlying the Use of Serums and Vaccines," by Dr. A. P. Hitchens; "Phylacogens—History, Theory, Preparation, Indications, Dosage and Clinical Results," by Dr. F. C. Waldecker, of New York; "Clinical Results from the Use of Curative and Prophylactic Sera and Vaccines," by Dr. J. Hamilton Small; "A Consideration of Autogenous Vaccines from the Standpoint of Their Preparation and Administration," by Dr. Vincent Lyon.

Because of the many recent developments and improvements in the use and preparation of biological products, this programme proved to be of very much interest to members of both professions who had gathered in goodly numbers to hear and discuss the papers presented.

Among the interesting points discussed was the preparation of autogenous vaccines by pharmacists. It was the consensus of opinion of the experts in this line of work, that the manufacture of autogenous vaccines could not be made a profitable side line in the drug store. The next meeting of the branch will be held on Tuesday, May 5, at the Drug Club, 512 Arch street.

#### Protective Association Nets \$1000 for Home.

The Retail Druggists' Protective Association of Greater New York held its bazaar in behalf of the Druggists' National Home at Saengerbund Hall, Brooklyn, on April 14, 15 and 16. The affair terminated with a ball which was well attended. It is estimated that Thomas Lamb, the representative of the Home in Brooklyn, will have in receipts from the bazaar and in donations more than \$1000 to forward to the N.Y.S.P.A., to be turned over to the Home.

The programme prepared for the bazaar was a snappy publication which contained, besides information relating to the association and a greeting extended by President Jacob H. Rehfuss, chairman of the reception committee, a brief history and description of the National Home.

The new ERA Formulary, just out, \$5.00 per copy.

# BOARD EXAMINATIONS

## Colorado.

DENVER, April 20.—At a recent examination held by the Colorado State Board of Pharmacy the following were successful: Recipients—Pharmacists—Robert B. Porter, Alma, Neb.; Francis Maynard, Ft. Collins; C. Chung, Pueblo; J. E. Friday, Colorado Springs; A. G. M. Ruppel; William C. Heuser, Edgewater; Hugh J. Wessely, Salsda; Ray C. Laughlin, Greeley; Arthur W. Deven, William L. Ayres, Denver; Howard B. Haver, Leavenworth; C. Porter, Denver; Peter A. Danico, Denver; Sister Mary Andrew.

In addition to the above, 10 were successful for registration as assistant pharmacists.

## Delaware.

WILMINGTON, April 2.—At a special meeting of the State Board of Pharmacy at the Hotel Dupont the examination papers of the applicants for registration who took the tests at Newark recently were canvassed, and the following were granted certificates:

Pharmacists—W. B. Swain, Trappe, Md.; E. A. Shur and M. H. Katz, Philadelphia; J. L. Berk, New York City.

Assistants—J. A. Devine, Wilmington; Morris Citrenbaum, Homer Freitag and C. F. Kletter, of Baltimore.

The next examinations will be held at Newark, July 1.

## Maryland.

The Maryland Board of Pharmacy has just held a two days' session, at which it put some 73 candidates for registration as pharmacists and assistant pharmacists through an examination. How many of the applicants passed will not be known for several weeks, the interval being devoted to an examination of the papers. Meanwhile, also, it is thought, Governor Goldsborough will appoint a successor to Ephraim Bacon, the secretary, whose term of five years will expire on May 1. Mr. Bacon would be reasonably sure of reappointment but for the fact that he is a resident of Baltimore and does business in the city, while the law says that two members of the board shall come from the city and three from the counties. Among the other members are David R. Millard, of Morgan & Millard, and J. Fuller Frames, of J. P. Frames & Son, both of Baltimore, so that there is no room for another city member. At the time of Mr. Bacon's appointment he was in the county, afterward removing to the city, but being allowed to serve out his term. Among the druggists prominently mentioned as likely to succeed him are J. N. Gilbert, of Annapolis, and Mr. Campbell, of Lonaconing.

## Nebraska.

CLEARWATER, April 30.—At a meeting of the Nebraska State Board of Examiners in Pharmacy, held at Omaha, 90 applicants presented themselves, 31 passed, 59 failed. The following were successful:

Edna B. Anderson, Dow City, Iowa; Albert Doetken, Joe W. English, Fred S. Grunel, John H. Hings, Emil J. Hermansky, Genevieve L. Hayes, Elmer W. Highley, Wm. Jiskra, Lawrence B. Jewett, Jos. A. Katka, Wm. Milder, all of Omaha; Wm. D. Miller, David City; Roger J. McElroy, South Omaha; F. A. McCunniff, Omaha; Harry E. McGowan, Omaha; Garth H. McLeese, Davenport; Elmer C. Malm, Stromsburg; John L. O'Neill, Council Bluffs, Iowa; F. C. Pexton, Harlan, Iowa; Bruce Porter, Alma; Albert J. Putnam, Twin Falls, Idaho; Robert J. Robal, Plattsmouth; Mrs. E. L. Rolph, South Omaha; A. F. Reams, Franklin; G. F. Taffe, Omaha; O. A. Treinon, Omaha; Chas. N. Vandas, Omaha; O. A. Windolph, Humphrey; Harry E. Wages, Palmer; Leo C. Weber, Arlington.

## New York.

The number of penalties paid the board during the month of March, 1914, and the character of the violations, are thus given out by Secretary Warren L. Bradt, of the board:

Adulterated and deficient prescriptions.....	8
Adulterated and deficient pharmacopoeial products.....	2
Junior violations .....	4
Total .....	14

## North Dakota.

FARGO, April 20.—The North Dakota Board of Pharmacy at Fargo examined a class of 23. Three applicants for registration under the N.A.B.P. plan were registered as follows: Magdalene G. Gernon, Westport, S.D.; Samuel N. Rinde, Grafton, N.D. (Ill.); R. C. Pryse, Dawson, Ky. The next meeting of the board will be held at Fargo, June 16. Those successful in the examination for registered pharmacists were Thomas S. Campbell, of Lisbon; Oliver Elingston, of Cando; W. E. Henderson, of Velva; Charles C. Kingsbury, of Sherwood; Dunean A. McArthur, of Anamoose; Susan S. Millard, of Ortonville, Minn.; Joseph W. Trimbo, of Forman; Vincent J. Officer, of Hope, and Guy W. Waite, of Fitgal.

The successful candidates in the assistant's examination were J. F. Courtney, of Minneapolis, and Leigh Smith, of Steele.

Received by exchange were R. C. Pryse, from Kentucky; Sam N. Rinde, from Illinois, and Magdalene Gernon, from South Dakota. Conducting the examination were Senator Porterfield, of Fargo; Burt Finney, of Bismarck, and W. L. Parker, of Lisbon, secretary of the board.

## Oregon.

PORTLAND, April 20.—The State Board of Pharmacy, following recent examinations, has granted certificates to the following: Seniors—Frank W. Schell, Portland; Arthur B. Poole, Salem; Lulu B. McNair, Ashland; Walter H. Leisman, Oregon City; Harry G. Skinner, Portland; A. H. Nitschke, The Dalles; T. H. Ghormley, Portland; Arthur W. Burton, Portland. Juniors—J. F. Newsome, Portland; Roy F. McMullin, Portland; Otto C. Schindler, Milwaukie; Benjamin Wolfe, Portland; R. H. Albers, Shoshone, Idaho; John T. Ostfield, Portland; Stacy H. Reeves, Salem; George W. Davis, Silverton; Harry Burns, Portland; L. H. Schultz, Portland; George R. Baum, Portland; Charles Harlocker, Portland; Harry G. Edkins, Portland.

## Pennsylvania.

HARRISBURG, April 20.—Of 32 applicants for registration as pharmacists 13 were successful at the recent examination in this city. Of 84 applicants for certificates as registered assistants 60 were successful. The next examination will be held at Philadelphia and Pittsburgh on June 12-13. The following are the new druggists and assistants:

Pharmacists—Joseph H. Goodfriend, Fred W. Slocum, Alvin N. Wilcox, Harry A. McLaughlin, Viscidi Gerard, all of Philadelphia; Perry N. Black, Pittsburgh; Thomas P. O'Connor, Scranton; William J. Morgan, Pecksville; R. R. Eschenbaugh, Lebanon; Elvern T. Allen, Sparta; John E. Hamilton, Smithton; Jacob W. Houser, Chambersburg; Maurice Brown, Chester; Alfred C. Walker, Jr., Sewickley; Albert R. Ney, Jr., Monessen; Emil H. Allendorfer, Johnstown.

Assistant Pharmacists—F. W. Arnold, Abraham Arrow, R. Lee Bicking, Joseph N. Bongiovanni, Clarence Burk, Morris Brisgol, Walter Elmer, Henry Finestone, Leroy Frankhouser, Albert Lerner, Thomas J. McAnn, Jr., J. Fred McGinnis, S. P. Kindt, Harry Russock, Myer Segal, Michael Titman and Boyd Weatherford, of Philadelphia; Niles A. Knauß, Allentown; J. W. Stroup, Easton; Elmer W. Bowman, Norman M. Maxwell, C. W. Longenecker, Clarence H. Fenstermacher, Robert L. Dry, George Smithgall, of Lancaster; Harold Dohner, West Reading; Herbert Jones, Lebanon; Arnold Huber, Pottstown; Norman D. Keefer, Chambersburg; Howard L. Peters, John W. Porr, Steelton; Frank Oncay, Kingstons; H. Raymond Greenlee, Downingtown; Walter H. L. Delle, York New Salem; Ross F. Shoemaker, Bedford; Lester C. Trash, Hazleton; J. Gilbert Dickson and Frank N. Britcher, of Hanover; Emmett E. Parker, Penbrook; Basil J. F. Mott, Bellefonte; Howard G. Isby, Clark's Summit; Earl M. Cole, East Stroudsburg; David F. Whitstone, Everett; Albert C. Gibboney, Belleville; J. L. McCrudden, New Castle; John A. Thomas, West Pittston; Paul V. Weismiller, Johnstown; Harrison J. Ball, Mahanoy City; Curtis B. Murland, Wilmerding; James C. Powell, Tower City; Leroy O. Lohrman, Macungie; W. Charles Sarver, Bellevue; Fred S. Laucks, Harrisburg; W. Arthur Briggs, Carlisle; Lester Sater and Clarence Wolf, of Altoona; William S. Koller, Mechanicsburg; Dole M. Smith, Rockford, Ohio; Harvey V. Stokely, Upper Sandusky, Ohio; James W. Gillilan, Jr., Skowhegan, Me.

## Rhode Island.

PROVIDENCE, April 20.—Francis M. Landy, of Cumberland, was the only applicant for registration in pharmacy at the April examination in this city. He passed the tests successfully. The board discussed the possibility of obtaining a National narcotic law.

## N.Y.S.P.A. Convention to Be Held at Saratoga.

The New York State Pharmaceutical Association will hold its annual convention at the United States Hotel, Saratoga, June 23, 24, 25 and 26. This notice was received at the ERA office just as the May issue went to press.

## Drops Dead at Easter Service.

—Jesse W. Sargent, who had been in the drug business in Malden, Mass., for 30 years, dropped dead on Easter Sunday, while attending a Knights Templar service in the First Universalist Church in his home city. He was one of the prominent members of Beausant Commandery, and had met his fellow sir knights at their asylum earlier in the day, and with them marched to the church. After taking his seat he was seen to fall forward, and apparently died immediately. Mr. Sargent was 55 years old, a native of Boston, and had conducted a drug store near the Boston & Maine railroad station on the Western division.

## College Notes.

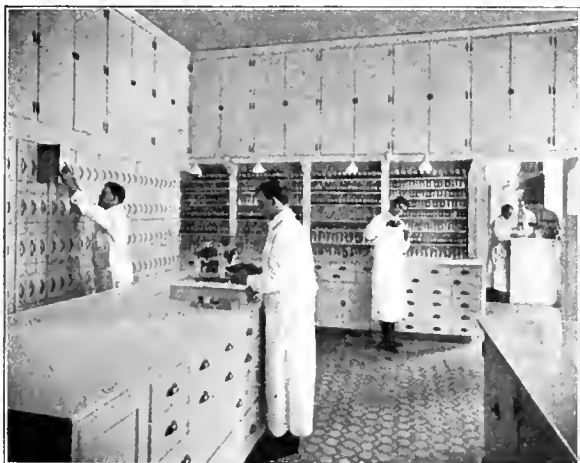
The courses at the University of Colorado Summer School, June 22 to July 31, will include—in addition to courses in general chemistry—food analysis, sanitary water analysis, pharmaceutical assaying, chemistry of foods, and physiological chemistry.

The council of the University of Winnipeg has decided to establish two new chairs, one in pharmacy and one in pathology, and committees have been named to make appointments at the recommendation of the president. Dr. H. R. Armes, lecturer in chemistry, has been promoted to the rank of assistant professor.

# TRADE SECTION



A Modern Pharmacy — Following a Prescription at Newman's, Louisville.



Sectional View of the Sanitary Prescription Department of the Newman Drug Co.



Sectional View of the Pharmaceutical Laboratory of the Newman Drug Co.

WE hear so much nowadays of "exact sanitation," "conservation of energy," "promotion of efficiency," "direct routing of product," without the details essential to the understanding of just how modern pharmacy operates along scientific and sanitary lines that it is a pleasure to present a sketch, with illustrations, of the Newman Drug Co., Inc., of Louisville. Newman's was established by George A. Newman, one of the originators of "California Fig Syrup," in 1867; was incorporated as the Geo. A. Newman Co. in 1890; and when in 1894 Mr. Newman's stock was purchased by the two remaining stockholders the concern became the Newman Drug Co., with Addison Dimmitt as president and G. A. Wesch, secretary and treasurer. Other changes and developments came in due course, and only last Fall the entire second floor of the building was leased, remodelled, and one of the most modern and complete prescription departments and laboratories in the United States installed. Everybody in Kentucky knows Newman's—probably other druggists will be glad to follow a prescription through the departments from the time of its receipt.

## THE STORY OF A PRESCRIPTION.

Its progress begins with a record blank, in which the name of the customer, time received, time promised, etc., are carefully filled. If the prescription is to be sent the address is filled in; if the customer is waiting a duplicate number claim check is given out. One good feature of these checks is that they are filed alphabetically so if the claim check should be lost or a prescription label be defaced the record is at hand at all times. Then, too, it shows the exact time the prescription was received, how long it took to fill, who filled and checked it, and also is a record of all refills. We reproduce the check in the form in which it was originated by the Newman Drug Company:

### PRESCRIPTION DEPARTMENT RECORD OF THE NEWMAN DRUG CO.

Name .....  
 Address .....  
 Date .....  
 Time Received..... A.M..... P.M.

#### Time to Be Finished.

In 10 Minutes.....In 20 Minutes.....In 30 Minutes.....  
 In 45 Minutes.....In One Hour.....Noon .....  
 Afternoon .....Tonight .....Tomorrow .....

To be called for.....Waiting .....To be sent.....  
 Price .....C. O. D.....Charge .....  
 Original back.....Copy Wanted .....Double Quantity...  
 Filled by.....  
 Checked by.....  
 Prescription No.....Check No.....  
 Refill .....

Refill contains Narcotic, Cocaine, Abortive.

Permission given to refill by Dr.....  
 Finished and sent down at.....A.M.....P.M.

Following the filling out of the identification points on this blank the receiving clerk places the prescription with the blank attached under a clamp in a small wooden tray, and it is at once sent to the prescription department by a dumb waiter. The color of the tray indicates the order in which the prescription is to be filled—red, emergency; white, regular order; blue, tomorrow. The head prescription clerk receives each prescription, stamps upon it the serial number, date and price and then hands it, still on the tray, to one of the prescription clerks to compound, with instructions to read it first very

carefully noting doses, chemical changes or incompatibilities, if any; also if all ingredients and directions are clearly written and are perfectly understood. If he is uncertain of any detail the matter is again referred to the head prescription clerk, who, if at all in doubt, telephones to the physician who wrote it for verification.

The clerk who compounds it leaves each package of ingredients by the tray until the prescription is complete and the directions written on the typewriter and attached. He then calls one of the other prescription men, and the latter takes the original prescription and checks carefully the ingredients and amounts as they are called out. The head clerk then again inspects the prescription and if found correct, wraps the packet, attaches claim check or delivery directions and sends it to the store for delivery.

Now for the department in which this work is done. The ceiling, walls and fixtures of the prescription room and laboratory are finished with six coats of white enamel; the floor is covered with white and blue linoleum. Dumb-waiters, speaking tubes and telephones connect the rooms with the sales-rooms. Near the dumb-waiters is the receiving desk of the head prescription clerk. In front and to his left is a six-foot enclosed table covered with one-inch white Belgian glass. On the north side of the room—as shown in the cut herewith—are 400 modern box files, each large enough to hold four one-pint bottles. In these are kept all the open packages of proprietary preparations, fluid extracts, pills, tablets, etc. Each group is indexed alphabetically.

Along the east wall is the dispensing counter proper, with white Belgian glass top and shelves, and it carries 600 recessed glass-labeled dispensing bottles, many of which are of blue glass to protect the ingredients from the light. On this counter are the scales, etc., while below in the drawers are the prescription bottles, all washed, drained and stoppered; pill and powder boxes, capsules and konseal machine, etc. In the east side of the room is a refrigerator in which all suppositories, spirits of nitre, lactic bacillary tablets, etc., are kept. All

kinds of ointments, cerates and plasters are kept in a special glass-shelved ointment case in uniform glass jars. The ointment slab is of glass, and there are special Bunsen stoves, suppository moulding machines, etc. In the center of the room—as shown—is the work table, 4x8, covered with white Belgian glass. A specially made white enamelled typewriter stands on the table. Above the box files and the dispensing counter, and reaching to the ceiling, is 48 feet of encased shelving, finished in white enamel, in which is stored the extra stock of proprietary medicines. On the west side of the room is an eight-foot one-piece white enamel sink, over which are four corrugated enamel drain shelves for holding graduated, mortars, pestles, etc.

The laboratory is the room adjoining the one just described and it, too, is finished in white enamel and white Belgian glass with enclosed shelving. On the shelves are to be found a complete stock of U.S.P. and N.F. preparations in uniform amber bottles, neatly labeled, and a stock of pharmaceuticals and chemicals. Analytic scales, gas attachments, four vacuum filter attachments, and a complete outfit for properly and accurately assaying any chemical or pharmaceutical preparation are located in the laboratory, as well as Stokes' apparatus for distilling water and a syphon carboy of saturated lime-water with washed air attachment.

All this equipment will be appreciated when it is remembered that to every U.S.P. and N.F. product manufactured the Government tests for purity and accuracy are applied. A record is kept with control numbers.

Among the dispensing features are the following: Every package, bottle or box used is new and absolutely clean. No old bottles are refilled. Pill and powder boxes are all hinged so that tops or directions cannot be confused. Ointments are dispensed in collapsible tubes. All labels are typewritten.

The photographic reproductions of views in the prescription department and laboratory tell the story better than words—a story of spic-and-span cleanliness and sanitation, and of scientific arrangement.

## A New Raid on the Retail Druggist—Chain Stores to Give "Cigar Store" Coupons.

*Chain Drug Stores to Emulate United Cigar Stores and Join With This Concern in Giving "Something for Nothing" Credits to Customers—Underwood Bill May Offset This Attack on the Small Druggist.*

THE United Profit Sharing Corporation has been incorporated in Delaware with an authorized capital of \$350,000 for the purpose of issuing and redeeming coupons and certificates. The United Cigar Stores Company, it is reported, is sending to its stockholders a circular notifying them of the formation of the new company and explaining the basis upon which they will be allowed to buy shares. The new company, it is asserted, will, in addition to selling and redeeming the certificates of the United Cigar Stores sell its coupons to the Riker-Hegeman Company and other concerns which wish to include the profit-sharing scheme in their business. John F. Whelan has been elected president of the corporation.

Immediately following the news on the New York Curb that the new holding company, organized to handle the premium business of the United Cigar Stores, would deal with the Riker-Hegeman chain, a rumor gained credence that the United Drug Co. chain—the L. K. Liggett stores—would also take advantage of the new coupon premium system. The ERA at once wired Mr. Liggett for confirmation of the statement that the L. K. Liggett Company was to become a patron of the United Profit Sharing Corporation of Delaware, and received this reply, just as our last forms were being closed:

"There is not a word of truth in the rumor.—L. K. LIGGETT."

When the 90 or more Riker-Hegeman drug stores adopt as a feature of their system of merchandising the coupon or certificate scheme now utilized by the United Cigar Stores, which will probably be put in operation by allied tobacco and other interests, the independent retail druggist will "buck" a competition which will be particularly difficult to overcome by the former qualifications of a successful business—"ability," "quality," "economy," etc. The capable business-man-phar-

macist may now build up a successful business, despite his small buying power and his one-man ideas. But if it comes to pass that to practice pharmacy he must combat a scheme which has for its basis the "something for nothing" propaganda of the coupon collector he will be forced to adopt new business methods. His ability as a pharmacist, his qualifications as a business man, his value to the community as a capable citizen will amount to little if the prescription is taken to be filled at the "trust" store simply because by so doing Mother can put away a few more certificates toward that bamboo parlor stand.

To argue that the public should be permitted to purchase its merchandise at its proper price and not be required to pay for so-called "profit-sharing" certificates; to argue further that the public should be permitted to spend the value of that profit-sharing coupon where it prefers—and not at the company's premium stores—these are not effective arguments. No pressure is put on the public, except its own short-sightedness. The strength and weakness of the whole system exists in the weakness for saving the certificates. An immediate two cents saved is nothing. An almost completed collection necessary to secure some particular article will send a collector blocks out of his or her way.

There are probably but two ways by which the certificate scheme of merchandising may be coped with successfully. One of these is to secure legislation making the cost of redemption prohibitive—and such legislation, except for revenue purposes, would probably be unconstitutional. Representative Oscar Underwood has introduced a bill in the House of Representatives which aims to make the redemption of coupons on manufactured tobacco goods prohibitive, a tax of two cents being placed upon every coupon or certificate.

The other alternative is "fighting fire with fire." Retail druggists might have to issue certificates. But to compete successfully, the certificate scheme adopted would have to be well thought out and carefully planned. No plan to redeem certificates with drug-store stock would suffice. The ladies

## Getting a Better Job, by Sol Eckstein, of Milwaukee.

**T**HERE are three important stages in the business life of the drug clerk: Getting his first job; holding to it while he betters his training and fits himself for better things; and getting a better job. The moment he steps beyond the last barrier to participation in the profits—and the responsibilities—of a partner or owner he, naturally, is no longer a drug clerk, and his days of "jobs" have passed. To aid the drug clerk in getting out of the rut, Sol. A. Eckstein, of Milwaukee, hustler and organization man, has crystallized years of experience in a few paragraphs of sound common-sense. When it is remembered that Mr. Eckstein as a youth walked into a drug store, after removing the "Boy Wanted" sign from the door, with the greeting—"I'm the boy!"—it will be admitted that he is well-fitted to speak on this topic. Here is his advice, just as the president of the Wright Drug Co. gave it:

"We get better jobs by getting better results than the other man. All things considered, position, influence and the financial rewards which go with such, naturally come to the wide-awake, competent, tireless worker, whether he be a mechanic or a drug clerk."

"I think many drug clerks hurt their chances for advancement because they don't stay at it steady enough; they don't give the business the attention it demands. Too many young fellows have no interest in the vocation they have adopted; they think the salary is of paramount importance in making good, whereas it is not; service and results are the most important. The man who works for the salary only is the man who stays a clerk all his life."

"There is no reason in the world why the drug clerk's business should pall on him; it is fascinating work if one has his whole soul in it. I have been in the drug business for 40 years and I am as much interested now as on the first day I entered it as an errand boy."

"A clerk should know his stock as he knows his A B C's; he should know what he has, what has been sold, and just where it is, so that he can go directly to the place for what the customer asks for, or if the article is out of stock, he is able to say so on the spot. A fellow who has to fumble over half the stock to find what he wants forfeits the confidence of the customer in the first place; and to get and retain that confidence is about half the success of the battle in the drug business."

"I think it is good policy to call the customer by name whenever that is possible; one should surely make it a point to find out the name of the customer, and the next time he comes in be able to say, 'Mr. Smith.' That is a big advantage. For any one likes to be recognized as distinguished from the

crowd—that is, providing one is tactful—I imply that; on the other hand, over-familiarity is to be avoided. If I forget a person's name I make it my business to find out what it is at the earliest opportunity."

"It seems to me a great deal of success in the drug business is wrapped up in one's attitude toward the trade; to be pleasant and accommodating every minute of the day is to assure success, other things being equal. This, of course, implies that one should ever be on the alert, never allow a customer to stand around waiting, when he might be accommodated."

"One should be as affable and courteous to one who purchases a 2-cent stamp as to any one else. The person who buys a stamp is likely to be disposed to return if he is used well; and that may eventually mean a regular customer. Good treatment and the square deal build up trade."

"As a general rule, whatever it is which will get the people coming into your store is good for the business; if your goods are right, and you know how to treat your customers, success is yours."

"How did I build up my cigar business? Well, I always had what the customer wanted. I make it a rule to keep every brand of cigar which is favorably known, that is, the brand which demand shows has especial merits, and fits especial tastes. You know, every man likes his own cigar. Probably it is recognition of this fact which has helped me much to build up my cigar business; if a man can't find what he wants in my show case I take him back to my store room, where I have them piled up to the ceiling; every shape, every kind, every flavor. That inspires confidence in my cigar stock, and it is seldom or never that I am not able to suit the customer—and bring him back for more. I have two cigar salesmen out on the road."

want chairs and tables and lamps—not "stuff for sick people." The successful certificate opposition will have to provide for the redemption of certificates with any article now handled by the United States Cigar Stores premiums stores. To the extent of issuing certificates, the independent druggists will be obliged to become units of a certificate-issuing and redemption proposition or—watch their old-time customers buy their cigars at the certificate cigar store, their drugs at the certificate drug store and their other goods at such "chain" stores as may handle the certificates issued by the profit-sharing company just organized.

H. R. 13723 introduced into the House of Representatives by Mr. Underwood is a bill to levy a tax upon the issuance of coupons, prize tickets, and other devices, and on the redemption, payment, purchase, or exchange of coupons, prize tickets, tags, bands, or other articles, things, or parts of articles or things that shall have been attached to, or packed in or with, or formed a part of, or encircling, or given with any manufactured tobacco, cigar or cigars, cigarette or cigarettes, or snuff, or any stamped package or receptacle thereof, and to forbid the packing of other things into packages of tobacco, cigars, cigarettes, or snuff.

The bill provides for a tax of two cents upon every coupon, prize ticket, etc., attached to, or packed in or with, or forming a part of, or encircling, or given with or accompanying any sale of any manufactured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes, etc., if any such coupon, prize ticket, or other device, contains any direct or indirect promise, or proposition, or offer, to make redemption or payment in cash therefor, or for any number of same, or to exchange property therefor, or for any number of same, whether such redemption, payment, or exchange, is made or is to be

made by a manufacturer of, or dealer in, such tobacco, cigars, cigarettes, or snuff, or any other person, firm, or composition.

Section 2 of the bill provides for the levying, collection, and payment, by adhesive stamps, of a tax of two cents for, and upon redemption, payment, purchase, or exchange of, any coupon, prize ticket, tag, etc., or any article, etc., which before being offered for such redemption or purchase shall have been attached to, packed in or with, or formed a part of, or encircled, or given with, or accompanied any sale of any manufactured tobacco, cigar or cigars, etc. Section three provides for the stamping of coupons, etc., by the person, firm, or corporation presenting the same for redemption, purchase, or exchange. Section eight provides for a fine of \$50 for every failure to affix such stamp or stamps.

### Statement of Ownership, Management, Etc.

Statement of the ownership, management, etc., of THE PHARMACEUTICAL ERA, published monthly at New York, N. Y., as required by the Act of August 24, 1912, Section 467½, Postal Laws and Regulations: Editor and managing editor, E. J. Kennedy; business manager, D. O. Haynes; publishers, D. O. Haynes & Co., all of No. 3 Park Place, N. Y. Owner, D. O. Haynes, No. 3 Park Place, N. Y. No bonds, mortgages or other securities issued. Signed, D. O. Haynes & Co., by D. O. Haynes, Pres. Sworn and subscribed to before P. Frank Sonnek, Notary Public, Queens Co., N. Y., on March 30, 1914. Commission expires March 30, 1915.

### Peek & Velsor Have Another Fire.

A fire did more than \$5000 damage to the stock of botanical drugs in the warehouse of Peek & Velsor, dealers in crude drugs at 9 Gold street.

## FROM THE BUSINESS FIELD.

**Calvert Drug Co. Reorganizes.**—There has been an important change in the Calvert Drug Co., a Baltimore corporation, which has been the property of the Baltimore druggists, since the death of the late David K. Millard. Morgan & Millard, the late partners of the Thomas & Thompson Drug Co., were formerly prominently at the head, to such an extent that other things to druggists at wholesale prices were almost a thing of no business. At a meeting of the stockholders, President Harry F. Lindeman and the late David K. Millard, as treasurer and general manager, retired from the management of the board, and new officers were elected to take their place. The new officers are Geo. C. Potter, president; Walter & Potfield, president; J. Fuller Frames, of J. P. Frames & Sons, secretary; H. Geo. Wendel, treasurer, and R. E. Lee Williamson, of Lee Williamson & Co., general manager. The new officers took hold of affairs at once and have been gradually getting a line on the activities of the company. Mr. Williamson is also identified with the W. H. Richardson Company, which conducts a store at Charles street and Mount Royal avenue. He does not contemplate withdrawing from these concerns, but he states that he will give practically his entire time to the direction of the Calvert Company's affairs. For some time past there has been more or less dissatisfaction with various matters related to the management of the Calvert Company, and the disagreements have become more pronounced about the time when Mr. Beck, who had been the virtual directing head as general manager, suffered a nervous breakdown, and was compelled to seek a rest and medical treatment. Mr. Beck not long ago returned to his duties fully restored, but the discontent of some of the stockholders seemed to have made much headway, and the meeting of the board at which the changes were decided upon followed. Mr. Beck was formerly in the retail business at Hartford and North avenues, and he has been prominent in the affairs of the Calvert Company ever since it was launched. He was active in securing the erection of the handsome new five-story structure which the corporation occupied last year, at 100 and 108 West German street, and which was constructed at a cost of not less than \$50,000. He has also various other business interests and has been a very busy man. In fact, it was the strain of the work upon him to which was attributed his breakdown.

**The Behrens Drug Co.,** of Waco, Texas, has just removed to its new fireproof, reinforced concrete building, which, from the point of view of the wholesale druggist, is reported to be a model. The building has four stories, and basement, with a floor area of 63,800 square feet, is located at the corner of Fourth and Mary streets, with a front on Fourth street, while private driveways and a private railroad switch facilitate receiving and shipping of goods. Every modern convenience and appliance for the expeditious handling of an increasing business have been installed under the direction of General Manager John G. Mason. Mr. Mason, who is also a director of the company, is well known throughout the country. He was for years connected with the Meyer Bros. Drug Co., of St. Louis, as the head of the sales department, resigning to take the management of Carter, Carter & Meigs, of Boston. He is a member of the A. Ph. A. and of a number of State associations. The stockholders of the Behrens company recently voted an increase in the capital stock of the corporation of 600 shares, and this has now been fully subscribed and paid in, so the company is operating with a capital of \$250,000. The officers of the company are: President, Dr. W. R. Clifton; vice-presidents, E. Rotan and H. C. Risher; secretary-treasurer, E. H. Hardin, and John G. Mason, general manager. Among the specialties handled are Oxidine, and Mrs. McCormick's Beauty Cream and Beauty Cream Soap.

**The Wisconsin Rexall Club,** at its recent convention in Milwaukee, elected the following officers: L. A. Duffin, White-water, president; vice-presidents, R. Milbauer, Clintenville; B. Schwabert, Wausau, and A. E. Krueger, Madison; secretary, F. A. Rhyne. One of the features of the convention was a talk by Miss Frances Schoen, a saleswoman in the employ of the A. Spiegel Co., who told the druggists how to sell toilet preparations. She said women ought to be persuaded to use perfumes, powders and toilet waters, all of the same

odor, and she gave some valuable pointers on how to take care of the women customers. Miss Schoen was introduced by Adolph Spiegel, Milwaukee, who said that he was the original "pharmaceutical salesman" of Wisconsin, having employed women in his store as far back as 1888. "Everybody said I would soon be in bankruptcy," said Mr. Spiegel. "Women are good salespeople and every department in which they have been employed has improved."

**The Davis-Fuston Drug Co.,** of Nashville, has been chartered to operate a chain of drug stores, under the direction of William F. Davis, Sumner Fuston and Fred Fuston, all three men being at present proprietors. The stores to be operated under the control of the new company are: The Hemlock pharmacy, at 22d avenue and Church street; the Fuston pharmacy, 28th and West End avenue; the Ben Wise pharmacy, at 901 Fourth avenue, South, and the two drug stores conducted under the name of the Nashville Drug Co. These are located at 12th avenue and Jefferson street and at 18th avenue and Cedar street. The company has a paid-up capital of \$35,000. For the present only stores in Nashville will be operated, but the company expects to branch out to other towns later on.

**The National Co-operative Drug Co.** will open its first houses at St. Louis and San Francisco within a month, according to the announcement recently at the meeting of stockholders and officers at Cincinnati made at the meeting of stockholders and officers at Cincinnati recently. This company is organized under the laws of Delaware with a capital of \$1,000,000 and will operate co-operative wholesale drug houses in all the large cities of the country, these to be modeled upon the Cincinnati house. There are more than 700 druggist members and applications are going in at the rate of 20 a day. Thirty cities will be organized, and within a short time offices have been established in a majority of the cities now chosen. In Des Moines, Louisville, Memphis and St. Louis the company's affairs are progressing very rapidly.

**Gustatory Diplomacy in St. Louis.**—The value of a good dinner as an aid to diplomacy is shown in the story recently told of how a tense situation in the retail drug business of St. Louis was settled. Something like an incipient explosion was threatened—just whether over the prices or not is not mentioned. Several uptown druggists and several downtown druggists, according to the story, got together over a little dinner, and when the dinner was over the druggists were calling one another in a brotherly way by their first names and shaking hands in a manner which meant that the relations were more cordial, if anything, than ever, and that the difficulties, threatened or feared, as the case may have been, were no longer a matter of concern.

**The Waterloo (Ia.) Drug Company** has been incorporated with \$100,000 capital, with S. Bruce Galloway, W. H. Galloway, John Berg, Judson Laughlin and J. F. Mahedy as the first board of directors. S. Bruce Galloway is president; Judson Laughlin, vice-president; Wilbur H. Galloway, secretary and treasurer, and J. F. Mahedy, general manager. The corporation began its corporate business on April 1. According to its charter it will manufacture, buy, sell, exchange, export and import drugs, patent medicines, chemicals, corks and bottles, liquors, perfumes, soaps and toilet articles, cigars, confectionery, paints and oils, and other such articles and supplies commonly handled by a wholesale drug house.

—**Alvin Geist,** of Allentown, Pa., who recently purchased the stock of the City drug store at Sigfried, Pa., is making many alterations at his new place of business. The store will be renovated and a large display window, the width of the building, will be added. The entrance will be moved to the corner of the building and there will be a new floor, display shelves and show cases. A large marble soda fountain will also be installed. Mr. Geist, who has been a resident of Allentown for the past 10 years, is a graduate of the Philadelphia College of Pharmacy, and until the time of his entering business for himself was employed at the Kincaid pharmacy at Madison and Chew streets, Philadelphia.

**Employees See Themselves in Moving Pictures.**—During the Winter months at the laboratories of the Lilly Company the lecture room in the Lilly science building is thrown open once a week to the men employees for a noon meeting. These gatherings usually take the form of a short talk by some well-known local speaker. The last one of the Winter season had attendance record "beaten to a frazzle."



The occasion for the S. R. O. sign was the Lilly moving picture exhibition shown for the benefit of the employees. "To see ourselves as others see us," proved to be a most enjoyable and amusing sight.

**The Interstate Remedy Co.,** Farmer street, Detroit, has been forbidden the use of the mails. The order includes the confiscation by the Detroit postoffice department of all mail to the addressee. The Detroit company was put on the plane of other such concerns proceeded against from time to time by the Federal authorities, in that it offered to cure everything from failing memory to weak back. The attorney-general says that few of the letters received by the company actually reached a physician, but are sorted over by clerks, who also select the "remedies." The ailments were divided into two classes, "kidney" and "nervous," and only those that puzzled the clerks went to "Dr. A. E. Robinson." The investigators also state that the company offered to sell to another company "the choicest lot of debility names in the country," while proof was found that between 80,000 and 90,000 of these "confidential" letters were actually sold. Edward O. Hayes was found to be the owner, while H. F. Coon is named in connection. The authorities say that a fraud order was issued against the Dr. Knapp Medical Co., which Mr. Hayes conducted in 1904.

**The Wartman Drug Co.,** 624 Delaware avenue, Milwaukee, recently filed a voluntary petition in bankruptcy, following closely upon the action of the Government in closing the postal sub-station conducted in the store for years. J. F. Wartman, head of the concern, died suddenly July 24, 1912. An investigation of the post-office accounts showed that the station was \$2000 short, according to the post-office inspector. Postal authorities took possession of the store, Jan. 30, in an attempt to compensate the Government for the loss. The bankruptcy petition shows liabilities of \$10,895.82 and assets of \$11,333.20.

—**The Des Moines Drug Co.'s New Building Open.**—The firm operates in three States, Iowa, Missouri and Minnesota, and carries one of the largest stocks of any drug jobbing house west of the Mississippi, utilizing a basement and six floors, every square yard of which is used. Lunch, cloak and rest rooms for both men and women employees, and modern shipping and stock rooms are among the features of the establishment which was first occupied in February. The entire building is equipped with automatic sprinklers, and every modern idea has been utilized in equipment and arrangement.

**The Riker-Hegeman Drug Company** increased its sales 16 per cent. for the first half of April, as compared with last year. This rate of increase would mean close to \$17,500,000 for the full year. The sales for 1913 totaled \$15,000,000. However, it is likely that the gross for the full year will be slightly below this amount, although possibly over \$17,000,000. January sales increased 20 per cent. over a year ago. Inclement weather, particularly on Saturdays, hurt sales in February and March, but despite this handicap the company was able to show a slight increase for each month.

**The National Cigar Stands Company,** a United Drug subsidiary, has incorporated under Massachusetts laws, with an authorized capital of \$350,000, comprising 1500 shares of preferred stock, and 2000 shares of common, with a par value of \$100. The entire capital stock has been issued for stock of the National Cigar Stands Company of New Jersey. The 2000 shares of common stock were exchanged share for share, while the 1500 shares of preferred were issued in exchange for 3000 shares of preferred stock of the New Jersey corporation, which had a par value of \$50.

—**Dr. Herbert F. Palmer,** veterinary representative of the H. K. Mulford Company, delivered an illustrated lecture on "Hog Cholera" at the last meeting of the Ohio State Veterinary Association, and the Missouri Valley Association. During the past few months Dr. Palmer has given illustrated lectures on serums, vaccines and bacterins at six of the principal veterinary colleges in the United States. Dr. Palmer will deliver a series of lectures and conduct examinations on "First Aid to Animals" for the Boy Scouts of Philadelphia.

**John T. Milliken & Co.,** of St. Louis, manufacturing chemists, this Summer will erect a four-story factory, 272 by 130 feet, at northwest corner of North Market street and Leffingwell avenue. The present factory is at 316 Clark avenue.

The new building is to be of reinforced concrete, with metal window sashes and glazed terra cotta front. Driveways for loading wagons and trucks and loading platforms will be inside of the building. The general offices will be on the second floor. The estimated cost is \$75,000.

**The United Drug Co.,** according to W. J. Howell, manager of the St. Louis branch, will probably build a manufacturing plant in that city which will cost \$1,250,000 and employ 1000 men. B. T. Wilkerson, manager of the stationery department of the company, has established a distributing center in Liverpool and an office in Paris for the European market, and this, it is said, makes it more essential than ever that a manufacturing plant be established in the West as Boston will be the center for the export trade.

**The Schempf Drug Co.,** of Watertown, Wis., has sold its business and stock to two former Watertown young men, Erwin T. Bittner and Max Tetzlaff, who will conduct the business under the firm name of the Bittner & Tetzlaff Co. Both Mr. Bittner and Mr. Tetzlaff have been engaged in the drug business in Racine, Wis., for the past four or five years. During the past three years they were business rivals, serving as managers of the only two drug stores on the North Side in Racine.

**Shreveport, La.,** is to have a large wholesale drug house at an early date if present plans materialize. It is understood that Robert T. Gibbs, formerly of the firm of Conger, Kahn & Gibbs, and now representing Meyer Bros., of St. Louis, will be the president and general manager of the new concern, and that several prominent business men of Shreveport will be associated with him.

**The Cleerhed Specialty Co.** has been incorporated in Green Bay, Wis., with a capital stock of \$100,000, to engage in the manufacture of an olive oil laxative capsule. The business is in charge of R. L. McDonald, who recently disposed of his drug business in Green Bay, and is now secretary-treasurer and general manager of the new manufacturing concern.

**The Womack & Waldrum Drug Co.,** a \$100,000 corporation, has been chartered in Nashville, Tenn. The new corporation will establish and maintain a chain of pharmacies in all sections of Nashville. The incorporators are Charles R. Womack, Jonas Y. Waldrum, Will G. Harris, Charles L. Stephens and T. J. McMorrough.

**The Michigan Drug Co.** is contemplating the closing of its Saginaw branch, formerly the Valley City Drug Co., and operating its entire business from the Detroit headquarters. In this event James Smart, Saginaw manager, will be given an executive position in the local offices, and all Saginaw employees will be retained.

—**J. C. Field & Son** have opened a new retail store at 332 Park avenue, Plainfield, N. J. F. R. Story, who is a well-known and capable pharmacist of Plainfield, will be in charge. Years ago Mr. Field was engaged in the drug business at Plainfield with L. W. Randolph, and is also a registered pharmacist.

**The Texas Rexall Club** has elected the following officers: President, A. E. Kiesling, Houston; 1st vice-president, L. C. Curlin, Waxahachie; 2d vice-president, L. Douthit, Palestine; 3d vice-president, B. F. Heuson, Orange; secretary and treasurer, J. W. Covey. Dallas has been selected as the 1915 meeting place.

**The Wilmington (Del.) Association of Retail Druggists** has elected the following officers: President, Oscar C. Draper; secretary, W. A. Grant; treasurer, James T. Challenger, New Castle; executive committee, Lawrence Sanders, R. H. Newsom, Miss Nora V. Brendie and W. L. Morgan.

**Barclay & Co.,** Brooklyn, N. Y., has been incorporated with \$3,000,000 capital to carry on the business of druggists, chemists and dealers in pharmaceutical supplies of every kind. The incorporators are William H. Hayward, Henry Essig, Jr., and Charles F. Clarke.

**George Boundy,** pharmacist at the Kellogg drug store in Oconomowoc, Wis., for some time, has opened a new pharmacy at Sullivan, Wis. Temporary quarters have been secured by Mr. Boundy, but he expects to locate in new quarters on July 1.

**The Swanson Rheumatic Cure Co.** has removed from Chicago to Newark, Ohio.

## THE ERA COURSE IN PHARMACY

Information for Era Course Students

The Era Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, and intended especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures; it can be completed in a year or less, depending on the experience of the Student; its cost is merely nominal. A complete Prospectus can be had by addressing

Director, ERA COURSE IN PHARMACY,  
c/o D. O. Haynes & Co.,  
NO. 3 PARK PLACE, NEW YORK.

### Synthetic Camphor Again.

Some time ago, in this Department, we had occasion to point out the difference between the so-called "artificial camphor," and synthetic camphor. A number of inquiries have arrived, asking us to make clear the distinction again. Artificial camphor is not camphor at all, any more than artificial flowers are real flowers. It is merely a substance that looks like camphor, and smells somewhat like it, but chemically speaking, it is unrelated to it. Artificial camphor is the hydrochloride of pinene, which is a terpene hydrocarbon and the principal constituent of oil of turpentine. It contains no oxygen. Synthetic camphor, on the other hand, is real camphor. It is chemically the same substance as the official camphor of the U.S.P., the chief difference being that it is optically inactive, while the official camphor is dextrogyrate, or dextro-rotatory. It has the formula  $C_{15}H_{16}O$ , and is a ketone. The synthetic camphor is not official, as the U.S.P. states that camphor comes from the tree *Cinnamomum Camphora*.

### Assayed Tinctures of the U.S.P.

In addition to the two tinctures containing inorganic substances, those of ferric chloride and iodine, the following tinctures are directed to be assayed by the U.S.P.: Aconite, belladonna leaves, cinchona, colchicum seed, hydrastis, hyoscyamus, nux vomica, opium, deodorized opium, physostigma, and stramonium; thirteen in all.

### Tinctures Prepared by Percolation.

In Part V, it is stated that the usual method of preparing tinctures of non-cellular drugs is by maceration, since these materials, on coming in contact with a menstruum, form sticky masses which prevent the passage of any liquid. It was also pointed out that in some cases percolation, especially when preceded by maceration, was permissible. These exceptional cases may be thus defined. In case the drug, although non-cellular, is still sufficiently porous to allow percolation, the latter process may be used. This is exemplified in the official directions for preparing the tinctures of opium. In other cases, if a cellular drug can be mixed with the substance, percolation is possible. Glycyrrhiza is the cellular drug most commonly employed for such a purpose, but purified sawdust is also excellent, and very cheap. Another substance to be added to make the mass porous is clean sand. This permits a ready descent of the menstruum through the drug, and does not give up any substances to the percolate which in any way affect its taste, color, or therapeutic properties.

### Matriculation Graduates to April 21, 1914. *Graduating Average.*

7501—Edward J. Hargis, Grand Junction, Colo.	96
7583—Kimbro Pope, Rockwood, Tenn.	96
7633—O. J. Lonibos, New Orleans, La.	92
7835—Jas. L. Humble, So. Pittsburg, Tenn.	93
7913—Benjamin H. Rubin, Chicago, Ill.	93
8055—James A. Bacon, Harriman, Tenn.	92
8205—C. H. Brockmeyer, Fredonia, Ky.	91

### Kind Words from Our Graduates.

"I am more than satisfied with the results I have obtained from the Course."—O. J. LONIBOS, New Orleans, La.

"I have derived great benefit from the Course. It has been both a help and a pleasure to me, and I want to extend to you my hearty thanks."—J. L. HUMBLE, So. Pittsburg, Tenn.

"Allow me to express to you my sincerest thanks for the

inestimable good your Course in Pharmacy has done for me."—JOHN C. KIMBLE, Montezuma, Ga.

"I must say that your Course is more than you claim for it. Every pharmacist should review his work at some time, and this Course covers it all. Many thanks for your promptness in all your dealings."—C. H. BROCKMEYER, Fredonia, Ky.

"I am highly pleased with the ERA COURSE IN PHARMACY. It is a thorough and well arranged course of study, and takes the student over the ground he wishes to cover, especially if he is preparing for an examination. I attribute my success in passing the last examination of the Arkansas Board of Pharmacy largely to my careful study of the Course. I recommend it highly to any drug clerk, either experienced or inexperienced."—EARL D. MCGAUGHEY, Hartford, Ark.

### SPEAKING OF FLIES.

*From the Poster of the Idaho State Board of Health, James H. Wallis, Commissioner.*

Flies are the most dangerous insects known to man.

Flies are the filthiest of all vermin. They are born in filth, live on filth and carry filth around with them. They are maggots before they are flies.

Flies are known to be carriers of millions of death-dealing disease germs. They leave some of these germs wherever they alight.

Flies may infect the food you eat. They come to your kitchen or to your dining table, fresh from the privy vault, from the garbage box, from the manure pile, from the cuspidor, from decaying animal or vegetable matter, or from the contagious sick-room with this sort of filth on their feet and in their bodies, and they deposit it on your food, and YOU DO swallow filth from privy vaults, etc., if you eat food that has come in contact with flies.

Flies may infect you with tuberculosis, typhoid fever, scarlet fever, diphtheria, and other infectious diseases. They have the habit of feasting on tuberculosis sputum and other discharges of those sick with these diseases, and then go direct to your food, to your drink, to the lips of your sleeping child, or perhaps to a small open wound on your hands or face. When germs are deposited in milk they multiply very fast; therefore milk should never be exposed to flies.

Screen your windows and doors. Do it early before fly time and keep screens up until snow falls.

Screen all food, especially milk. Do not eat food that has been in contact with flies.

Screen the baby's bed and keep flies away from the baby's bottle, the baby's food and the baby's "comforter."

Keep flies away from the sick, especially those ill with typhoid fever, scarlet fever, diphtheria and tuberculosis. Screen the patient's bed. Kill every fly that enters the sick-room. Immediately disinfect and dispose of all discharges.

Catch the flies as fast they appear. Use liquid poisons, sticky fly papers and traps.

Place either of these fly poisons in shallow dishes throughout the house:

(a) Two teaspoonfuls of formaldehyde to a pint of water, or

(b) One dram of bichromate of potash dissolved in two ounces of water, sweetened with plenty of sugar.

To quickly clear rooms of flies, burn pyrethrum powder or blow powdered black flag into the air of the room with a powder blower. This causes flies to fall to the floor in stunned condition. They must then be gathered up and destroyed.

Sprinkle chloride of lime or kerosene over contents of privy vaults and garbage boxes. Keep garbage receptacles tightly covered, clean the cans every day, the boxes every week. Keep the ground around garbage boxes clean.

Sprinkle chloride of lime over manure piles, old paper, old straw and other refuse of like nature. Keep manure in screened pit or vault if possible. Manure should be removed at least every week.

Pour kerosene into the drains. Keep sewerage system in good order, repair all leaks immediately.

Clean cuspidors every day. Keep 5 per cent. solution of carbolic acid in them all the time. Get rid of sawdust boxes used as cuspidors—destroy them—they're insanitary.

Don't allow dirt to accumulate in corners, behind doors, back of radiators, under stoves, etc.

## Brand &amp; Co., Ltd., of London—An English Firm with an Interesting History.

WHEN a business has been in existence for 80 years and has continued steadily to increase in both size and importance during practically the whole of that period, it is the natural inference that the basis of the business and the consequent growth is something which possesses genuine merit, and that the foundations of the business are secure. This can be said truly of the historical English house of Brand & Co., manufacturers of specialties for invalids, such as essence of beef and essence of chicken, these two products in particular being known in all sections of the world. A representative of the ERA who recently visited the London factory and interviewed the general manager was led to believe from what he observed that the steady progress of the past eight decades is likely to continue, and that Brand's specialties will be as familiar to future generations as they are to English people today.

The story of the beginning of the house of Brand is an interesting one, and not without a spice of romance. In the days of King George the Fourth there was on the staff of employees in the royal kitchen a man by the name of Brand—or, to give him his full name, Henderson William Brand. It is on record that this Brand was not only a clever cook but a capable writer as well, for he was the author of a book, published in 1834, entitled "The Complete Modern Cook," which was a compendium of kitchen practice and of dinner-table management. Mr. Brand was the founder of the business of which we are writing, and was led into manufacture through the invention of his sauce, "Brand's A1." Brand was somewhat of a favorite with his royal patron, to whom the advent of a new sauce was a matter of no little importance. The story runs that when Brand offered the sauce for the first time for the approval of the "first gentleman in Europe" the latter at once pronounced it to be "A1."

In due time the chef left the royal kitchens and became in turn chef for various celebrated gourmards and hosts, including T. W. Coke, of Holkham (the "Coke of Norfolk," at whose table Charles James Fox was a frequent visitor), and afterwards to Earl Manvers; then to His Grace the Duke of Norfolk; the Marquis of Ailsa; Lord Rolle, and others. At a later date—in 1835—he determined to enter into business on his own account.

Accordingly, in that year, he opened premises in Mayfair, and began to prepare those food products, the perfection of which has for 80 years been uniformly maintained. It appears that the business began to flourish from the very beginning, and in an issue of *The Times* of 1838 appeared the following advertisement:

TO TRAVELLERS and INVALIDS.—BRAND'S CONCENTRATED BEEF TEA. This valuable article is pronounced by medical gentlemen to be a highly important acquisition to persons of delicate constitution. It is nutritious, strengthening, and free from all fat, spice, and vegetable substance. Any quantity can be made ready for use in a few minutes by the simple aid of boiling water. Warranted to keep in any climate. Prepared by H. W. Brand, (from the kitchen of His Majesty George IV.) 11, Little Stanhope-street, Mayfair. N.B. Food prepared for invalids according to medical prescription. Preserved fresh provisions, warranted to keep in all climates until required for use.

The firms which advertised in *The Times* over 70 years ago and are flourishing today are comparatively few in number and the copy of an old advertisement is therefore not without interest.

Twenty-seven years ago the business had grown to such proportions that the factory in Mayfair was not large enough to cope with the orders. It became necessary to find a suitable site for the erection of premises on a much vaster scale and the site on which the present establishment stands was selected. This is situated in historical surroundings in Vauxhall in close proximity to the river Thames and only a

few minutes' tram ride from Westminster Abbey and the Houses of Parliament, and within a few minutes' walk of Lambeth Palace, the residence of the Bishop of London.

A tour through the buildings is both instructive and interesting. One is especially struck by the spaciousness, loftiness and airiness of the various departments. The great "kitchen," the vast hall in which, at the time of your representative's visit, the "cooks" were at work carving the finest meat procurable and transferring it to huge steam-jacketted "coppers" in which the processes of extraction are carried on, is a model of cleanliness. It is shown in the illustration herewith.



The Big Kitchen at Brand's Where Meat Juices and Concentrates are prepared.

Here was seen an army of white-aproned, white-capped cooks busily engaged in carrying out their several duties. A large section of this gargantuan kitchen is devoted to the production of Brand's Essence which consists solely of the juice of the finest British beef extracted by a gentle heat without the addition of water or any other substance. It has been introduced into medical practice as a stimulant after loss of blood from any cause, and in cases of nervous exhaustion and enfeebled digestion. It is liquid in warm weather, but in cold weather or when iced it takes a jelly form, in which state it is usually preferred.

At the meeting of the British Medical Association at Toronto in 1906, Sir Victor Horsley, F.R.C.S., F.R.S., one of the most famous among English surgeons, made the following observation in the course of an address on surgery: "As regards cardiac stimulation, that has always seemed to me to be a clinical error. The heart does not require accelerating as a rule, but does require feeding. Undoubtedly, repeated enemata (every two hours) of four ounces of beef tea in which is dissolved Brand's Essence or pancreatized milk is the readiest means, etc."

Another concentrated form of food prepared in Brand's "kitchen" is Brand's Beef Tea. This is the original preparation referred to in *The Times* advertisement quoted above; it may be obtained either in bottles, when it is known as home-made beef tea, or in a concentrated form, put up in skins and metal cases. Brand's concentrated beef tea is in a stiff jelly and can be taken cold or dissolved in the mouth if no means of obtaining hot water are available. It is stated that missionaries, explorers, ship captains, and others whose supply of medical comforts have run low, have often been known to barter almost everything for a few bottles of Brand. Another preparation which appeals to the traveler and the medical man is Brand's meat juice. This is obtained from

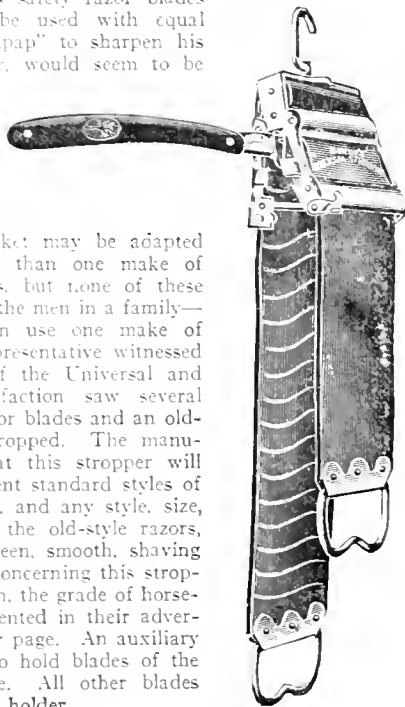
... by submitting to assurance in the cold. Another product consists of the "Senecey meat lozenges" which have been described as "A wafer lozenge in a waistcoat pocket."

The following is the recipient of many awards for the excellence of their products, as the following list shows: First Order of Merit, Adelaide, 1887; Gold Cross of Honour, Amsterdam, 1885; Gold Medal, Universal Exhibition, Paris, 1889; Vienna, 1891; Sp. (Belgium), 1891; London, 1892; Douai, 1893; London, 1894; Lincoln, 1892; Dublin, 1892; Geneva, 1893; Brussels, 1893; H. (H. over), 1893; Truro, 1893; Antwerp, 1894; London, 1894; London, 1895; Belfast, 1895; Amsterdam, 1895; Wiesbaden, 1896; London, 1896; Brussels, 1897; International Paris, 1900; Medical Congress (Buenos Ayres), 1894; Emperors and Citizens, London, 1905; Cape Town, 1905; London, 1905; Liverpool, 1906; Grand Prix, Milan, 1906; Crystal Palace, 1906; Silver Medals: Paris, 1878; International H. Exhibition, 1884; Medical Congress (Rome), 1894; Medical Congress (Naples), 1895; Dessau, 1901; Diploma and Bronze Medal: Toronto and Ottawa, 1880; Diploma of Honour: Food and Cookery, Imperial Institute, 1890; Royal Horticultural Hall, 1906; Madrid, 1907. Messrs. Brand also hold various royal "appointments."

Enough has been written to give readers some idea of the importance of the historic house of Brand. The chairman of directors is Thomas Dence and the managing director is A. H. Dence. E. Fougere & Co., Inc., are the U. S. agents.

### One Stropper for All the Razors in the Family.

A stropper upon which all "the boys" in the family may strop their various safety razor blades and which may be used with equal facility by "Grandpap" to sharpen his old-fashioned razor, would seem to be the Universal Stropper, manufactured by Hermann Boker & Company, 101-105 Duane street.



A few of the stroppers on the market may be adapted to stropping more than one make of safety razor blades, but none of these may be used by all the men in a family—unless all the men use one make of razor. An ERA representative witnessed a demonstration of the Universal and to his own satisfaction saw several standard safety razor blades and an old-fashioned razor stropped. The manufacturers claim that this stropper will strop all the different standard styles of safety razor blades, and any style, size, width or make of the old-style razors, giving to each a keen, smooth, shaving edge. Particulars concerning this stropper—its construction, the grade of horsehide, etc.—are presented in their advertisement on another page. An auxiliary holder is utilized to hold blades of the thin or wafer type. All other blades do not require this holder.

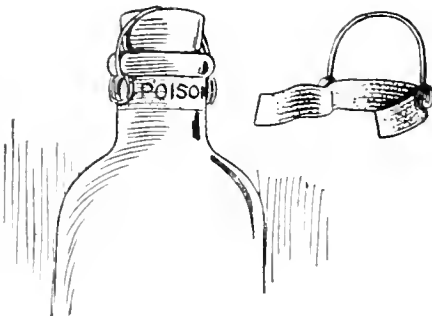
### Money in a Camera Department.

The Seneca Camera Mfg. Co. has adopted a plan which should be of great help to any druggist who wishes to start a camera department. As it is impossible for their traveling men to call upon all the trade wishing to put in Seneca cameras as a side line, and as selecting from a catalogue is rather difficult in the case of a new line, this company has prepared a leaflet showing a number of representative assortments which not only answer the requirements of the dealer just setting up in business, but when augmented by the advertising pictures, catalogues, display cards and booklets (which are sent without charge) make a dignified and impressive showing. Each of these assortments is arranged with expert care and will fill every want in a camera department, omitting nothing that an amateur and many regular photographers would call for. As the sales are made it is not necessary to re-order goods in large quantities. A dealer can order just enough to

keep the assortment complete, and get the same discount as on the original order. No technical knowledge is necessary to successfully sell Seneca products. It is just an ordinary merchandising proposition. Seneca cameras are so simple and easy to manipulate that their workings are understood at a glance and the books sent with each instrument clearly explain to the beginner each step in the art of picture making. This company claims that their dealers have proved that without adding a penny to overhead expenses, without making any big additional investment, a Seneca department has handsomely increased the volume of business done by their store. The booklet may be obtained on request from the Seneca Camera Mfg. Co., Rochester, N. Y.

### Universal Poison Guard.

The cut herewith shows a new poison bottle safeguard that has recently been patented. It consists of a gummed band which goes around the neck of the bottle underneath the lip, and a wire loop which is put over the cork. The gummed band sticks around the neck like a label, and to remove the cork a slight pull detaches the wire loop, which springs back into shape when released.



This device seems to answer the purpose for which it is intended; it is inexpensive, and its use would be an additional protection, as the cork cannot be removed until the wire loop is pushed back from its normal position. The owner of this device is John W. Mackay, 181 14th street, Portland, Ore., who also owns the patent, and he would like to hear from manufacturers who would be interested in its manufacture and sale.

### Protection Against Mercury Poisoning.

Many attempts are being made to do away with cases of accidental poisoning by the inadvertent use of bichloride of mercury tablets, due in the majority of instances to the fact that in the dark or to a child all tablets are very much alike. To safeguard the public from such accidents the Wm. S. Merrell Chemical Company, of Cincinnati, has developed a new form of bichloride of mercury carrier in the shape of oblong pieces of porous paper, about two by four inches in size, in which has been absorbed the corrosive sublimate necessary to make a solution of the same strength as that obtained from the ordinary bichloride tablets. These Antiseptic Leaves are printed with complete information as to the contents and method of preparing the solution, and as they cannot be eaten or mistaken for candy, lozenges, tablets or any other form of internal medication are perfectly safe in use. These leaves are put up in convenient packages of 25, wrapped in self-sealing waterproof paper, and enclosed in a carton with full information.

### Window Display Competition.

In order to increase the interest of the general public in the use of disinfectants in their homes, and at the same time to assist the dealers in disposing of their goods, Platt's Chlorides are offering a series of cash prizes for the best window display showing the application of odorless disinfectants for household and sick-room uses. This is the time of the year when it pays the druggist to feature these goods, and those druggists who desire to participate in this competition ought to send at once to Henry B. Platt, 42 Cliff street, New York, for circulars giving particulars as to this contest.

### R. R. Shuman Heads Own Agency.

R. R. Shuman, of Chicago, announces that the partnership which has existed since March 1, 1913, under the name of the Shuman-Booth Company, was dissolved April 13. Mr. Shuman buying out the interest of Carl H. Booth in the partnership. Mr. Booth has retired to become the vice-president of the

Metallurgic Engineering Co., of Chicago, patentees and builders of electrical melting furnaces. Mr. Shuman has organized a stock company with \$20,000 capital to carry on the business under the name of the Shuman Advertising Co., with headquarters at 620 Westminster building, Chicago. The old organization will remain intact, and with the increased capital which this move gives it is expected to play a still larger part than heretofore in trade and technical journal advertising, as well as in carrying on a general advertising agency business.

#### VANADIUM RUBBER A NEW DISCOVERY.

After 25 years of almost continual experiment, J. Ellwood Lee, of Conshohocken, Pa., announced a discovery which he claimed would revolutionize the rubber industry—the production of vanadium rubber.

While possessing certain qualities of resilience and plasticity found in no other material, even the best grades of rubber possess characteristic defects that interfere materially with satisfactory service. Deteriorating rapidly with age, rotting on contact with oil, easily ruptured by impact from rough or jagged surfaces—it has come to be generally recognized that rubber goods must needs be of recent manufacture, and frequent replacements are expected, as a matter of course.

Following the discovery that many materials, particularly in the metal field, could be greatly toughened by the addition of certain ingredients at the time of their manufacture, the same line of reasoning was applied to rubber.

The use of vanadium in steel, with resulting toughness, resilience and resistance to stress and strain led to the consideration of this metal for use with rubber, and in July, 1912, experimentation began in the laboratories of the Lee Tire & Rubber Co., at Conshohocken. The first successful experiments were concluded a year later, in July, 1913, and in September of the same year the investigators felt assured of the practicability of the new compound.

According to an official announcement from the manufacturers:

"The relative strength of vanadium rubber, as compared with the best grades of rubber produced by ordinary processes, was shown by a series of tests, which determined the fact that the best grades of Para, untreated with vanadium, reached the breaking point at 876 pounds the square inch, while vanadium rubber resisted breaking until a pressure of 1800 pounds per square inch had been applied—thus exhibiting more than double the tensile strength of ordinary rubber.

"The first set of automobile tires produced from vanadium rubber were placed upon a large touring car devoted to the personal use of Mr. Lee, in July, 1913. During the months that followed they were subjected to a daily grueling over rough country roads until each of the four tires had rendered more than twice the mileage ever received before on the same car from the most expensive tires made. They were then removed, are at present open to inspection and appear to be still in a condition to give many more hundreds of miles of service."

It is claimed that the new product almost turns the edge of a knife; that it is practically oil proof, and that by the use of larger or smaller amounts of vanadium with the crude rubber a standardization of vulcanization time and of uniformity of product can be assured.

#### Rebo Roach Destroyer.

This preparation, which has been on the market for the past 20 years, is now being advertised through the drug trade, and the proprietor is desirous of hearing from druggists who are interested in the sale of insecticides. This product is put up in two sizes in attractive sift-top boxes, and retails at 10 cents and 25 cents, and the proprietor has a special introductory proposition which he is making to druggists at this time. He requests druggists to write for his special offer. The address is Jos. Ober, 118 E. 28th street, New York.

#### Wrigley's Spearmint.

Wm. Wrigley, Jr., Company, 1206 Kesner building, Chicago, will be glad to furnish window displays to those dealers who desire to co-operate in increasing their sales of Wrigley's Spearmint. Druggists and confectioners who wish to keep their windows fresh and attractive, can secure a handsome lithographed trim with additional matter to make an appro-

appropriate display in any size window they desire to use. Transportation charges will be prepaid. In writing please give size of window, and mention the ERA.

#### A Cork Gauge Sent Free.

The Armstrong Cork Company, makers of the Circle A and Circle B corks and of Armstrong's Household corks, have perfected a new cork gauge in handy form which they are mailing to retail druggists on request. The Circle A and Circle B corks are well known to druggists everywhere, while the Household corks come in cartons each holding three dozen 10-cent packages. See their advertisement for further details.

#### INCREASING USE OF GLYCERIN IN ARTS.

WASHINGTON, April 21.—Imports of glycerin into the United States during the last calendar year amounted to 38,000,000 pounds, compared with 30,000,000 in 1912; while the domestic production, all of which is consumed in the country, more than doubled in a decade, rising from 15,000,000 pounds to 1900 to 35,000,000 in 1913.

Glycerin, for many years treated as a waste product in the manufacture of soaps and candles, is now commercially important by reason of its wide application in the arts and industries. Domestic production has never been sufficient to meet the home demand, and during the last 10 years fully 350,000,000 pounds have been imported from foreign countries. Last year, according to official statistics of the Bureau of Foreign and Domestic Commerce, Department of Commerce we imported 10,000,000 pounds of glycerin from England, 9,000,000 from France, 4,000,000 from Belgium, and 1,500,000 pounds each from the Netherlands, Russia, Spain, and Italy, these countries being important manufacturers of soaps. The remaining imports were chiefly from Canada, 1,000,000 pounds; Mexico, 500,000, and Cuba, 250,000.

This glycerin, on being imported, is transported to the centers of those industries in which it is used. Last year, for example, 13,000,000 pounds were imported at New York, 10,000,000 at Philadelphia, 4,000,000 at Wilmington, Del., 4,000,000 at Omaha, 1,500,000 at Cleveland, and 133,333 at Chicago. Our Eastern cities use large quantities of glycerin in the preparation of medicines, aniline colors, formic acid, and copying inks. Our canning and packing-house centers find it of value in the preparation of preservatives for meats and other food products. Soap factories refine considerable quantities of glycerin and reincorporate it by mechanical admixture with soap, thus producing the glycerin soaps of commerce. A large proportion of the imports and domestic product was used at Wilmington, Del., in the manufacture of explosives; vast quantities of dynamite, derived from nitroglycerin, having been required in connection with excavation work on the Panama Canal. Over 24,000,000 pounds of nitroglycerin, valued at \$3,129,665, were used in the manufacture of explosives in 1905, and a somewhat larger quantity in 1910.

Discovered in 1779, it was not until 1847 that glycerin was first made in the United States, and in 1850 only 150 pounds were produced. Six years later it was still comparatively rare and selling at \$1.75 per pound, while today it is an article of household necessity, with an average wholesale price of less than 15 cents per pound at the foreign points of shipment.

#### Production and Use of Denatured Alcohol.

Germany now uses between forty and fifty million gallons of denatured alcohol a year, of which over thirty million gallons are sold to the general public for burning purposes. The importance of this fuel in Germany may be appreciated when it is considered that France uses about eighteen million gallons, the United States about ten million gallons, and the United Kingdom only four million gallons, according to a monograph by Charles A. Crampton, commercial agent of the Department of Commerce, recently issued by the Bureau of Foreign and Domestic Commerce. Denatured alcohol is not only gaining in favor for general burning purposes, but a determined effort is being made to find a way of using it as a motor fuel in place of the high-priced gasoline. All the recent developments are dealt with in the new monograph, which is entitled "Production and Use of Denatured Alcohol in Principal Countries" (Special Agents Series No. 77). Copies at five cents each may be had from the Superintendent of Documents, Government Printing Office, Washington, D. C.

### Hudnut's Pharmacy Sold.

The stock and fixtures of the Hudnut Pharmacy, 925 Broadway, near 21st street, Manhattan, valued at \$50,000, were sold at auction on April 23. It is understood that Richard Hudnut has been looking for an opportunity to retire from the retail drug business, and that the above action is the result of his desire. The wholesale and manufacturing business will continue undisturbed at 115-117 East 29th street. The Richard Hudnut perfums and toilet specialties are a well-known line in the trade.

The original Hudnut Pharmacy, first established in 1855 by Alexander Hudnut, the father of Richard Hudnut, and later moved to 205 Broadway, New York, was at one time the "hang out" for the city's and nation's famous men. The proprietor was locally known as the official "unofficial" weather recorder of New York. In 1890 Alexander Hudnut, upon the indication of failing health, sold the business to H. L. Cutter, who had been associated with him in business, for \$200,000. It soon passed into other hands, and in 1902 was assimilated by Hegeman & Co., 200 Broadway. The pharmacy operated by Richard Hudnut at 925 Broadway was also well known, and was one of the landmarks of the metropolitan district.

### Missouri Division, Rexall Dealers.

Missouri division of the International Association of Rexall Dealers of the United Drug Company, will give away 500,000 fly swatters, it was decided at the convention at the Planters Hotel. The plan was suggested by W. J. Howell, manager of the St. Louis United Drug branch. The convention decided to install sanitary paper cups at soda fountains in the stores of the delegates. B. T. Wilkerson, representing the Boston office, said that if a factory were located in St. Louis it would mean an expenditure of more than \$1,000,000. These officers of the Missouri division were elected: E. J. O'Rear, Maryville, president; F. G. Funk, Festus, 1st vice-president; J. H. Clifton, Webster Groves, 2d vice-president; J. B. Smith, Carrollton, secretary and treasurer. The next meeting will be held at Kansas City in October. J. C. McCormick, treasurer, Boston; Mr. Wilkerson and W. M. Federman, of Kansas City, were among those present at the semi-annual convention. The convention closed with a banquet at the Planters Hotel with plates for 200.

### Illinois I.P.A. and I.P.T.A.

Secretary Cornish, of the Illinois Pharmaceutical Travelers' Association, writes us that as the time for the annual convention nears, the indications of a banner attendance are pronounced. At the Spring meeting and banquet which took place at Hotel Sherman, Chicago, on April 4th, much enthusiasm was displayed by the travelers and the reports were that numerous down-State druggists would make the trip by automobiles. There can be no doubt that the retail druggist is by reason of his profession a much confined person and he is just beginning to realize that an outing like "The Week End at Fox Lake" will add renewed vigor for the hot, trying Summer months to come. This I.P.A. and I.P.T.A. Convention takes place at Mineola Hotel, Fox Lake, Ill., on June 11, 12 and 13.

### Pickard-Dean Co. Open for Business.

With new fixtures, new stock, new and much larger soda fountain, the Pickard-Dean Drug Company, No. 124 Peachtree street, Atlanta, Ga., is open for business, the opening day being Saturday, April 19. This company had been in business only a few months when the entire stock was destroyed by fire, and no concern in Atlanta or elsewhere had made such a business record in such a short time as had the Pickard-Dean Drug Company. At the opening carnations were given the ladies who visited the store, and with each purchase a small box of candy or a small box containing four toilet articles (Soul Kiss) was given.

### Tilden's Birthplace Burns.

The little white house opposite the church at New Lebanon, N. Y., built in 1789 by Elam Tilden, the one in which his son, Samuel J. Tilden, was born 100 years ago last February, was burned recently, probably by an incendiary. The house was occupied by a Mr. and Mrs. Harold Bjerke and the latter's mother. They were awakened by Mr. and Mrs. Ross Ridd, neighbors, and escaped in their night clothes. Gov. Tilden left

the homestead by will to two nephews, Samuel J. Tilden, president of the Tilden Company, New Lebanon, who died within a short time, and George H. Tilden, of Pittsfield. The loss is about \$5000.

### Virginia Rexall Club.

Following a two days session at the Jefferson Hotel, Richmond, Va., the Virginia Rexall Club elected these officers and committees: President, Gilpen Willson, Staunton, Va.; 1st vice-president, A. Tyler Hull, Hampton, Va.; 2d vice-president, John Reilly, Harrisonburg, Va.; 3d vice-president, E. C. Hamner, Lynchburg, Va.; secretary and treasurer, Floyd Black, Pocahontas, Va. The next meeting will be in March at Staunton, Va., on the second Wednesday and Thursday.

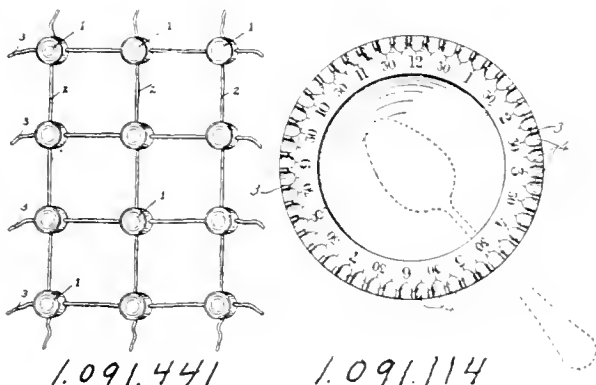
### NEW INCORPORATIONS.

- David Laboratories, New York, manufacture and deal in drugs and chemicals; capital, \$100,000; incorporators, V. M. Bowie, G. S. Mulligan, D. E. Ushkow.
- Santame Remedies Co., Wilmington, Delaware; capital, \$1,000,000; to manufacture and deal in drugs and chemicals; incorporators, Charles B. Bishop, Clarence J. Jacobs, Harry W. Davis, all of Wilmington.
- Ele-Kem Co., Chicago; \$15,000; incorporators, John J. Schayer, Louis Schelbite and Max W. Zabel.
- Polk Miller Drug Co., Inc., Richmond, Va.; capital increased from \$50,000 to \$75,000; W. Withers Miller, president; W. H. Miller, secretary, both of Richmond.
- John L. Stevenson Drug Co., Ennis, Texas; capital, \$5000; incorporators, John L. Stevenson, John M. Loggins and J. L. Champion.
- The Modern Chemical Co., Lawrenceville, Ill.; capital, \$16,000; manufacturers and dealers in disinfectants and deodorizers; incorporators, C. P. Danks, Charles Mahan and W. E. Paichor.
- Cobble Pharmaceutical Co., Chicago; capital, \$2500; manufacturers of pharmaceuticals; incorporators, H. M. Haynes, R. E. Branstad and Arthur L. Ballas.
- United Supply Syndicate of America, manufacturers of drugs, chemicals, etc.; capital, \$150,000; incorporators, V. C. Dreisbach, Jr., F. E. Dreisbach, of Philadelphia; L. J. Donovan, Camden, N. J.
- Beaumont Pharmacy Co., Beaumont, Texas; capital, \$2000; incorporators, W. H. Burgess, E. G. Burgess and J. R. Jefferson.
- The Palmetto Pharmacy, Columbia, S. C.; capital, \$2000.
- Remington-Bowles Drug Co., of Shawnee, Okla.; capital, \$5000; incorporators, Lena Remington, W. L. Chapman, of Shawnee; C. A. Bowles, of Oklahoma.
- Korns Drug Co., Waterloo, Ia.; capital, \$6000; officers: president, J. F. Korns; vice-president, O. L. Wray; secretary and treasurer, E. H. Korns.
- McGill Remedy Co., Bluffton, Ind.; capital, \$100,000; to manufacture and sell medicines; J. H. McGill, Bluffton; M. E. McAfee, H. H. Barsch.
- Femme Products Co., drugs, New York; capital, \$150,000; Philip Mantel, A. Trimble.
- Etafo Chemical Co., Richmond, N. Y.; \$10,000; Andrew J. Cotton, Louis J. Altman and John Bowe.
- German-American Drug Co.; capital, \$100,000; Wray C. Arnold, Lansdowne, Pa.
- Barnes & Hall, Lexington, Ky.; capital, \$10,000; Alexander H. Hall, H. H. Barnes, John F. Hall and C. E. McCarthy.
- Lente Chemical Co., Manhattan; drugs, chemicals, etc.; capital, \$25,000; H. Tippenhauer, J. A. Christie and S. Lewin.
- J. F. Bartlett Drug Co., Cleveland, O.; Claude W. Skimmon; capital, \$10,000.
- Natura Drug Co., Indianapolis; manufacture and sale of drugs; capital, \$100,000; Willis S. Payne, B. O. Wright and Marcus W. Payne.
- French-American Chemical Co., Paterson, N. J.; chemists, druggists, etc.; capital, \$200,000; P. S. Warman, N. Kantrowitz and W. L. Rucker.
- Eelis & Goltermann, Inc., Great River, N. Y.; manufacture and deal in toilet articles; capital, \$100,000; J. B. Kilburn, F. L. Eelis and F. A. Huck.
- Werner Chemical Co., New York City; capital, \$250,000; A. H. Werner, J. F. Curtin and H. O. Coughlan.
- New York Calcestry Corporation, Manhattan; drugs, medicines, etc.; capital, \$25,000; D. P. Bergheimer, J. A. Byrne and A. A. McGivney.
- Colson Medicine Co., Hamilton county, Tenn.; capital, \$20,000; G. W. Colson, Annie Smith, D. L. Truan, J. E. Vandergriff and H. C. London.
- The Kokomo Blue Grass Drug Co., Kokomo, Ind.; capital, \$8200; to deal in drugs, etc.; C. M. Graff, F. W. Graff and F. W. Leeds.
- The Sentanel Remedies Co., Delaware; to manufacture and deal in medicines, etc.; capital, \$1,000,000; C. N. Bishop, C. J. Jacobs, H. W. Davis.
- Le Liebig Remedy Co., Buffalo, N. Y.; capital, \$20,000; Robert E. Rayman, G. Wiley Hickok and Charles D. Ream.
- Swiss Drug Co., Findlay, Ohio; capital, \$10,000; Albert Schwynn, president; Clarence Young, vice-president; J. B. Young, secretary and treasurer.
- Union Drug Co., Los Angeles, Cal.; capital, \$10,000; H. A. Barber, M. M. Barber and G. F. Craig.
- Waco-Tone Co., Wilmington, Del.; capital, \$100,000; to manufacture and sell the Hoffman Remedies; F. D. Buck, George W. W. Greal, B. M. Greal, all of Wilmington.

PATENTS AND TRADE MARKS

**POISON PROTECTIVE DEVICE.**

**W**ILLIAM P. ROBERTSON, New York, N. Y., assignor to Sharp & Dohme, has devised a poison protective device (Patent No. 1,091,441), which is described as the combination of a pill or tablet having a physically separate



1.091.441

1.091.114

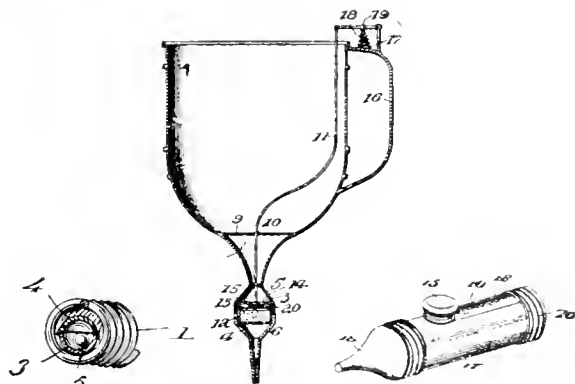
and flexible label attached thereto, and a thread or cord embedded therein and extending beyond the outlines of the tablet. The pills or tablets may be arranged in series, the thread or cord passing through each pill or tablet so arranged.

**Dose Indicator.**

This device, put out as a new article of manufacture, is the invention of Ithamar P. Berthrong, Washington, D. C. (Patent No. 1,091,114). It consists, as will be seen from the accompanying illustration, of a glass cover and medicine dose indicator having a central concavity to receive and support a spoon bowl, and an upstanding flange surrounding the concavity, in which flange are seats grouped about the central portion to receive a spoon handle. Adjacent to the seats on the flange are dial figures.

**Poison Indicator.**

This device, the invention of Ralph W. Bugbee, St. Louis, Mo. (Patent No. 1,092,110), is a poison indicator of the class



1,092,016.

1,091,271

1,093,481.

described, comprising an elastic band, tubular in form and made of spirally arranged spring wire, and globular bells mounted in the bore of the tubular band to roll therein.

**Medicine Dropper.**

A medicine dropper, which is the combination with a receptacle encircled by a longitudinal shield with a slot opening at one end thereof, an ejector supporting member formed with the receptacle and projecting therefrom to extend through the slot and an ejector carried by the said member and lying exteriorly of the shield, has been devised by Louis P. Savage, Laporte, Ind. (Patent No. 1,093,481). Means for connection with the shield and closing the slot and to hold the receptacle against removal from the slot are provided.

**Funnel With Filter Chamber.**

Cornell Badig and Samuel Berger, New York, have invented a funnel which presents some novel features (Patent No. 1,091,271). It comprises a body portion and a spout having a filter chamber in which is a cup for receiving fibrous filtering material, an apertured disk mounted in the chamber above the cup, and a spring-restrained rod reciprocable in the spout and aperture of the disk. Upon the lower end of the rod a valve is mounted for normally closing the aperture to prevent the passage of liquid therethrough, while a weight of skeleton form mounted in the cup for slightly compressing the filtering material therein is provided to prevent the valve from contacting with the material when the same is moved to uncover the aperture.

**PATENTS.**

**Granted March 24, 1914.**

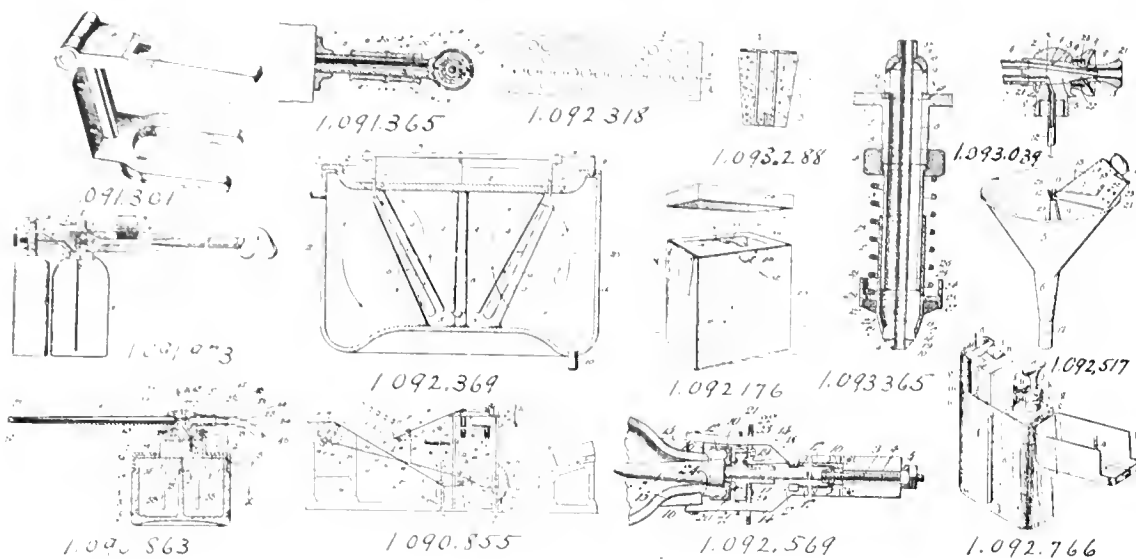
- 1,090,855—Emil Jagenberg, Dusseldorf, Germany. Machine for placing bottles in transport cases.
- 1,090,863—George J. Kelley, Attleboro, Mass. Atomizer.
- 1,090,033—Harry P. Bassett, assignor to The Spar Chemical Co., Baltimore, Md. Process of separating sodium and potassium salts.
- 1,091,114—Ithamar P. Berthrong, Washington, D. C. Dose indicator.
- 1,091,209—Marshall Edison Gates, Helena, Mont. Tooth brush.
- 1,091,230—Anton Messerschmitt, Stolberg, Germany. Method for extracting potassium and sodium compounds from silicates which contain alkalies.
- 1,091,234—Alwin Mittasch and Hugo Morawitz, assignors to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Producing ammonium sulphate.
- 1,091,287—Cornell Badig and Samuel Berger, New York, N. Y. Funnel.
- 1,091,276—Engelbert Berge, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Producing unsaturated terpene hydrocarbons.
- 1,091,301—Edward J. Doheny, Woonsocket, R. I. Stopper extractor.
- 1,091,308—Louis Drosin, New York, N. Y. Bottle holder for chloroform inhalers.
- 1,091,314—Carl H. Erickson, Denver, Colo. Tooth brush.
- 1,091,325—Richard Friedrich, Glosa, near Chemnitz, Germany, and Friedrich Hirsch, Vienna, Austria-Hungary. Process of manufacture of solid sulphites or bisulphites of homogeneous chemical constitution.
- 1,091,365—John C. McCain, Tacoma, Wash. Supporting bracket for dispensing bottles.
- 1,091,411—Winfred R. Writwell and John C. Kelly, Redondo Beach, Cal. Non-refillable bottle.
- 1,091,441—William P. Robertson, New York, N. Y., assignor to Sharp & Dohme. Poison protective device.

**Granted March 31, 1914.**

- 1,091,626—Joseph Butkus, Chicago, Ill., and John A. Butkus, Baltimore, Md. Process of manufacturing bottle caps.
- 1,091,688—Michael J. Milmo, assignor to W. C. Ritchie & Co., Chicago, Ill. Box labeling machine.
- 1,091,793—George L. Bender and John G. Rapp, San Francisco, Cal. Labeling machine.
- 1,091,850—Frederick H. Knapp, assignor to The Fred. H. Knapp Co., Westminster, Md. Labeling machine.
- 1,091,973—Wesley L. Smith, Pittsburgh, Pa. Apparatus for administering anesthetics.
- 1,091,993—Peter F. White and Walter Grant, McNeil Island, Wash. Tooth brush.
- 1,092,014—Thomas L. Briggs, Brooklyn, N. Y. Tooth brush.
- 1,092,016—Ralph W. Bugbee, St. Louis, Mo. Poison indicator.

**Granted April 7, 1914.**

- 1,092,176—Paul A. H. A. Schulz, Columbia, S. C. Aseptic package for surgical dressings.
- 1,092,318—Benjamin T. Winchester, assignor by mesne assignments, to Sharp & Dohme, Baltimore, Md. Capsule holder.
- 1,092,319—Same as preceding. Capsule filling machine.
- 1,092,369—George Kolsky, Niagara Falls, N. Y. Process of making chlorates and apparatus therefor.



- 1,092,589—Rubin Rothman, Brooklyn, N. Y. Method of sealing bottles.  
 1,092,591—Willie L. Blanchard, Lehigh, Okla. Funnel.  
 1,092,592—William H. Cadwell, New Britain, Conn. Combined bottle cap and extractor.  
 1,092,593—Charles A. Wolf, Philadelphia, Pa. Crotalin preparation.  
 1,092,594—Fred H. Chapman, Winchester, Mass. Non-refillable bottle.  
 1,092,595—Kirjath A. Godwin, Salem, N. J. Tool for finishing heads of bottles.  
 1,092,596—Leon Coulet, Hyeres-les-Palmiers, France. Combined box and dropping bottle with a sugar magazine.

#### Granted April 14, 1914.

- 1,092,975—Thomas Carroll, assignor to The National Cash Register Co., Dayton, Ohio. Cash register.  
 1,093,039—Thomas A. DeVilbiss, assignor to The DeVilbiss Manufacturing Co., Toledo, Ohio. Atomizer or the like.  
 1,093,247—Otto Bonhoeffer, and Hugo Guntrum, assignors to Farbwerke vorm. Friedr. Bayer & Co., Elberfeld, Germany. Cellulose formates and process of making same.  
 1,093,288—Albert L. Newson, assignor to Oscar C. Hockett, Richmond, Va. Stopper and extractor therefor.  
 1,093,365—Henry W. Van Leir, assignor by mesne assignments, to S. S. Wenzell Machine Co., Philadelphia, Pa. Valve for bottle filling apparatus.  
 1,093,481—Louis P. Savage, Laporte, Ind. Medicine dropper.

#### TRADE-MARKS.

#### Published March 24, 1914.

- 61,383—H. Trommsdorff, Aachen, Germany. Ointments for human medical use, etc.  
 67,108—New York and London Drug Co., New York, N. Y. Anti-septic throat pastilles.  
 67,743—Marius Biondy, Philadelphia, Pa. Toilet preparations.  
 71,613—F. W. Churchill, Proctor, Vt. Toothache remedy.  
 74,147—T. B. Key Co., San Francisco, Cal. Remedy for rheumatism, syphilis, Bright's disease, etc.  
 75,244—Bell & Co., Inc., Orangeburg, N. Y. Indigestion remedy.  
 75,264—Martha A. Parker, Shelbyville, Tenn. Remedy for eye diseases.  
 75,298—Maurice F. Schlesinger, New York, N. Y. An oil for intestinal stasis, autointoxication, etc.  
 75,327—Dr. Flint Medicine Co., New York, N. Y. Remedy for diseases of the throat and lungs, etc.  
 75,586—Nelson, Baker & Co., Detroit, Mich. Vulneraries.  
 75,616—Rosalie S. Kowalski, Vallejo, Cal. Liniment.

#### Published March 31, 1914.

- 13,036—The Sanitas Company, Ltd., London, England, assignor to "Sanitas" Co. (U.S.A.), Jersey City, N. J. A disinfecting fluid, etc.  
 68,673—David E. Wright, deceased, Bloomfield, N. J.; Isabella Wright, Harrisburg, Pa., executrix. Hair tonic.  
 72,496—The Bovine Co., New York, N. Y. Beef juices and meat extracts.  
 72,617—The Expurgo Manufacturing Co., Chicago, Ill. Preparations for the treatment of diabetes, gall stones, etc.  
 73,098—Harvey & Co., Ltd., Dublin, Ireland. Worm and condition powders; hair restoring ointment, etc.  
 74,526—Frederick G. Earl, New York, N. Y. Aperient tablets.  
 74,875—Adolphe F. DePatie, Chicago, Ill. A hair grower salve.  
 74,960—Harold S. Eggers, Troy, N. Y. Ointment for relief of whooping cough, coughs, colds, croup.  
 74,980—Hollandische Melksuikerfabriek, Amsterdam, Netherlands. Milk sugar.  
 75,019—Webster Chemical Co., St. Paul, Minn. Ointment for injuries and eruptions.  
 75,026—Curtis A. Clark, College Corner, Ohio. Preparation for fistula, poll evil, farcy, etc.

- 75,105—Stewart & Holmes Drug Co., Seattle, Wash. Medicines for blood and skin diseases.  
 75,215—Arsene J. Van Exem, New York, N. Y. Toilet preparations.  
 75,349—Arthur W. Madden, Pittsburgh, Pa. Ointment for irritations of the skin.  
 75,478—Calsalvo Chemical Co., New York, N. Y. Medicine for lime starvation.  
 75,602—James Savage and Margaret Savage, Pittsburgh, Pa. Salves.  
 75,765—James S. Kirk & Co., Chicago, Ill. Talcum powder, toilet water, etc.  
 75,798—Business of Orator F. Woodward, Deceased, LeRoy, N. Y. Corn plasters.  
 75,799—James Clausen, St. Louis, Mo. Hair tonic and dandruff remedy.  
 75,836—The J. B. Williams Co., Glastonbury, Conn. Toilet powder.  
 75,851—Bartolo Ruggiero, Brooklyn, N. Y. Remedy for cuts and sores.  
 75,950—The Rhubarb Co., Wheeling, W. Va. Remedy for catarrhal affections of the stomach, kidneys, etc.  
 75,958—Frederick N. Booth, Honolulu, Hawaii. Ointment for salt-rheum, boils, eczema, etc.  
 75,973—Friedrich M. Sames, New York, N. Y. An ointment.  
 75,974—Van Horn and Sawtell, New York, N. Y. Remedies for intestinal disorders.  
 76,062—Francis B. Shields, Danville, Ill. Liquid face powder and tan remover.  
 76,090—Ada H. Ross, Los Angeles, Cal. Hair grower.  
 76,094—Mark L. Underwood, Chaffee, Mo. Saline laxatives.  
 76,150—Radical Remedy Co., New York, N. Y. Remedy for indigestion, constipation, etc.  
 76,157—Thomas M. Warner, Denver, Colo. Remedy for hay fever and other catarrhal affections of the head.

#### Published April 7, 1914.

- 62,796—Johnson & Johnson, New Brunswick, N. J. Medical plasters, digestive tablets, etc.  
 69,311—Wm. Chubbuck, New York, N. Y. Medicines.  
 71,428—Eva Hammond, Kansas City, Mo. Pile remedy.  
 71,971—Lash's Bitters Co., San Francisco, Cal. Liver bitters.  
 72,560—Prof. Girolamo Pagliano, Florence, Italy. A blood depurating syrup.  
 74,972—James S. Kirk & Co., Chicago, Ill. Perfume, bay rum and hair tonic.  
 75,007—The Jug Chemical Co., Jonesboro, Ark. Medicinal tonics, liniments, cough syrups, etc.  
 75,143—Waugh Medicine Co., Grangeville, Idaho. Salve for catarrh, etc.  
 75,448—Thomas P. Farmer, Kansas City, Mo. Laxative medicine.  
 75,495—The Hygenol Co., Minneapolis, Minn. A skin cream.  
 75,524—Howard B. Cressman, Philadelphia, Pa. A medicinal preparation for fever blisters.  
 75,712—Abdon V. Piskorski, Jersey City, N. J. A laxative and digestive remedy.  
 75,898—David Mortimer, Boston, Mass. Complexion preparation.  
 75,956—Wright's Indian Vegetable Pill Co., New York, N. Y. Remedy for gonorrhoea, gleet, etc.  
 75,967—Katz & Besthoff, Ltd., New Orleans, La. Toilet preparations.  
 75,968—Same as preceding. Perfumery, etc.  
 75,976—The Arthur Chemical Co., New Haven, Conn. Toilet preparations.  
 76,082—Alexander Shirley Levery, New York, N. Y. Pills for the treatment of epilepsy, etc.  
 76,103—The Danz Institute of New York, Inc., New York, N. Y. A liniment or lotion for rheumatism, sciatica, etc.  
 76,141—Herman Kloppe and Co., Baltimore, Md. A preparation for dandruff, falling hair, and itching scalp.  
 76,185—Mason O. Montgomery, Terre Haute, Ind. Cough drops.  
 76,321—Miles Manufacturing Co., Philadelphia, Pa. Roach powder.  
 76,390—Webster Chemical Co., St. Paul, Minn. A medicinal tonic and nutrient.





# THE DRUG MARKETS



## SANTONINE ADVANCED IN PRICE.

### Market Reflects Strong Undertone in Native Mexican Drugs—German Belladonna Leaves Higher.

See pages 27 to 41 for Prices Current.

#### CHANGES SINCE LAST REPORT.

A—Acetphenetidine, U.S.P. ....lb.	1.12	—	1.28
D—Acid, Acetic, C.P. Glacial, 99 per cent.lb.	.18	—	.22
D—Acid, Cinnamic, Synthetic, vial.....oz.	.20	—	.22
A—Acid, Molybdic, C.P.....lb.			6.50
1-oz. vials.....oz.			.45
A—Ammonium Molybdate .....oz.	.26	—	.30
D—Ammonium Salicylate .....lb.	.55	—	.60
A—Arnica Root .....lb.	.50	—	.55
A—Balmomy Leaves, Pressed.....lb.	1.55	—	1.65
D—Barium Sulphate, Precipitated.....lb.	.26	—	.30
A—Belladonna Leaves, German.....lb.	.65	—	.70
A—Calamus Root, White, peeled and split..lb.	.30	—	.36
D—Colchicum Root .....lb.	.18	—	.20
Powdered .....lb.	.23	—	.26
D—Hydrastine, Alkaloid, C.P.....oz.	28.00	—	30.00
Hydrochloride .....oz.	28.00	—	30.00
Sulphate .....oz.	28.00	—	30.00
D—Oil, Cloves .....lb.	1.15	—	1.25
D—Oil, Cubeb .....lb.	3.50	—	3.75
D—Oil, Sandalwood, English.....lb.	5.75	—	6.00
A—Oil, Wintergreen .....lb.	4.75	—	5.00
A—Opium, Natural .....lb.	6.60	—	7.00
D—Potassium Salicylate .....oz.	.10	—	.12
A—Saffron, American (Safflower).....lb.	.80	—	.90
A—Saffron, Spanish, True Valencia.....lb.	13.00	—	13.25
A—Santonine (lb. \$36.00).....oz.	2.45	—	2.55
D—Sugar of Milk, Powdered.....lb.	.15	—	.18
A—Zinc Stearate .....oz.	.09	—	.12

NQTE—A, advanced; D, declined; C, correction; N, new.

**N**EW YORK, April 22.—Trading during the past month has been of a routine character and quiet, although some jobbers report that mail and telegraphic orders have been received from various sections in fair numbers. The purchasing, however, has been generally restricted to small quantities for prompt or nearby consumption. The changes in quotations are about evenly distributed between advances and declines. Practically all products native to Mexico have been featured in a large way by a stronger undertone, but with the possible exception of American saffron, no changes in the quotations of these products have yet reached the jobbing market. Opium is higher, while advances are also noted in the prices of acetphenetidine, molybdic acid, arnica root, belladonna leaves, oil of wintergreen, and santonine. Quinine is unchanged but firm. Owing to the stronger situation in Norway, cod liver oil is well maintained. Menthol lacks quotable change, and supplies for tamarinds in this market are about exhausted. Glacial acetic acid, C.P., is easier, and colchicum seed, both whole and powdered, is considerably lower. Among the oils, cloves, cubeb and English sandalwood have been marked down in price, quotations also being lower for powdered sugar of milk.

**OPIUM**—A stronger feeling characterizes the market and jobbers have advanced quotations on natural to \$6.60@ \$7 per pound, with prices for granulated and U.S.P. powdered remaining unchanged at last month's quotations, viz., \$8.25@ \$8.35 per pound for the former, and \$8.15@ \$8.35 for the latter.

**QUININE**—Continues to meet with a good demand, the market being firm at 26c. for bulk in 100-ounce tins. The undertone of the markets throughout the world continues very strong, a position which reflects the effect of the price maintenance agreement of Java growers of cinchona bark and European manufacturers of quinine salts. The importations of quinine for the eight months ending February were 1,630,634 ounces, valued \$327,496, as against 2,030,676 ounces, valued at \$344,796 for the corresponding period in 1913, and 1,979,305 ounces,

valued at \$302,071 for 1912. The importation of cinchona bark for the corresponding period ending February, 1914, amounted to 1,822,007 pounds, valued at \$218,008.

**COD LIVER OIL**—Reports show a stronger feeling abroad, but quotations in this market are unchanged, jobbers asking 80c.@ 90c. per gallon for Norwegian. By the barrel \$20@ \$23 is quoted; half-barrels, \$12@ \$13.50 each. Cable advices to hand report total Lofoten catch of season to March 20 as 11,600,000 fish, yielding 8,256 barrels, against 10,000,000 fish, yielding \$100 barrels of oil in corresponding period last year. Total all Norway to date, 60,000,000 fish, with yield of 38,730 barrels of oil, against 40,600,000 fish, with yield of 22,285 barrels last year.

**MENTHOL**—Cable dispatches indicate a higher market abroad, but these reports have not affected the local situation, jobbers quoting \$3.55@ \$3.80 per pound for crystal, and 30c.@ 35c. per ounce.

**SAFFRON**—American (safflower) is higher, owing to the disturbed conditions in Mexico, the country of production, and the fact that stocks are concentrated in few hands, ruling prices being 80c.@ 90c. per pound. Some dealers predict still higher prices.

**SAFFRON**—Spanish (true Valencia) is firmer owing to the fact that supplies here are considerably reduced, due to the action of the custom authorities who have compelled the return of several consignments to the country of production on the ground of adulteration. Quotations have been advanced to \$13@ \$13.25 per pound.

**CANTHARIDES**—Russian remains firm at present prevailing prices, being in rather light supply.

**ARNICA ROOT**—Is firm and higher, jobbers having advanced their quotations to 50c.@ 55c. per pound.

**BELLADONNA LEAVES**—A growing scarcity has compelled dealers to again advance quotations for German, the ruling prices being 65c.@ 70c. per pound.

**LAVENDER FLOWERS**—Lack quotable change, but the tendency of the market is upward owing to persistent reports of diminishing supplies. Present quotations range from 30c.@ 45c. per pound as to quality and size of order.

**SANTONINE**—Owing to the recent advance made by German manufacturers who have the contracts for producing this anthelmintic for the Russian Government monopoly, quotations have been marked up to \$36 per pound, or \$2.45@ \$2.55 per ounce, the trend of prices being still upward.

**SUGAR OF MILK**—Powdered is lower, 15c.@ 18c. per pound being the ruling quotations.

**OIL CLOVES**—The market continues quiet and featureless, and quotations have declined to \$1.15@ \$1.25 per pound.

**OIL CUBEK**—This product is also lower and the demand light. Jobbers quote \$3.50@ \$3.75 per pound.

**OIL SANDALWOOD**—Owing to the keen competition among domestic manufacturers, prices have been reduced to \$5.75@ \$6 per pound for English. The decline marks a somewhat anomalous condition, as the cost of the wood from which the oil is distilled is exceedingly high.

**CALAMUS ROOT**—White, peeled and split root is in considerable demand and higher, prices ranging from 30c.@ 36c. per pound.

**HYDRASTINE**—Following a revision of the schedule of manufacturers, jobbers have marked down their quotations for this alkaloid and its salts as follows: Alkaloid, C.P., \$28@ \$30; hydrochloride, \$28@ \$30; sulphate, \$28@ \$30 per ounce.

**ACETPHENETIDINE**—U.S.P. quality is quotably higher, \$1.12@ \$1.28 per pound being asked. A scarcity of benzol, toluol and other coal-tar products has been reported by manufacturers of these chemicals.

**MOLYBDIC ACID**—Continues to advance, C.P. being quoted at \$6.50 per pound, and 45c. per ounce. Ammonium molybdate is also higher, 26c.@ 30c. per ounce being asked. This salt is extensively used as a reagent in connection with a solution

of nitric acid for phosphoric acid, with which it forms a yellow precipitate, insoluble in acids, but soluble in ammonium hydroxide.

**AMMONIUM SALTYALF**—Is lower, as also the corresponding potassium salt, the former being quoted at 55c.@60c. per pound, and the latter at 10c.@12c. per ounce.

**BALMONEY LEAVES**—Pressed are in greater demand and higher, \$1.55, \$1.05 per pound, being the prevailing figures.

## Notes on Imported Drugs.

The exports of papain from Ceylon last year amounted to 18,548 pounds. The increasing output of this digestive extract from *Carica papaya* is shown in the exports from Ceylon, which, for the past three calendar years are given as follows:

Countries to which exported	1911	1912	1913			
	Pounds. Value.	Pounds. Value.	Pounds. Value.			
Belgium	.....	76	\$74	376	\$610	
Denmark	2,007	\$3,698	1,708	2,322	2,555	4,121
United Kingdom	4,354	6,591	9,088	11,138	12,705	14,368
United States	550	\$11	2,048	2,907	2,912	4,243
Total	6,611	11,100	12,920	19,441	18,548	23,382

Consul Moser's declared exports, as published in the *Daily* for March 30, 1914, showed \$8,118 worth of papain exported from Ceylon to the United States during 1913. Probably some shipments ascribed as going to Europe also eventually reached the United States.

Imports of licorice root into the United States in the fiscal year 1912 totaled 74,680,270 pounds, having a returned customs value of \$0.018 per pound, and in the fiscal year of 1913, 105,032,429 pounds, having a unit value of \$0.017. The root entered free of duty until October 3, 1913, when the new tariff made it dutiable at one-quarter cent per pound. Brewers of beer and the pharmaceutical trade are the chief buyers of the root. Licorice paste and extracts imported for consumption in 1912 weighed 934,692 pounds, having a value of \$0.125 per pound and at foreign point of shipment, and in 1913, 796,222 pounds, unit value \$0.128. The paste and extracts, which were dutiable at 2½ cents per pound prior to October 3, 1913, were made dutiable thereafter at 1 cent per pound. The imports of paste and extracts on which duty was remitted totalled 26,726 pounds in 1912 and 36,055 pounds in 1913, this going mainly into plug tobacco made in bonded warehouses for export.

The position of colocynth abroad is somewhat of an unknown quantity. A report from abroad states that an attempt was made recently by Syrian dealers to create a monopoly in order to obtain better prices, but it is at present uncertain whether this measure can be carried through. Values have, however, arrived at such a low level that dealers in Syria can scarcely derive any profit. During the last few years, in consequence of the large stocks from previous crops and on account of the unprofitable prices, hardly any collection has taken place. The large stocks have been considerably reduced, and especially whole apples without loose seed are scarce and increased prices are asked.

## INFORMATION WANTED.

"Can you give us the name and address of the manufacturer of 'Sure,' a liniment used a great deal by foreigners? The address on the bottle is 'The Barnagan Co., New York,' but letters sent are returned stamped 'Not Found.'"

"Who are the manufacturers of De Grath's 'Electric Oil'?"

### Bogus Druggist Swindling in Manhattan.

One of the city representatives of Parke, Davis & Co. who operates on the upper East Side in Manhattan, reports as follows: "For the past two weeks or so a man giving the name of Sussman, Grosman, etc., calls upon a druggist and gives him the following story: 'I am Mr. Sussman from Nyack. As I am anticipating buying a store in New York City, and

being a stranger, I called upon Mr. O. W. Smith, of Parke and Davis, who informs me that your store is for sale.' He says he has a certified check for \$300 to show that he means business, and on the strength of this the druggist takes him around the place, with the conclusion that this party steals all the cocaine, heroin, morphine, or anything which isn't nailed down. I called upon Mr. Rothenberg Friday and in the course of our conversation I told him to be on the lookout for this party, as this fakir had been in five stores ahead of me on that day, and I tried to get him myself. In other stores, after he is in a while, he says he lost his pocket-book with his ticket and \$16.85. More than one druggist gave him more than his fare home. I certainly would like to meet this man for a few moments as he has caused a lot of annoyance to you and to me."

## SELF-PURIFICATION FOR DRUGGISTS AND PHYSICIANS.

Retail druggists have been protesting because in a recent paragraph we declared that some of them sell habit-forming drugs illegally, says *Collier's*. "Is it fair," ask the druggists of Pittsfield, Mass., "to praise a firm at the expense of others for obeying the law?" All firms and all druggists are alike to us. The firm we praised for announcing that it would not sell drugs except by prescription of the family physician is no dearer to us than the druggists of Pittsfield or Wilkes-Barre. We know that "druggists as a class are workers for the public good." So are physicians. Yet we may condemn Dr. John J. Van Horn, of New York, convicted April 8 for selling morphine illicitly, without stigma on the rest of the medical profession. Do the pharmacists for a moment maintain that they have no black sheep in their fold? Charles B. Towns found that even among the best-known of the wholesalers methods were so lax that he could obtain without the slightest difficulty quantities of drugs by simply sending his order signed with the name of a non-existent physician. No question was raised; evidently not even a directory was opened before filling the orders. Let but the druggists scrutinize carefully all drug prescriptions, let them demand stringent registration laws, careful Government oversight; let them, in short, purge themselves of those who traffic in darkness and ruin for untold thousands of people, and we shall be the first to praise them. Our chief object in the paragraph they disliked so much was to stir up precisely the interest in self-purification that we seem in a measure to have succeeded in arousing.

## Pills and Potions.

**The Lilly Company**, of Attleboro, Mass., has been incorporated, with a capital of \$25,000, to deal in drugs and chemicals. The incorporators are George F. Lilly, Cornelius E. Dunn and Ralph C. Estes.

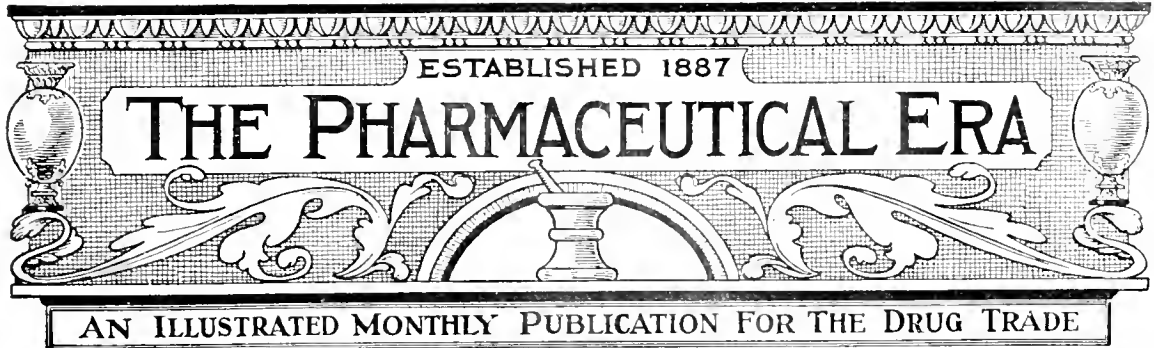
**The American Toilet Goods Company**, of Boston, has been granted a charter in Maine, with a capital of \$100,000. The incorporators are George B. Dodge, Willis H. Lowe and Earl S. Rowell, all of Boston.

**Blue Laws Enforced in Pennsylvania**.—H. C. Wolfe, a druggist of Verona, Pa., was fined \$25 recently on a charge of selling cigars, candy and soda water on Sunday. He paid the fine under protest and will appeal to higher court.

**Ernst O. Engstrom**, of Pittsfield, Mass., has been appointed examiner in technical pharmacy by the faculty of the Massachusetts College of Pharmacy. He will examine members of the graduating classes upon this branch of their training in connection with the final examinations of the college.

**Claude O. Yates**, of Austin, Tex., has been appointed State Pure Food and Drug Commissioner to fill the vacancy caused by the resignation of Dr. J. S. Abbott, who has accepted a position with the Bureau of Chemistry in Washington. Mr. Yates is a well-known chemist and druggist and of the firm of Yates & Cornwell, of Austin.

**The Pitman-Meyers Co.**, pharmaceutical chemists, of Indianapolis, by unanimous vote of the stockholders, has changed its name to the Pitman-Moore Company. There has been no change in personnel. Harry C. Moore, whose name now becomes part of the corporate name of the firm, has been president and general manager of the business for several years.



# THE PHARMACEUTICAL ERA.

PUBLISHED ON THE FIRST OF EACH MONTH.

**D. O. HAYNES & Co.** . . . *Publishers*  
 NO. 3 PARK PLACE, NEW YORK.

Telephone, 7646 Barclay. Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico,  
 the Philippines and Mexico.....\$1.00 a year  
 To Canada, postpaid..... 1.50 a year  
 To Foreign Countries in Postal Union..... 2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.

REMIT by P.O. or Express Order or New York Draft payable  
 to order of **D. O. Haynes & Co.** Add 10 cents for collection charges  
 if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New  
 York, by D. O. Haynes & Co., a corporation: President and treasur-  
 er, D. O. Haynes; vice-president, E. J. Kennedy; secretary,  
 N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

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## Table of Contents.

### READING SECTION.

EDITORIAL AND PHARMACEUTICAL.....	Pages 255-272
Editorials .....	255-259
Books Reviewed .....	259
Proposed Changes in the U.S.P.....	260-262
Peroxide of Hydrogen, J. Stanley White.....	263
Classical Discoveries in Pharmacy, VI. The First Vacuum Pan for Extracts.....	264-265
New Remedies .....	265
Selected Formulas .....	266
Foreign Abstracts .....	267-268
Question Box .....	269-270
Women in Pharmacy.....	271-272

NEWS SECTION.....	Pages 273-290
Mostly Personal .....	273-277
Obituaries .....	277-278
Proprietary Association of America.....	279-280
News from Associations.....	280-285
Schools and Colleges.....	285-288
Board Examinations .....	288-290

TRADE SECTION .....	Pages 291-306
The Abolition of the Guarantee and the Serial Number.....	291-292
What the Druggist Really Needs.....	293-294

INDEX TO ADVERTISERS.....	Page 59
INDEX TO GOODS ADVERTISED.....	Pages 54-58
INDEX TO READING PAGES.....	Page 60

### ELIMINATION OF GUARANTY LEGEND.

FROM a careful consideration of the views of many in the drug trade, and more especially of the comments of a representative number of manufacturers and jobbers, which appear elsewhere in this issue of the ERA, the probable effect of the food inspection decision relating to guaranties by manufacturers and other parties to protect dealers by prohibiting the use of the guaranty legend and serial number on packages of food and drugs is not one of demoralization. Under this decision the legend "guaranteed under the food and drugs act" is held to be misleading and deceptive, and its use, as also the use of a serial number, is prohibited after May 1, 1915, the operation of the regulation in so far as this requirement is concerned, being postponed until that date in order that manufacturers may have an opportunity to use up their present stock of labels.

Those who have followed the operation of the Food and Drugs Act since the beginning are aware that this is not the Government's first experience with the language of the "guaranty legend," and many of them will bear witness that the changes ordered by the authorities have cost manufacturers an immense amount of money and the destruction of millions of labels in an effort to comply with the various requirements. So great were the difficulties involved and the sacrifices that had to be made by manufacturers in changing over the first form of the legend to include the name of the guarantor, that the Government was compelled to extend the time for the enforcement of the amended regulation fully two years after the issuance of the order.

If this experience counts for anything, manufacturers and distributors in all fairness should be allowed a sufficient time in which to use up their present stock of labels. One year, the period named by the Secretaries in the Inspection Decision, is insufficient. The hard and arbitrary enforcement of this provision means a great deal to manufacturing pharmacists particularly, many of whom have from 3000 to 5000 articles in their lists, a number of which are necessarily slow sellers, but for which enough labels have been printed to supply the demand for years. To order the destruction of this entire stock entails a hardship and expense on the manufacturer that practically amounts to confiscation without any compensation.

The enforcement of this part of the decision would not work such a hardship if the manufacturer could be permitted to use up his present stock of labels by cancelling, if necessary, by means of a pen or other device, the words and figures of the guaranty legend and serial number now printed upon the labels. This change in the regulations which involves what appears to be a needless waste and expense should be thoroughly considered by those responsible for the enforcement of the law before deciding definitely this important question. If one is to be guided by the experience gained when the last change was made in the form of the guaranty legend, one year is altogether too short a period for the elimination of the serial number on labels already printed, and the time limit now proposed should be extended. The legend was originally printed on the labels by manufacturers in good faith and in the belief of a continued policy on the part of the Government, and, while requiring every manufacturer to hereafter make his guaranty a part of his invoice or bill of lading as set forth in the decision, some means should be found whereby labels now printed could be used, even though the binding force of the guaranty legend thus appearing should be declared nugatory and void.

The change in the method of procedure will necessitate a much closer scrutiny of goods on the part of jobbers and dealers, and this means additional work. But there is some ground for the belief that elimination of the guaranty legend and serial number from foods and drugs will tend to increase the quality of such products, in that it will make it more difficult for inferior products to find ready distribution through conscientious and reliable dealers from the fact that upon them will be put the responsibility of assuring themselves of the quality of the goods instead of simply assuring themselves that the labels carry a legend and serial number. It will also squeeze the endeavors of the unscrupulous manufacturer who has endeavored to profit by the mistaken belief of many possible customers that the presence of the guaranty legend was evidence that the Federal Government had in some way certified to the excellence of products so labeled. The great majority of the 58,818 manufacturers who have filed guaranties and obtained serial numbers with the Secretary of Agriculture have acted in good faith in this requirement, however, and some consideration should be given by those in authority for the time and expense to which they have been put in attempting to comply with the requirement which is now to be overruled.

The same reasons for the discontinuance of the guaranty legend and serial number on the labels of foods and drugs will apparently apply with equal force to the requirement of printing serial numbers on the labels of insecticides, and a ruling on this question has been asked of the Government.

#### PHARMACISTS AS MERCHANTS.

The principal point emphasized in the contributions printed in this issue upon the general topic "What Retail Druggists Really Need" is this:

*"The better the merchant the more successful the druggist."* And this is not in any sense an argument against what has been understood to be "ethical pharmacy." The new druggist believes that it is unethical to lag behind, to drone along in the same manner as, perhaps, his grandfather was wont to do in some little, dark-cornered, drug-scented apothecary shop. Failure is not ethical, as it is a stigma upon the profession; success is the culmination of true ethical conduct, since it implies knowledge of medicaments, of processes, of methods, and something more than surface information as to every one of the many diverse lines which enter into modern drug merchandising, and an intelligent handling of all the newly-applied agents for the prevention and cure of disease.

The modern druggist believes that it is unethical to hide his light under a bushel. He has, at the expenditure of both time and money, fitted himself to cater to the needs of his public; his training is continuous, for in pharmacy, as in perhaps no other commercial profession outside the trilogy—medicine, chemistry, pharmacy—the necessity for study and experiment is constant. The pharmacist of even 20 years ago—if he had been so isolated by force of circumstances as to be unable to keep pace with pharmaceutical, biological and chemical discovery and progress—would be almost helpless in the systematized, departmentized, vaccine- and serum-handling pharmacy of today.

Believing, as he does, that applied knowledge cannot but be ethical if utilized for the benefit of patrons and of his community, the modern druggist uses publicity to inform his public that he is fitted by education and by the completeness of his stock and equipment to meet even the latest demands of medical science in a scientific manner. To minimize the value of his training and equipment and to render both useless by failing to acquaint his public with his ability, by means of intelligent publicity, presupposes a lack of comprehension of the real responsibilities of a pharmacist to his public, and would necessitate a waste of time, effort and investment, which is far removed from true ethics. Ethics imply full utilization of possibilities, not hide-bound prejudices nor habitual personal and business inertia, enwrapped in a mantle of "pharmaceutical responsibility" which merely serves to hide the deficiencies beneath.

#### NON-SECRET REMEDY MISREPRESENTATION.

That the status of a "non-secret" remedy is one of misrepresentation has long been the opinion of many in the drug trade. In the long run there is nothing to be gained by holding oneself out to be a manufacturer when the facts are all against one. This is especially true when the courts place the responsibility for the character of the remedy on the individual who claims to be the manufacturer. That the real manufacturer of the "non-secret" is not liable and that the seller whose name is printed on the remedy is responsible, in so far as the ultimate consumer is concerned, is the decision of the Massachusetts courts.

Such a decree was handed down in a prosecution under the public health law of that State which provides that the proprietor of a wholesale or retail drug store shall be responsible for the quality and strength of all drugs sold by him "except those articles sold in the original packages of the manufacturer, and those articles known as patent or proprietary medicines." It appears that a female customer called at the store of a local druggist and asked for a laxative. The clerk sold her a preparation labeled to the effect that the contents were manufactured by the druggist, although such was not a fact. Suit was brought against the druggist on the ground that the preparation contained a dangerous substance instead of a harmless laxative, the evidence of which was substantiated. The druggist defended himself on the theory that he was not the manufacturer, the court, however, ruling that druggists who represented themselves as being manufacturers become personally liable for the misrepresentation.

That the status of the average "non-secret" is illegitimate and fostered by misrepresentation is a well-known fact, and while this decision places the responsibility for its being upon the seller, it also emphasizes the principle repeatedly handed down by the tribunals of the land that the highest degree of care must be used by the druggist to prevent injury from the use of his compounds, because, in the theory of the law, he is held to a special degree of responsibility corresponding with his superior knowledge. How the druggist can reconcile this dictum to "fathering" some of the so-called "non-secrets" on the market is a problem we cannot attempt to explain.

#### PHARMACEUTICAL EXPERIMENT STATION No. 1

THE recent organization and appointment of a staff by the Board of Regents of the University of Wisconsin for the "first pharmaceutical experiment station," as noted in our news columns, is in keeping with the trend of modern educational methods for correlating teaching systems and investigations with present-day conditions. The establishment of the station also marks an advance in the development of pharmacy along scientific lines. That the legislators should be prevailed upon to provide for such an institution, also speaks well for the pharmacists of the State, more especially the members of the Wisconsin Pharmaceutical Association, whose initiative and influence brought about the passage of the act establishing the station.

The practical value of the experiment station in developing a basis for teaching agriculture has long been an accepted fact, and these institutions have contributed not a little toward the development of a more rational and progressive industry on the part of the farming community. The influence of this work has not been without its effect, and the extension of the idea in the foundation of a pharmaceutical experiment station is but another step in this line of progress. We believe the movement is bound to grow and that it will be developed in other States as a consequence of the realization of

the need of more substantial and fundamental studies which deal with the principles and more closely follow the methods of scientific investigation in order to give results of more permanent value and more general application. This idea is emphasized in the wording of the act itself, and so long as those in charge of the work keep in view the practical results to be obtained, they will render great benefits to pharmacy. Any thorough scientific investigation of the problems underlying the successful production of medicinal plants, or other work related to pharmacy, is sure to make for the betterment of the public and pharmacists.

In this legislation the word "co-operation" has an important place, and the proposed work of the station branches out along two different but correlated lines, viz., scientific, as in the study and dissemination of information that will lead to the proper cultivation of medicinal plants and the production of high-grade vegetable drugs in the State, and to serve the public by co-operating with pharmacists and physicians in securing the best medicines for the sick that pharmaceutical science and art can provide, and by working with the commissions and agencies already established by the State to bring about such results. In this legislation there is exhibited a spirit of altruism and helpfulness not often shown in measures which are proposed for enactment into laws.

That the results of the "first pharmaceutical experiment station" will justify the efforts of the Wisconsin pharmacists who inaugurated the movement for its establishment, we have no reason to doubt. It is an old saying that the practice of the pharmacist is often ahead of the proof of the theorist, but in these latter days many of us are willing to admit that the work of the theorist is often of great practical benefit to the pharmacist. Not that the work of the "station" will be all theory, but that theory and scientific investigation will be combined to produce practical results for the benefit of the public, which, from the viewpoint of government must be first considered, and for the pharmacist who, if he lives up to his opportunities, is sure to profit more than any other class.

#### A CHANGE IN POLICY.

THE annual meeting of the Proprietary Association of America, recently held in this city, was marked by what might be termed the adoption of a policy of aggressive progressiveness. The charge has been made, and it was reiterated by speakers at the meeting, that the manufacturers of proprietary remedies have lacked the inclination to "fight back" when accused of questionable advertising methods or lack of professional ethics in both the manufacture and distribution of their goods. But, following the suggestion by President Cheney, and an address by a Southern advertising man who launched a few exercises on the body politic, the association decided to employ trained men to follow up reported cases of deaths or injuries through the use of proprietary medicines, with a view to getting at the actual facts, and then submitting the

truth in newspapers and magazines which have led the army of "patent medicine" vilifiers.

The proprietary men take the ground, and in this their position is logical, that there is no necessity for the growth of a sentiment against the use of their products, and they believe that this growth is deliberately fostered by physicians and by others. From now on "pure food" advertising on the part of the proprietary men will be joined with aggressive responses to any attacks made upon proprietaries as a class. The policy will still be one of "watchful waiting," but there will be no hesitation as to what shall be done when the watchers unearth an unjust attack, or a prejudiced criticism. There is no lack of ability, trained technical skill nor business acumen among the members of the Proprietary Association, and if they carry the war into the camp of their critics the result cannot but prove beneficial to all concerned.

#### THE NEW PHARMACOPOEIA.

INTEREST in the forthcoming edition of the Pharmacopoeia is evidenced in various sections of the country, and a number of indications as to the character of the book are reflected in various pages of this issue of the ERA. In the first place, attention is called to another instalment of the proposed new descriptions and standards which appear in somewhat condensed form, giving in outline the requirements that it is expected will obtain for some 30 official drugs derived from the vegetable or animal kingdoms. As will be noted, the language employed in describing the various drugs is technical and specific, and such as might well be expected of a book of standards. Just how much of this can be utilized by the physician in the practice of his profession remains to be seen, but enough is shown in what has already been made public to convince any one that the book has been largely evolved by pharmacists and chemists, and as such, will figure more in the pharmacy and laboratory than in the doctor's office.

Another reference to the forthcoming book appears in our report of Prof. Remington's address before the recent meeting of the New York Branch of the A. Ph. A., printed on another page. According to Prof. Remington, the work of revision is fast approaching completion and the book is soon to be printed. It will contain the same requirements as to strength and dosage of all powerful preparations as those provided by the leading pharmacopoeias of the world. That similar standards or requirements could be exacted of all official preparations, desirable as such practice might be in many respects, is not possible under present conditions, and so for many of the drugs, we shall follow as we have done in previous editions, the definitions and standards evolved by ourselves, and especially so for those substances that are peculiar to American practice and usage. Taken altogether, the indications point to the production of a pharmacopoeia of which the American pharmacist can well be proud. As now seems probable, there will be 725 articles in the new book, as compared with 955

articles in the text of the present Pharmacopoeia, and 994 articles in the U. S. P. of 1890.

#### THE NEW ERA FORMULARY.

A CONSTANT and increasing revenue is to be derived from the manufacture and sale of cleaning fluids, disinfectants, insecticides, and the hundreds of preparations or compounds used in the household or shop, that is, if the druggist will only take advantage of letting customers know that he can supply their wants in this direction. Opportunities of this character come to hand almost every day. The demand is constant and the druggist has the qualifications. It is to meet just such conditions that the new ERA Formulary has been compiled and published. In this collection of more than 8000 formulas by actual count, there are formulas that will appeal to workers in almost every field of endeavor. In the division devoted to toilet preparations there are hundreds of formulas which not only tell how to make a given specialty, but they carry with them suggestions as to what might be profitably exploited in a given field. The great number of these easy-to-make, inexpensive preparations on the market is the evidence of the great demand for ready-made specialties, a demand the druggist should and can supply, if he will equip himself for the work. A hint is all that is necessary to start the thinking processes of many individuals, but when the suggestion and formula for a preparation or specialty are furnished, almost any practical worker should become a manufacturer and make money by his labors.

FOR weeks past pre-convention rhetoric has been drifting into the stores of pharmacists like the waves of the ever-rolling sea, setting forth in language bristling with adjectives the attractions of this or that place and what the druggist will experience if he will only attend the forthcoming meeting of his State pharmaceutical association. If words are of any value, the recipients of these invitations should even now have completed their arrangements to be present and help along the calling in which they make their living, and incidentally, prepare to have a good time. By all means attend these meetings; the arrangements for transportation are most favorable, and generous programmes have been prepared. But there are weightier reasons why the pharmacist should attend the meeting of his State association. These organizations are, and always have been, a channel for the dissemination of knowledge, and their work tends to unify the efforts of pharmacists whether in the direction of educational standards, legislative enactments, or of matters vital to trade. June and July are "association months," and if you have not already declared your intention to attend the proposed gathering of pharmacists in your own State, you should do so at once. The money expense for such a holiday is negligible when compared with the results you are likely to gain by measuring your own success or failure with that of other pharmacists.

IN our account of the original application of vacuum evaporation to the preparation of pharmaceutical extracts, which appears in this issue of the ERA, we trust that we have placed an obstacle in the way of the further progress of the mistaken notion that Dr. Alexander Marcet is responsible for the invention. An error in an oft-consulted German index of scientific papers seems to have given the false idea its initial impetus, and it is high time that its career was cut short, the more so since there are indications that this mistake in credit is to be given a new lease of life in a work soon to appear abroad. It is interesting to note that Barry's apparatus was in use, without essential modification, as late as 25 years

ago. The apparatus of Lentz, described in Hager's "Handbuch," differs in no important detail from the original design of Barry, save that the condenser is placed directly above the still, as in the old alembic, instead of being connected with the evaporator by a tube. Inefficient and all too simple as the old form was, it yet served to point the way to the only proper method of making extracts without deterioration, and as the pioneer in the scientific manufacture of this important class of galenicals, the homage of all pharmacists is due to John T. Barry.

PHARMACISTS of New York who are employers of labor should note that the Attorney-General of the State has rendered an opinion which makes it clear that the Walters law enacted by the last Legislature, and recently signed by the Governor, re-establishes the operation of the State Pharmacy law over the hours of labor of all employees in pharmacies, and that regardless of their sex or occupation, or whether they are registered as pharmacists or apprentices or not. This amendment to the public health law is printed elsewhere in this issue of the ERA, and provides that the hours shall be so arranged that an employee shall be entitled to and shall receive at least one afternoon and evening off in each week and in addition thereto shall receive one full day off in two consecutive weeks. The passage of this amendment settles the contention of the officials who endeavored to apply the provisions of the State labor law to the working hours of the employees in pharmacies, and establishes the fact that the pharmacy law is comprehensive enough to regulate the practice of pharmacy.

## BOOKS REVIEWED

**EPIDEMIOLOGIC STUDIES OF ACUTE ANTERIOR POLIOMYELITIS.** By Wade H. Frost. 8vo., 258 pages. Bulletin No. 90, Hygienic Laboratory, United States Public Health Service, Washington, D. C.

**THE CAUSE OF DEATH FROM SUBDURAL INJECTIONS OF SERUM.** By Worth Hale, and Some new Cholera Selective Media, by Joseph Goldberger. 8vo., 43 pages. Bulletin No. 91, Hygienic Laboratory, United States Public Health Service, Washington, D. C.

The first of these bulletins comprises a report of the studies that have been carried out for three consecutive years relating to the causation, intensity and extent of the various outbreaks of the dread disease known as acute anterior poliomyelitis, the material forming the basis of the studies being derived from an investigation of the disease in Iowa in 1910, in Cincinnati in 1911, and in Buffalo and Batavia in 1912. The essential facts brought out by the experimental studies of the numerous workers who have investigated the disease are that the specific cause of poliomyelitis is a minute micro-organism, a so-called virus, capable of cultivation in vitro on suitable media. The facts presented tend to show that the infection is and has been endemic, at least in this country, for a number of years, and that the disease is constantly present, especially and most persistently in large cities. The immunity of adults from the disease, however, appears to be relatively greater in large, thickly-populated cities than in smaller towns, especially greater than in rather remote rural sections. It is noted, also, that in large cities epidemic outbreaks are confined more exclusively to children under five years of age. This is explained by the fact that persons residing in densely-populated large cities have been more generally immunized in early life than have those living in more remote rural sections, as would be expected, considering the greater chances for contact in large cities.

Dr. Hale's studies, reported in Bulletin No. 91, tend to substantiate Kramer's contention that trikresol is a dangerous preservative for sera which are to be introduced into the subarachnoid space, or in any way whereby they will be brought directly in contact with the vital nervous centers. It would appear that death may result from the introduction of antimeningitis serum containing such a preservative, and on this account an effort should be made to discover a serum preservative which would not have the peculiarly toxic action of the agent named on the central nervous system. Failing in that, antimeningitis serum should be dispensed in sterile containers free from any preservative.

As a result of the experiments recorded by Dr. Goldberger in his studies on "Some New Cholera Selective Media," which forms Part 2 of this bulletin, the author would choose and recommend for use as a culture medium the alkaline-egg-pepton solution, his reason therefor being based on considerations of ease and simplicity of preparation as well as reasonable cost.

**BIOCHEMIC DRUG ASSAY METHODS** with special reference to the pharmacodynamic standardization of drugs. By Paul S. Pittenger, Ph.G., Ph.C., Phar.D., instructor in pharmacodynamics, departments of pharmacy and chemistry, Medico-Chirurgical College, Philadelphia, etc.; edited by F. E. Stewart, M.D., Ph.G., professor of materia medica and botany, Medico-Chirurgical College, Philadelphia, etc. 12mo., 158 pages. Cloth, \$1.50. Philadelphia. P. Blakiston's Son & Co.

This manual, according to the author, is intended for students of pharmacy, pharmaceutical chemistry and medicine, and for the use of experts engaged in laboratories devoted to drug standardization work. In this book, as might be expected, the author takes up in order most of the well-known organic drugs which cannot be satisfactorily assayed by chemical methods, such as digitalis, ergot, cannabis indica, etc. The introductory chapter is devoted to a discussion of the importance of assay methods, definitions, history, drugs requiring biochemic assay, variation of non-standardized preparations, deterioration, and type methods available for the physiologic study and standardization of vegetable and animal drugs. These considerations are further developed under the following chapter headings: Cardiac Stimulants and Depressants; Epinephrine and Products of the Suprarenal Gland; Ergot; Pituitary Extracts; Cannabis Indica; Technique and Apparatus Employed, and Solutions. Supplementing the text are 80 illustrations and diagrams which add not a little to the value of the work. This book is commended to students, but it should also prove of service to pharmacists who have had little or no training in this particular field, yet who wish to have at command general information relating to the biochemic methods employed in drug assaying.

**PROCEEDINGS OF THE THIRD ANNUAL MEETING** of the National Association of Manufacturers of Medicinal Products. 8vo., 219 pages. Cloth.

This volume contains the proceedings of the annual meeting of the above-named association held at the Waldorf-Astoria Hotel, this city, on Feb. 10 and 11, of the present year, as also a list of the officers and various committees, the roll of membership, and a transcript of the constitution and by-laws of the association. The membership, according to the secretary's report, now numbers 30, representative of the leading manufacturers of medicinal products in the United States. A perusal of the volume shows that the members of this association also have their troubles in meeting the varying provisions of the laws and regulations obtaining in the several States, and any effort the members may make in bringing about greater uniformity in the requirements of the food and drug laws is sure to benefit the drug trade as a whole. The volume carries several full-page portraits, among them being the front piece delineating the features of Frank G. Ryan, who served as president of the association from its organization until February of the present year.

**SYNONYMS AND ANTONYMS.** An alphabetical list of words in common use, grouped with others of similar and opposite meaning. By Edith B. Ordway, author of "The Etiquette of Today," "Slips of Speech and Punctuation," etc. 12mo., 292 pages. Cloth, \$1.00 net. New York. Sully and Kleinteich.

To those who are occasionally called upon to put their thoughts in writing, or who are entrusted with general office correspondence, this book will supply a material want, as it will give to the user a certain command in the choice of words that will best express his thought, and at the same time enable him to make a selection that will at least, as our old friend Roget would say, "save him the cost of a clumsy paraphrase or the labor of a tortuous circumlocution." The lists of words given in the book number about 5000, while the synonyms and antonyms comprise several thousand more different words, quite enough to satisfy all ordinary demands for help of this character. So far as we have discovered, the compiler's work shows a keen sense of discrimination in her selection of words, somewhat substantiating the publishers' claim that the "book contains thousands of words with their opposites which will not be found in any other volume."

## Changes in the New Pharmacopoeia — Third Instalment — Standards for Drugs.\*

*Constitution of the Board of Definitions and Standards for Drugs and Chemicals. Animal Origin submitted to the Convention for its incorporation into the next Pharmacopoeia.*  
 Board of Definitions and Standards  
 Convention, Philadelphia, Pa., 28 May 1914

**GAMBIR**—A drug, extract prepared from decoctions of the leaves and twigs of *Ourouparia Gambir* (Hunter) Baillon (Fam. Rubiaceæ). Usually in cubical or rectangular pieces from 2 to 30 mm. in diameter; externally pale grayish-brown to reddish-brown, more or less dull and porous; inside, internally of a light brown or dull earthy color; incoherent, taste bitterish and very astringent. Upon scraping a piece of gambir and mounting the separated fragments in hydrated chloral T.S. and examining them under the microscope, numerous acicular crystals, from 0.010 to 0.030 mm. in length, should separate at the edges of the fragments which gradually dissolve leaving a few thick-walled, non-glandular hairs, which when entire, may be 0.350 mm. in length; a few fragments of leaves may also be present showing either epidermal cells or small, narrow tracheæ with spiral or annular markings; a few starch grains either single or compound, of variable shape and from 0.005 to 0.015 mm. in diameter; a number of bacteria may also be present. Macerate 1 gm. of gambir with 50 cc. of water and filter. Separate portions of this filtrate should give an intense green color with dilute ferric chloride T.S. and no precipitate with copper sulphate T.S. Not less than 65 per cent. of gambir should be soluble in water and not less than 60 per cent. should be soluble in alcohol. Ash changed from "not more than 5 per cent." to "not exceeding 9 per cent."

**Gelsemium**—Rhizome, cylindrical, usually in pieces from 3 to 20 cm. in length, and from 3 to 30 mm. in diameter; externally light yellowish-brown, longitudinally wrinkled, with purplish-brown, longitudinal lines and transverse fissures; the upper surface with a few stem-scars, the under and side portions with numerous roots and root-scars; fracture tough, splintery; internally light brown or pale yellow, bark thin, wood distinctly radiate, excentral, pith disintegrated; odor slight; taste bitter. Roots, light brown; fracture one-half transverse, the other oblique or splintery. Powder: Dark yellow, tracheæ with bordered pores, numerous and conspicuous, spiral tracheæ few; bast-fibres and tracheids long and narrow, strongly lignified; starch grains spherical, from 0.004 to 0.008 mm. in diameter; calcium oxalate in monoclinic prisms from 0.015 to 0.030 mm. in length; occasional groups of stone cells or sclerenchymatous fibres, the walls being very thick, porous and strongly lignified.

**Gentiana**—In nearly cylindrical, sometimes branching pieces, of variable length, from 5 to 35 mm. in thickness; externally yellowish-brown, the rhizome portion annulate, the roots longitudinally wrinkled; fracture short and uneven when dry, but tough and flexible when damp; internally yellowish-brown, the bark from 0.5 to 2 mm. in thickness, separated from the somewhat spongy, woody portion by a dark brown cambium zone; odor strong, characteristic; taste slightly sweetish, then strongly and persistently bitter. Powder: Light brown or yellowish-brown, consisting chiefly of parenchymatous cells with fragments of scalariform or reticulate tracheæ; starch grains few or none. Stone cells and sclerenchymatous fibres are absent (absence of endocarp of *Olea Europea* Linné). Ash not exceeding 6 per cent.

**Glycyrrhiza**—Botanical sources now given as *Glycyrrhiza glabra* Linné var. *typica* Regel et Herder, or *Glycyrrhiza glabra* Linné var. *glandulifera* Regel et Herder. Spanish Licorice (also known as Italian, Levant, Turkish or Arabian Licorice). Nearly cylindrical, upper portion more or less knotty, usually in pieces from 14 to 20 cm. or more in length, and from 5 to 20 mm. in thickness; externally yellowish-brown or dark brown, longitudinally wrinkled, the thinner rhizomes being often with prominent alternate buds, the thicker rhizomes with distinct corky patches; fracture coarsely fibrous; internally lemon-yellow, radiate, bark 1 to 3 mm. in thickness; wood porous, in narrow wedges, rhizome with small pith; odor distinct;

taste sweetish and slightly acid. Russian Licorice: Nearly cylindrical, somewhat tapering, sometimes split longitudinally, from 15 to 30 cm. in length, and from 1 to 5 cm. in diameter, when deprived of the outer corky layer it is externally pale lemon-yellow; fracture coarsely fibrous, internally lemon-yellow; wood radially cleft; odor distinct; taste sweetish. Microscopical characteristics are given for both varieties of licorice in powdered form. Ash not exceeding 7 per cent.

**Granatum**—The dried bark of the stem and root of *Punica Granatum* Linné (Fam. Punicaceæ) with not more than 2 per cent. of wood and other foreign matter. Stem Bark: Mostly in somewhat flattened or transversely curved pieces, to some extent in quills, 2 to 8 cm. in length; bark 0.5 to 3.5 mm. in thickness; outer surface yellowish to grayish-brown, with grayish patches of foliaceous lichens with their brownish-black apothecia, longitudinally wrinkled, also marked with small broadly elliptical lenticels and with more or less abraded patches of cork; inner surface light yellow or yellowish-brown, finely striate; fracture short, smooth, inner bark yellowish-green; odor slight; taste astringent, somewhat bitter and nauseous. Root Bark: In transversely curved pieces; externally brownish-yellow to dark brown and with irregular patches of cork; internally dark yellow, the medullary rays extending nearly to the outer surface. Microscopical characteristics of the powdered drug are given. Ash not exceeding 16 per cent. *Granatum* should not be kept longer than one year.

**Grindelia**—The dried leaves and flowering tops of *Grindelia camporum*, Greene, or *Grindelia cuneifolia* Nuttall, or *Grindelia squarrosa* (Pursh) Dunal (Fam. Compositæ), with not more than 10 per cent. of stems and other foreign matter. Stems with attached branches and terminated with resinous flower-heads; stems cylindrical, not exceeding 2 mm. in diameter, light yellow or rose colored, with alternate leaf-scars, occasionally with basal portions of leaves, occasionally more or less irregularly flexuous and coated with resin especially at the nodes; leaves usually separate and more or less broken and varying in shape when entire from oblong and lanceolate to oblanceolate-spatulate and cuneate-spatulate, 1 to 7 cm. in length, mostly sessile or amplexicaule and more or less sharply serrate or evenly spinosely toothed, pale yellow to yellowish-green, very resinous, somewhat coriaceous and brittle; bracts of flowering branches almost entire and usually more or less spreading; heads more or less resinous, viscid, many-flowered, either conical-urceolate or depressed-urceolate, involucre 5 to 20 mm. in breadth, composed of numerous imbricated bracts with more or less recurved tips; ray florets yellow, ligulate and pistillate; disk florets yellow, tubular and perfect; pappus of 2 or 3 mostly unequal, linear awns about the length of the disk florets; disk achenes more or less ovoid or oblong, more or less compressed or triquetrous, and either bi-auriculate or broadly unidentate or with a broad truncate, corky-thickened summit; odor balsamic; taste aromatic and bitter, resinous.

**Guaiacum**—In irregular, or in large, nearly homogeneous masses, occasionally in more or less rounded or ovoid tears, enclosing fragments of vegetable tissues; externally greenish-gray-brown, the fractured surface having a glassy lustre, the thin pieces being translucent and varying in color from yellowish to reddish-brown; odor balsamic; taste slightly acid. Guaiac should melt at from 80° to 90°C. It is readily soluble in alcohol, ether, chloroform, creosote, and in solutions of the alkalies or of hydrated chloral T.S. It is sparingly soluble in carbon disulphide or benzene.

**Guarana**—Powder: Light pinkish-brown; consisting mostly of irregular masses of parenchyma containing more or less altered starch grains; unaltered starch grains occasional, varying from spherical and polygonal to ellipsoidal and broadly ovoid, from 0.010 to 0.025 mm. in diameter; occasional fragments with narrow elongated sclerenchymatous cells, the walls being thick, yellowish and non-lignified. Add 0.001 gm. of powdered Guarana to a slide, upon which a drop of hydrochloric acid has previously been placed, add a drop of gold chloride T.S. and allow the mixture to stand for a few minutes. Beginning at the edge of the mount, crystals of caffeine-gold chloride should be separate in the form of orthorhombic plates and needles, the latter usually occurring in spheroidal aggregates and finally forming branching groups.

**Humulus**—Hops may include not more than 2 per cent. of

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stems, leaves and other foreign matter. Scales "imbricated." Color described as strong and characteristic, becoming disagreeable and valerian-like on aging. Ash not exceeding 8 per cent. Hops should be dried at a temperature not exceeding 70° C. and should be kept in air-tight containers protected from the light.

*Hydrastis*—The drug may include not more than 2 per cent. of stems, leaves and other foreign matter. Rhizome horizontal or oblique, sub-cylindrical and usually more or less flexuous, 1 to 5 cm. in length and 2 to 7 mm. in diameter, occasionally with stem-bases; externally yellowish or grayish-brown, marked by numerous stem scars and more or less annulate from scars of bud-scales, otherwise deeply longitudinally wrinkled, and on the under and lateral portions arise numerous long, filiform roots which are easily detached; fracture short, waxy; internally of a deep yellow color and consisting mostly of parenchyma enclosing an interrupted circle of small fibro-vascular bundles; odor distinct; taste bitter. Microscopical characteristics of powdered drug are given.

*Hyoscyamus*—The dried leaves and flowering or fruiting tops of *Hyoscyamus niger* Linné (Fam. Solanaceæ). Usually much wrinkled, with numerous stems and with the flowering or fruiting tops intermixed; leaves when entire attaining a length of 25 cm. and a breadth of 10 cm., ovate or ovate-oblong, very inequilateral, the lower with short petioles, the upper sessile, summits acute, margins coarsely and angularly 1- to 4-toothed or lobed, grayish-green, glandular-hairy, particularly on the lower surfaces; flowers nearly sessile with an urn-shaped unequally 5-toothed calyx and a campanulate corolla which in the fresh state is of a yellowish color; fruit a 2-locular pyxis, and enclosed in a large urn-shaped calyx with 5 acute teeth; odor heavy, distinct; taste somewhat bitter and acrid. Stems from 3 to 7 cm. in length and from 2 to 5 mm. in thickness, nearly cylindrical or somewhat compressed, longitudinally wrinkled and hairy. Microscopical characteristics of powdered drug are outlined. The presence of the leaves of *Hyoscyamus muticus* Linné in either the crude or powdered drug of *hyoscyamus* may be determined by the characteristic branching non-glandular hairs occurring on both the stems and leaves of *H. muticus*. Ash not exceeding 30 per cent.

*Ipecacuanha*—Ipecac may contain not more than 10 per cent. of stems. Rio Ipecac: In cylindrical pieces, curved and sharply flexuous, occasionally branched, from 3 to 15 cm. in length, and from 2.4 to 4 mm. in thickness; externally dark brown, closely annulated with thickened, incomplete rings, and usually exhibiting transverse fissures with vertical sides; fracture of bark short, of wood tough, bark very thick, light brown, easily separable from the yellowish-white wood; odor very slight, peculiar, the dust sternutatory; taste bitter and nauseous, somewhat acrid. Stems cylindrical, attaining a length of 10 cm. and a thickness of 2 mm., dark brown, finely longitudinally wrinkled and with a few elliptical scars. Carthagenia Ipecac: Cylindrical or slenderly fusiform, more or less tortuous, from 3 to 12 cm. in length, and from 4 to 6.5 mm. in thickness; externally grayish-brown, the annulations usually not so numerous as in Rio Ipecac, occasionally transversely fissured and with circular scars of roots; bark 2 mm. in thickness, dark brown, smooth, somewhat horny, and easily separable from the light brown wood. Stems attaining a length of 10 cm. and a thickness of from 2 to 3 mm., cylindrical, somewhat zigzag, due to the prominent nodes with their elliptical stem-scars, grayish or dark brown and longitudinally wrinkled; bark thin.

*Jalapa*—Fusiform, irregularly ovoid or pyriform, upper end more or less rounded, lower end slightly tapering, the large roots often incised or cut into pieces; from 4 to 15 cm. in length, from 12 to 60 mm. in diameter; externally dark brown, longitudinally wrinkled or furrowed and with numerous lentils; hard, compact, not fibrous; when broken internally, dark brown, mealy or waxy, bark 1 to 2 mm. in thickness, outer bundles separated from outer cortical layer by a distinct brown cambium zone; odor slight but peculiar, smoky and sweetish; taste sweetish and acrid.

*Kino*—The spontaneously dried juice. In small, angular fragments, usually considerably less than 15 mm. in diameter, varying in color from a dark reddish-brown to reddish-black, brittle; when crushed upon a slide and examined under the microscope, the angular fragments are more or less translucent with a glass-like, conchoidal surface, the thinner pieces having a yellowish-red or deep brownish-red color, the pieces often being marked by nearly parallel, curved or straight lines; inodorous; taste

very astringent; when masticated it colors the saliva pinkish. Kino is only partly soluble in cold water, and not less than 40 per cent. should be soluble in boiling water, the latter upon cooling and filtering should show a faintly acid reaction, give a dark green precipitate with ferric chloride T.S., and a reddish-violet color with alkalies. Alcoholic extractive not less than 45 per cent. Moisture content not more than 12 per cent. Ash not exceeding 3 per cent.

*Krameria*—The drug may include not more than 5 per cent. of stems. The family name changed from "Krameriaceæ" to Leguminosæ. Peruvian Rhatany: It consists of a knotty, several- to many-headed crown with numerous branching roots; the latter rarely attaining a length of 50 cm. and usually less than 1 cm. in thickness, cylindrical, somewhat tapering, flexuous or wavy and very flexible, externally light reddish-brown or brownish-red, more or less marked with dark, scaly cork, especially in the upper portion, otherwise nearly smooth, somewhat longitudinally wrinkled and devoid of transverse fissures; fracture of bark slightly fibrous, of wood tough and splintery, the pinkish-brown bark less than one-third of the radius, the wood yellowish or pinkish-white and finely radiate; inodorous; wood nearly tasteless, bark astringent. Savanilla Rhatany and Para Rhatany. Roots usually separate, less flexuous and tapering than those of Peruvian Rhatany, and usually not exceeding 12 mm. in thickness; externally purplish-brown or chocolate brown and marked with numerous fissures, fracture less tough than that of Peruvian Rhatany, internally the bark and wood darker, the bark about two-fifths or more of the radius and more astringent than that of Peruvian Rhatany. Aqueous extractive not less than 9 per cent. Ash not exceeding 5 per cent.

*Lactucarium*—Treat lactucarium with boiling water and filter; the filtrate should be clear while hot, but on cooling it should become turbid; the filtrate should not be colored blue by iodine T.S. (absence of starch) and should also become clear upon the addition of ammonia water or alcohol. An alcoholic solution of lactucarium should give not more than a faint green color upon the addition of a drop of ferric chloride T.S. (absence of tannin). Dry the drug at a temperature not exceeding 70° C. for powdering. Ash not exceeding 10 per cent.

*Leptandra*—Leptandra may include not more than 5 per cent. of stems and other foreign matter. Rhizome usually of horizontal growth nearly cylindrical, somewhat branched, from 4 to 10 cm. in length and from 4 to 13 mm. in diameter; externally grayish-brown to dark reddish-brown, annulate from circular scars of bud-scales, upper surface with short stem remnants; occasionally with buds, and numerous circular stem-scars, from the under and lateral portions arise numerous coarse roots; fracture very tough and woody, branches readily separable from the main rhizome; internally bark rather thin, dark brown and resinous, wood about the same thickness as the bark, light brown and porous, pith large, more or less hollow, the color being similar to that of the bark; nearly odorless, taste very bitter and acrid. Roots from 1 to 10 cm. in length and from 1 to 2 mm. in diameter; externally dark brown to purplish-brown, smooth and faintly longitudinally wrinkled; fracture short; internally with a thick brownish-black bark and small light brown central cylinder.

*Limonis Cortex*—The outer rind of the fresh ripe fruit of *Citrus medica Limonum* (Risso) Hooker filius (Fam. Rutaceæ). The outer, lemon-yellow or dark yellow layer recently separated by grating or paring and consisting of an epidermal layer, numerous parenchyma cells containing yellow chromoplasts and large oil-reservoirs with globules of the volatile oil; odor highly fragrant, distinct; taste pungently aromatic. Under the microscope sections of the fresh fruit when mounted in fixed oils, show an epidermal layer composed of small tabular cells, a hypodermal layer containing numerous plastids, a mesocarp with colorless, thin-walled parenchyma and large, elliptical oil reservoirs; parenchyma cells containing a layer of granular protoplasm adhering to the walls and occasionally membrane crystals of calcium oxalate, which are irregularly polygonal in shape, polarize light strongly and from 0.015 to 0.025 mm. in diameter.

*Linum*—Flaxseed may include not more than 3 per cent. of other harmless fruits, seeds and foreign matter. Ovate, or oblong-lanceolate, flattened obliquely pointed at one end, 3 to 5 mm. in length; externally chestnut-brown, very smooth and shiny, the raphe extending as a distinct, light yellow ridge along one edge; easily cut with the finger-nail, internally olive-green, oily; odor slight; taste mucilaginous and oily. Microscopical

characteristics are given. Linseed or Flaxseed Meal: Light olive-brown with reddish-brown fragments; fragments very coarse and the cellular tissues are the same as those of the powder. The dried Linseed or Flaxseed and Linseed Meal or Flaxseed Meal should be recently prepared and free from impurities and should be kept in tightly closed containers containing a few drops of carbon tetrachloride or chloroform to keep free from time to time to prevent the attack by insects. Ash content not exceeding 6 per cent.

*Lactaria* Family name changed from "Campanulaceæ" to "Lactariaceæ". Stems cylindrical, coarsely and irregularly furrowed; leaves occasionally purplish and with numerous spreading hairs; leaves alternate, usually more or less broken, when entire, lanceolate or oblong, 2 to 9 cm. in length, abruptly pointed or irregularly serrate-denticulate, the teeth with a yellowish-brown gland-like apex, pale green and with scattered, bristly hairs; petiole either wanting or 1 mm. in length; flowers in long racemes with short pedicels, calyx tube ovoid, 5-toothed, corolla tubular, 3 to 4 mm. in length, 5-parted, the upper 2-lobed portion cleft nearly to the base; stamens with anthers united above into a curved tube enclosing the bifid stigmas; capsules ovoid or ellipsoidal, 5 to 8 mm. in length, light brown, wholly inferior and enclosing numerous brownish, oblong and coarsely reticulate seeds; odor slight; taste strongly acid. Powder: Dark green, odor irritating; fragments of seed-coat composed of more or less polygonal cells with thick, yellowish walls; isolated, non-glandular hairs elongated-conical, 0.300 to 0.600 mm. in length; fragments of stem with tracheæ showing annular or spiral thickenings or simple pores associated with narrow wood-fibers, the walls of the latter being rather thin, more or less lignified and porous; fragments of epidermis of leaf with elliptical stomata, 0.025 mm. in length, and usually with 3 or 4 neighboring cells; pollen grains nearly spherical, 0.015 to 0.030 mm. in diameter. Ash not exceeding 8 per cent.

*Lupulinum*—A granular powder, bright yellowish-brown, having the characteristic odor and taste of hops; becoming darker in color, disagreeable and valerian-like in odor on aging, when it is unfit to use. Under the microscope the glandular trichomes are somewhat globular or ellipsoidal, 0.150 to 0.200 mm. in diameter, consisting of a single layer of secreting cells assuming the form of a shallow cup, from the inner surface of which the cuticle has been separated by the secreted yellowish-brown oleoresin. Ash changed from "not more than 10 per cent." to "not exceeding 16 per cent."

*Lycopodium*—The spores of *Lycopodium clavatum* Linné (Fam. Lycopodiaceæ), with not more than 2 per cent. of impurities. Microscopical characteristics are given. *Lycopodium* should show very few, if any, pollen grains of species of Pine, the latter being 0.040 to 0.070 mm. in diameter, and consisting of three parts, a central, convex, generative cell separating the two spherical cells or wings which are blackish, due to the inclusion of air. Ash changed from "not exceeding 5 per cent." to "not exceeding 3 per cent."

*Matricaria*—The dried flower-heads of *Matricaria Chamomilla* Linné (Fam. Compositæ), with not more than 5 per cent. of stems and foreign matter. Flower-heads composed of a few white ray florets and numerous yellow disk florets on a conical, more or less hollow receptacle, the latter being 3 to 10 mm. in breadth; disk flowers tubular, perfect, and without a pappus; ray flowers 10 to 20, pistillate, corolla white, 3-toothed, and 4-veined, usually reflexed, involucre hemispherical, composed of 20 to 30 imbricated, oblanceolate, and pubescent scales; peduncles light green to brownish-green, longitudinally furrowed, more or less twisted and attaining a length of 2.5 cm.; achenes somewhat obovoid and faintly 3- to 5-ribbed, pappus none or only a slight membranous crown; odor pleasant, aromatic; taste aromatic and bitter. Ash not exceeding 13 per cent.

*Mentha Piperita*—Leaves more or less crumpled and frequently detached from the stems; stems quadrangular, 1 to 2 mm. in diameter, nearly glabrous except for a few scattered reflexed hairs; leaves when entire ovate-oblong to oblong-lanceolate, petioles 4 to 15 mm. in length, slightly pubescent, lamina 1 to 9 cm. in length, acute and sharply serrate, light green to purplish-brown, upper surfaces nearly glabrous, lower surfaces glandular-hairy especially on the veins; flower-whorls in oblong or oval spikes which are usually compact, or somewhat interrupted at the base, 1 to 1.5 cm. in breadth, rounded

at the summit, and in fruit attaining a length of 3 to 7 cm. Other botanical characteristics are noted.

*Mentha Viridis*—Leaves more or less crumpled and mixed with a large proportion of the light brown or purplish-colored stems occasionally with their characteristic opposite branches; stems distinctly quadrangular, 1 to 3 mm. in width, nearly glabrous; leaves when entire oblong- or ovate-lanceolate, unequally serrate, nearly sessile or with a petiole less than 5 mm. in length, of a bright green color and somewhat glandular-hairy on the under surfaces; flowers in clusters arranged oppositely and in more or less interrupted or crowded, lanceolate, acute or acutish spikes; odor slightly pungent, characteristic; taste aromatic, characteristic but not followed by a cooling sensation.

*Moschus*—Known in commerce as Tonquin or Tibetan musk. Usually in small, irregular granules, not more than 2 mm. in thickness, blackish, with a few light brown fragments and becoming somewhat grayish on aging; shiny and somewhat oily; odor peculiar, penetrating, powerful and persistent; taste aromatic and bitterish. Add a few granules of musk to 2 cc. of water in a watch crystal and stir with a glass rod, a light brown solution should be obtained. The undissolved portion should consist of irregular fragments containing a fine granular substance, numerous rod-like bacteria and occasionally the hyphae of a fungus. Add a drop of iodine T.S. to a slide containing a few granules of musk and examine under the microscope; none of the particles should be colored blue or bluish-black (absence of starch); other tests are given. Musk, when dried to constant weight in a desiccator over sulphuric acid, should not lose more than 15 per cent. of moisture.

*Myristica*—Ovoid or ellipsoidal, 20 to 30 mm. in length and about 20 mm. in thickness; externally light brown to dark brown, consisting of the reticulately furrowed perisperm, the broad end with a large, circular, upraised scar from which arises a furrow extending to the chalaza; easily cut, the surface having a waxy lustre and mottled by reason of the light brown perisperm penetrating into the yellowish-brown endosperm; a longitudinal section through the middle of the large scar shows a small irregular cavity with the more or less shrunken remains of the embryo, and usually containing a growth of mold; odor slightly aromatic, taste agreeably aromatic. Microscopical characteristics and tests for powdered drug are given. Ash not exceeding 5 per cent. Broken and wormy kernels should be rejected.

*Myrrha*—A gum-resin obtained from one or more species of *Commiphora* (Fam. Burseraceæ). Microscopical characteristics of powdered drug added. Statements about emulsion with water, its insolubility and non-swelling in water, and the nitric acid test on an alcoholic solution omitted. Not less than 35 per cent. of myrrh should be soluble in alcohol. Ash not exceeding 8.5 per cent.

*Nux Vomica*—Orbicular, nearly flat, occasionally irregularly bent, 10 to 30 mm. in diameter, 4 to 5 mm. in thickness; externally grayish or greenish-gray, covered with appressed hairs giving it a silky lustre, hilum indicated by a circular scar at the center of one of the flattened sides, and connected with the micropyle by a ridge; the micropyle very hard when dry; internally showing a thin and hairy seed-coat and a large grayish-white endosperm at one end of which is embedded a small embryo, with 2 broadly ovate 5- to 7-nerved cotyledons; inodorous; taste persistently bitter. Powder: Light gray; consisting chiefly of thick-walled, endosperm cells containing globules of a fixed oil and a few small aleurone grains, and fragments of strongly lignified, non-glandular hairs, the walls of the latter possessing large, circular, or long, slit-like pores. In the tissues of the adhering pulp occur a few small, nearly spherical starch grains. The color test with potassium dichromate and sulphuric acid omitted. Ash not exceeding 3.5 per cent.

*Opii Pulvis*—Temperature for drying changed from "not exceeding 85°C." to "not exceeding 70°C." Light brown, consisting chiefly of yellowish-brown to brownish-red, more or less irregular and granular fragments varying from 0.015 to 0.150 mm. in diameter; a few fragments of strongly lignified thick-walled, 4- to 5-sided or narrowly elongated, epidermal cells of the poppy capsule; and very few fragments of tissues of poppy leaves, poppy capsules, and *Rumex* fruits.

(Continued in July ERA)

## Hydrogen Peroxide Solution.\*

By J. STANLEY WHITE, PH.C.

**H**YDROGEN peroxide solution, according to the British Pharmacopoeia of 1893, is an aqueous solution containing approximately 3 per cent. of H<sub>2</sub>O<sub>2</sub>. The B.P. further states that it is prepared by the interaction of water, barium peroxide, and a dilute mineral acid at a temperature below 10°C. The product, however, is notoriously unstable, and anyone who has followed the correspondence recently in *The Pharmaceutical Journal* must have been struck by the extraordinary difference in strength met with in commercial samples, all of which are stated to be up to B.P. standard.

Hydrogen peroxide solution was first discovered in 1818 by a French chemist named Thenard, who prepared dilute solutions of it by the action of hydrochloric acid on barium peroxide. Although hydrochloric acid has been largely replaced by other acids, the method of manufacture today is practically identical with the method employed nearly a hundred years ago. Although the 3 per cent. solution is the official strength, and the one nearly always employed, it is of interest to note that by subjecting concentrated solutions to the action of a freezing mixture Staedel succeeded in obtaining a crop of columnar crystals, consisting of pure peroxide. Another method consists in distilling aqueous solutions of peroxide under diminished pressure, and by this means obtaining a distillate of 100 per cent. strength. The product, however, is extremely explosive, and its preparation fraught with considerable danger. Pure hydrogen peroxide exists as a thick, clear, colorless liquid, having a specific gravity of 1.4996. Needless to say, this dangerous substance is not a commercial product, although a 30 per cent. hydrogen peroxide solution has been on the market for some years, and is stated to be quite neutral and perfectly stable.

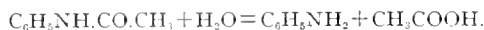
Hydrogen peroxide solution, as designated by the B.P., is the preparation most generally employed for medicinal purposes. The preparation should be fairly stable, and usually contains traces of free acids. Although the manufacture of hydrogen peroxide is a comparatively simple process, considerable attention to detail is necessary in order to produce a satisfactory preparation. The purity of the ingredients used, the temperature at which the reaction is carried on, and the dilution of the acid or acids employed are all important factors, and these details are usually carefully guarded by manufacturers. As previously stated, hydrochloric acid was originally employed to decompose the barium peroxide, but this was substituted later by hydrofluoric and hydrofluosilicic acids, both of these acids forming insoluble barium salts. In 1886 phosphoric acid was recommended, and a method which embodied this principle was adopted in the U.S.P. of 1890. No particular acid is now specified in the present U.S.P. or in the British Pharmacopoeia. Barium peroxide is used on account of the fact that it is stable in air, whereas the majority of other peroxides tend to rapidly decompose. The formation of insoluble barium salts, permitting complete removal from the finished solutions, also favors the use of barium peroxide.

The question of stability is extremely important; in fact, it is probable that the reason that hydrogen peroxide has only comparatively recently come into general use was due to the lack of obtaining a suitable preservative. Hydrogen peroxide solution is invariably slightly acid, and the small amount of acid found in nearly all samples is not regarded as an impurity. Although the B.P. does not limit the amount of acid which may be present, yet too much acidity ought certainly to be avoided, as it is more than likely to cause irritation of the tissues to which the peroxide is applied. The U.S.P. prescribes that the amount of acid in 25 cc. of hydrogen peroxide solution shall not be greater than can be neutralized by 2.5 cc. of N/10 NaOH; that is, in terms of H<sub>2</sub>SO<sub>4</sub>, equivalent to 0.049 per cent. It would certainly seem advisable to include an acid limit in the next edition of the British Pharmacopoeia. While it is next to impossible to produce an absolutely neutral solution of hydrogen peroxide solution which is stable, a small percentage of acid undoubtedly aids in preventing decomposition. Alkaline solutions decompose very rapidly, and neutral solutions soon take up sufficient alkali from the glass containers to set up rapid decomposition.

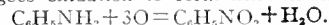
\*From the *Pharmaceutical Journal and Pharmacist*.

The question of preservatives is an important one, although it is known in a general way that acid solutions of peroxide are fairly stable. To some extent alcohol acts as a good preservative, and boric acid, benzoic acid, and salicylic acid have all been employed for the purpose. Undoubtedly the most general preservative is acetanilide, the use of which is stated to be the result of a happy accident. A chemist was endeavoring to prepare a stable compound of acetanilide and hydrogen peroxide. Although unsuccessful, it was noticed that the solutions containing the acetanilide appeared to be much more stable. Apparently the secret was kept for some years, but at the present day the addition of acetanilide is fairly general, especially in solutions of American manufacture. The amount employed is usually 1/100th of a grain to each fl. ounce, the acetanilide being incorporated during the process of manufacture. The extremely small quantity which is employed will, of course, have no therapeutic action. Under some little understood conditions the compound is slowly oxidized to nitrobenzene, which often gives to the solution a faint odor resembling essential oil of almonds.

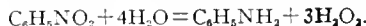
Some short time ago the writer endeavored to give an explanation of this reaction. It is probable that the nitrobenzene first undergoes hydrolysis to form aniline and acetic acid:



The acetic acid being stable remains unchanged and the aniline undergoes oxidation to form nitrobenzene:



It is a well-known fact in the chemical world that when a body is capable of doing work (hydrogen peroxide solution is a powerful oxidizing agent) it will do that work in preference to breaking up; and it can, therefore, be assumed that prior to the hydrogen peroxide solution decomposing, the above reactions will go on with the production of small quantities of nitrobenzene. Nitrobenzene thus produced apparently undergoes hydrolysis, re-forming aniline and hydrogen peroxide:



In turn this hydrogen peroxide will oxidize the aniline back to nitrobenzene and the action becomes reversible:



Thus the hydrogen peroxide continually having work to do, and being continually re-formed, the initial quantity of acetanilide is never entirely lost (it has, of course, become broken down), and the deterioration of the hydrogen peroxide solution is prevented. The fact that it is possible in the same solution to detect the odor of oil mirbane, while at other times the odor is not noticeable, would also seem to be evidence that this is the probable explanation of its action.

That acetanilide does act in a remarkable manner in preventing decomposition has been proved beyond all doubt. A recent annual report on food and drug products, made by the Connecticut Agricultural Experiment Station, showed that 82.5 per cent. of the samples of hydrogen peroxide containing acetanilide as a preservative complied with the pharmacopoeial requirements, whereas only 22.5 per cent. of the non-acetanilide specimens were up to standard.

It is not generally known that a really stable preparation of hydrogen peroxide solution, preserved with acetanilide, may be actually evaporated down to produce a more concentrated solution, with only a relatively small loss in oxygen content. The following figures were obtained with a well-known brand of B.P. strength by evaporation on a steam bath at normal atmospheric pressure:

	Per cent. H <sub>2</sub> O <sub>2</sub> (Actual content).	Per cent. H <sub>2</sub> O <sub>2</sub> (Actual loss).
1000 cc.....	3.04	0.23
450 cc.....	6.52	0.24
300 cc.....	9.89	0.5
200 cc.....	14.70	5.2
100 cc.....	25.2	17.6
50 cc.....	43.2	

The following figures were obtained by allowing the same solution to evaporate at the ordinary room temperature:

	Per cent. H <sub>2</sub> O <sub>2</sub> (Actual content).	Per cent. H <sub>2</sub> O <sub>2</sub> (Actual loss).
250 cc.....	3.04	0.12
154 cc.....	4.81	1.82
56 cc.....	11.76	

These experiments were, of course, conducted in scrupulously clean vessels, as the presence of foreign organic matter is absolutely detrimental to the solution, and is, in fact, the chief cause of its decomposition.

## VI. Classical Discoveries in Pharmacy — The First Vacuum Pan for Extracts.

CREDIT for the first application of vacuum distillation to the preparation of pharmaceutical extracts, as described in the following article, is often given to Dr. Alexander Marcet, of London. A recent announcement of a new German work, containing the accounts of a number of great discoveries in pharmacy, gives Marcet's name as the author of the paper from which our excerpts have been taken, and even so authoritative a work as Poggendorf's Index includes the treatise under the works of Marcet, and makes no mention of the real author. The misunderstanding has arisen from the fact that while the work was performed and described by John T. Barry, to whom the credit for the innovation is therefore entirely due, the paper was not read by the author, but by Dr. Marcet, before the London Medical and Surgical Society, of which body Marcet was a distinguished member. In addition to being in error regarding the authorship of the work, Poggendorf's Index makes a mistake in the citation, stating that the article is to be found in the *Transactions of the London Medical and Surgical Society*, Vol. 1, 1810. The correct reference is to the above *Transactions*, Vol. 10, 1819, p. 231, the full title being "On a New Method of Preparing Pharmaceutical Extracts, by John T. Barry, Communicated by Doctor Alex. Marcet." The Royal Society's Index of Scientific Papers contains the proper reference and author's name. Translations of Barry's article appear in *Schweigger's Journal der Chemie*, 1820, p. 250, and in *Trommsdorff's Neue Journal der Pharmazie*, Vol. 4, 1820, p. 255.

Unfortunately, while a great deal is known of Marcet's life and achievements, history is silent with regard to the real author of the article which has had such an important bearing on the development of pharmaceutical industry. Apparently, Barry was a worker at Guy's Hospital, in London, where Dr. Marcet held the post of professor of chemistry. It is possible that Barry was employed in some capacity or other in the dispensary. However, all this is merely conjecture. His name does not appear in connection with any other papers that we have thus far been able to locate, except with the patent which he obtained for his new apparatus for vacuum evaporation. His friend and protégé, Marcet, was a native of Switzerland, having been born in Geneva in 1770. Compelled to leave his country on account of political disturbances, he came over to England, and in a few years received the degree of M.D. at Edinburgh University, in 1797. He then made his way to London, and became connected with the long-famous Guy's Hospital. Marcet's chief work is along the lines of medical chemistry, and his analyses of the waters of the ocean, and of the Dead Sea and the River Jordan were made the basis of some early geological speculations.

In outlining the reasons for introducing a new form of apparatus for preparing extracts, Barry states his belief that the difference in the efficacy of several extracts is due largely to decomposition suffered during inspissation. "It is scarcely possible to produce two different parcels of an extract by the common method which shall each possess the same efficacy." Extracts, in those days, were made by evaporation of the aqueous infusions of drugs, although in some cases weak alcoholic infusions were used. The menstruum was chosen, of course, with the intention of extracting all the active ingredients, and the business of preparing an extract was to reduce to a solid state the medicinal parts of the solution.

Barry's account then proceeds:

"In order to prevent the injurious effects of heat on medicinal extracts, I proposed some years since, in conversation on the subject, to conduct the evaporation in vacuo. The low temperature at which fluids are known to boil in exhausted vessels, together with the superior advantage this plan possesses, of preventing the action of oxygen, led me to expect decidedly good effects from its execution.

'The subject selected for the first experiment was a solution of opium. The next was some juice of hemlock. Both of these were evaporated in a water bath, the vessel having been exhausted by an air-pump; and the products exhibited appearances which left no doubt of the superiority of this method for preparing extracts. Accordingly, I decided on carrying the project into execution at some future day; and on shew-

ing a sketch of the necessary apparatus to my partner, William Allen, I had the satisfaction of finding that his opinion supported my own. Soon afterwards it was submitted to my friend Dr. Marcet, who not only gave it his approbation, but so strenuously advised its adoption, that it was concluded on to have the vessels constructed on a large scale. It is remarkable that only a short time before the large apparatus was made this gentleman received from Professor Jaenisch, of Moscow, a communication on the same subject, proposing to prepare extracts in vacuo. Dr. Marcet thought it proper, on that occasion, to advise my not being informed of the plan of the Moscow professor till my own apparatus was finished.

"To persons acquainted with the process of Edward C. Howard for refining sugar, and for which he took out a patent, it may appear that I have small claim to invention for proposing a very similar process for obtaining extracts. The two kinds of apparatus are, however, materially different. I employ no pump or machinery, but produce the exhaustion wholly by steam; and the vacuum is maintained in my vessel by immersion of the whole in water. The difficulty with which air is prevented from finding its way into exhausted vessels seems the chief impediment to conducting evaporations in vacuo. This difficulty, by the simple expedient just mentioned, is completely removed. The apparatus being thus rendered easy of management and less expensive, appeared likely to be employed in some other large manufactures, such as sugar refining and colour making; and on that account I have been induced to take out a patent for it. It is, however, to be recollected by this Society that I have declined having a patent for its pharmaceutical products. Chemists desirous of inspissating extracts in vacuo are therefore at liberty to do it in any apparatus different from that which has been made the subject of my patent; and thus these substances may continue the objects of fair competition as to quality and price.

"Notwithstanding the disadvantageous circumstances which generally attend inspissation in the open air, I have little doubt that many of the extracts might be obtained in that way, of very superior though perhaps not of uniform strength, by complying with certain conditions, which are, however, suited only to the scale of philosophical experiment, or the consumption of an individual practitioner. But it is well known that the trouble attendant on these preparations renders it more convenient to purchase them than to make them. Hence it has become the business of the druggist to supply extracts; and making them on a scale proportionate to his demand, he is obliged, in order to produce rapid evaporation, to subject them to a temperature little, if at all, short of 212°, one that seems to be decidedly injurious. This happens even when the steam bath or the water bath is employed, and extracts so prepared must still be considered as having been partially subjected to the contingencies before mentioned. In fact, it may be stated on good authority that extract of rhubarb, for instance, when inspissated in vacuo, is fully twice as effective as when boiled down in the open air over steam.

"As perhaps it will be satisfactory to the Society to form for themselves a judgment upon the fitness of the method I have adopted, and of the apparatus by which it is carried into effect, I propose here to describe them both. The mode of producing the vacuum, and the manner of maintaining it, have already been mentioned. The degree of exhaustion is, of course, judged of by the column which is supported in the mercurial gage; and I think it will excite some surprise, when it is stated, that although no pump is employed, yet that column is often at a height of 28 inches during rapid ebullition. In fact, it is common to operate with a column not two inches less than the barometer of the day, and at such times the temperature of the boiling fluid is below 100° Fahrenheit, often at 95°; and I am satisfied that by certain improvements this temperature may be reduced to less than 90° in the ordinary process of manufacture. The vessels employed in the apparatus first put up were two; the first of cast iron, polished on its inner surface, serving as the evaporating pan, and situated in a water bath, may be called a

*still.* The head of it leads into the second vessel, which is a large copper sphere, about three times as large as the other, and surrounded at pleasure by cold water; it may be called the *receiver*. In the pipe which connects these two is a large stop-cock, by which their communication with each other can be suspended. The manner of setting it to work is this: the juice or infusion is introduced through a large opening into the polished iron still, which is then closed, made airtight, and covered with water. The stop-cock which leads to the receiver is also shut. In order to produce the vacuum, steam is allowed to rush through the copper sphere until it has expelled all the air, for which five minutes is commonly sufficient; this is known to be effected by the steam issuing uncondensed. At that instant the copper sphere is closed, and the steam is shut off; and then cold water admitted upon its exterior surface. The vacuum thus produced in the copper sphere, which contained about four-fifths of the air of the whole apparatus, is now partially transferred to the still by opening the intermediate stop-cock. Thus four-fifths of the air in the still rushes in to the sphere, and the stop-cock being shut again, a second exhaustion is effected by steam in the same way as the first was; after which a momentary communication is again allowed between the iron still and the receiver; by this means four-fifths of the air remaining after the former exhaustion is expelled. These exhaustions repeated five or six times are usually found sufficient to raise the mercurial column to the height before mentioned. The water bath in which the iron still is immersed is now to be heated until the fluid that is to be inspissated begins to boil, which is known by inspection through a window in the apparatus, made by fastening on airtight a piece of very strong glass; and the temperature at which the boiling is kept up is determined by a thermometer. Ebullition is continued until the fluid is inspissated to the proper degree of consistence, which also is to be judged by its appearance through the glass window. I prefer taking for a single operation as much juice or infusion as will keep the apparatus employed for nearly the whole day. When inspissated sufficiently, the residuum, which we denominate it, is taken out and is fit for use.

"On comparing the temperature employed for ebullition in vacuo with that generally in use, we are led to expect a considerable difference in the sensible qualities of extracts. With some this is the case in a very striking degree. The extract of hemlock is an example; its taste and smell are remarkably different, as is the color both of the solution and feculant parts; it also possesses an extraordinary degree of tenacity, a property which is not generally found in the common extract; it abounds so much with crystallized matter as to produce a gritty sensation when rubbed between the fingers. The extract of belladonna contains a large quantity of crystals of some kind of salt; but I have not succeeded in procuring either of these in a separate state, so as to give them an examination. In some attempts to obtain them pure, and more particularly to discover whether morphine (the new vegetable alkali) was traceable in the narcotic extracts, I became acquainted with the singular fact that phosphoric acid in soluble state is to be found in all the extracts. On further extending the investigation, it was ascertained that this acid, besides that portion of it which exists as phosphate of lime, is contained in a vast variety of vegetables. It would be foreign to the subject of this paper to enumerate the substances that were tried, but I may just mention that all the vegetables that are cultivated seem to contain phosphoric salt in great abundance.

"The extract of taraxacum is another remarkable instance of the difference in the sensible qualities of these preparations; instead of being sweet to the taste and high-coloured, like that prepared in the common way, it is bitter and extremely pale when fresh made; its taste much resembles that of the plant itself. With respect to the strength of extracts made in vacuo, I have not yet gained sufficient information to be able to present a view of the relative proportions which they bear to the common extracts; but I have been informed by several medical friends who have given them a trial, that they found them materially stronger. I deem it almost indispensable to state, that the increased activity of extracts prepared by this new method makes it imperative on those who compound medicines to continue using the *o'd* kind, except when extracts prepared in vacuo are specially prescribed."

The new ERA Formulary, just out. \$5.00 per copy.

## NEW REMEDIES

*Asasan* is a nerve food, of the following composition: Albumen, 8.041 per cent.; lecithin, 2.52 per cent.; sodium glycerophosphate, 1.6 per cent.; fats, 0.9 per cent.; carbohydrates (as glucose), 31 per cent., nutritive salts, 5.63 per cent. Hemoglobin is present in large quantity.

*Calcetin* and *Ferrocactin* are food preparations containing lecithin, used for puppies.

*Calcivit* tablets contain calcium lactate, calcium phosphate, calcium carbonate, a completely soluble milk albumen, and an easily digestible iron preparation.

*Cardiotonin* is a convallaria preparation, with 0.025 g. of caffeine and 0.03 g. of sodium benzoate in 1 cc.

*Cordicura* contains the fluidextracts of *Cactus grandiflorus*, *Adonis*, *Spartium*, *Zea Mays*, *Fucus serratus*, *Moringa*, *Crotogeus oxycantha*, *Convallaria* and *Cascara Sagrada*, as an aromatic sweetened liquid.

*Dial-Ciba*, a new sedative and hypnotic, is diallyl-barbituric acid, being thus closely related to veronal. It melts at 170-171°, is slightly soluble in water, soluble in other solvents, has a slightly bitter taste, and is very stable.

*Eumanase* contains bitterless dried yeast, iron, calcium phosphate, potassium and sodium salts, and is used as an addition to feed in hog cholera.

*Gallena Cure* consists of three preparations, the first containing linseed oil and castor oil, the second containing sassafras extract, taraxacum, sodium chloride, sulphate, and bicarbonate, and yarrow, and the third containing glycerides of arachidic, palmitic, linolic, and oleic acids.

*Glanguional* is a mixture of cinchona bark, valerian, ripe poppies, and potassium bromide, 2 g. being used in a cupful of infusion. Other constituents are present.

*Guayarsin* pills contain hemoglobin, calcium guaiacol-sulphonate, and 0.001 g. of guayarsin in each pill.

*Guayarsin* syrup contains in 10 g. 0.2 g. of calcium guaiacol-sulphonate, 0.05 g. of cinnamic acid, and 0.005 g. of guayarsin, a combination of arsenic and guaiacol.

*Jolasse's Stomach Powders* contain 0.15 g. of belladonna extract, powdered sodium citrate 10 g and calcined magnesia 15 g.

*Otalgan* is a non-aqueous stable solution of 5 per cent. of opium extract and antipyrin in glycerin.

*Pantopon-Atrinal* is a trade name for pantopon-atropine-sulphuric acid, atrinal evidently being the new name for the latter substance.

*Rheuma-Sopium* contains 10 per cent. of salicylic acid, which is incorporated by a special process in a superfatted sodium soap. It is used by inunction in rheumatic affections and pleuritic pains.

*Rotusin* contains maltose, starch, dextrin, protein, and other nitrogenous extractives, fats, fibre, mineral matter and water.

*Scutopon*, an opium preparation, contains 33.2 per cent. of morphine and 25 per cent. of other opium alkaloids.

*Sozogen* pearls are soluble in the intestines, and contain santal oil, salol, kava resin, methylene blue, and probably cubebs.

*Sputolysin* contains 0.03 g. of tartar emetic, 0.1 per cent. of belladonna extract, 1 g. each of balsam of Peru and oil of pine, 0.5 g. of potassium iodide, 2.5 g. of guaiacol, 3 g. of camphor, 5 g. of paraffin oil, 7.5 g. of potassium soap, and 17.5 g. of lanolin, sufficient for six inunctions. Used in tuberculosis.

*Thiophyssem* is the addition product of allylsulphourea and ethyl iodide, containing 46.6 per cent. of iodine.

### Invisible Ink.

According to the *Pharm. Journal*, the following is different from the usual formulas given for compounds under the above title: Make a fairly strong solution of phenolphthalein in alcohol, and use as an ink. The writing with this solution is quite invisible when dry, but when exposed to the vapor of ammonia it becomes pink, and fades again as the ammonia volatilizes. By breathing upon the paper the color disappears almost immediately.

# SELECTED FORMULAS

## Arm Pit Deodorizer.

Talcum .....	8 ounces
Starch .....	2 ounces
Oil of eucalyptus.....	½ dram
Thymol .....	10 grains
Salicylic acid .....	60 grains

Mix the oil, acid, and thymol intimately, add the talcum gradually and in divided portions, mixing well after each addition, then incorporate the starch, mix and sift.

A remedy in paste form that has been recommended consists of carbolic acid, 30 grains; burnt alum, 2 drams; talcum, 2 drams; Orr's root, 1 ounce; cornstarch, 10 ounces; violet extract, 2 ½ drams; glycerin, enough to make a paste.

## Transparent Cosmetic.

Transparent soap .....	8 ounces
Glycerin .....	½ ounce
Water .....	1 ounce
Mucilage of acacia.....	½ ounce
Oil of rose.....	5 drops
Oil of cinnamon.....	10 drops
Oil of lemon.....	20 drops

Cut the soap (which should be one of the common soft brands) into shavings, and heat on a waterbath, along with the water, glycerin and mucilage. Stir constantly, adding water if, on testing a little of the cooled mass, it is found to be too hard. Then add the perfumes, mixed with a dram of spirit, and cast into sticks.

## Bismuth Hair Restorer.

(A)

Bismuth acetate .....	0.5
Glycerin .....	5.0
Water .....	95.0

Mix.

(B)

Bismuth subnitrate .....	125 grains
Solution of potash (10 per cent.),	
Citric acid, of each.....	sufficient
Glycerin .....	3 ounces
Orange-flower water, enough to make..	8 ounces

Triturate the glycerin and bismuth subnitrate together, heat on a water-bath, and add potash solution gradually until the bismuth salt dissolves. Next add citric acid solution until only a faint alkalinity remains. Finally, make up to 8 ounces. This is applied by means of a toothbrush. (*Ch. & Dr.*)

## Bichromate Fly Paper.

Potassium bichromate .....	2 ounces
Sugar .....	1 ounce
Oil of black pepper.....	½ ounce
Alcohol .....	4 fl. ounces
Water .....	24 fl. ounces

Mix thoroughly; macerate for several days, and filter off the liquid. In this solution soak unsized absorbent paper, allow to dry, and again soak and allow to dry.

## Glove Cleaning Paste.

Castile soap .....	8 ounces
Borax .....	1 ounce
Caustic potash .....	1 ounce
Glycerin .....	1 ounce
Alcohol .....	2 ounces
Water .....	42 ounces

Dissolve the borax in 2 pints of water, and bring to a boil; during boiling add the soap in shavings and dissolve. Now add the caustic potash dissolved in the rest of the water and the glycerin, stirring thoroughly to mix. (*Ch. & Dr.*)

## Cement for Uniting Glass and Metal.

(I)

Portland cement .....	2 ounces
Prepared chalk .....	1 ounce
Sand .....	1 ounce
Sodium silicate .....	q.s.

The first three ingredients are mixed into a thick cream with the water-glass.

(2)

Iron filings .....	5 pounds
Sulphur .....	1 ounce
Sal ammoniac .....	2 ounces

Moisten with water and ram tightly into the joint.

## Polishing Cloths.

Pumice stone (in finest powder).....	100 parts
Tripoli (infusorial earth).....	100 parts
Oxalic acid .....	30 parts
Dextrin .....	20 parts
Water .....	a sufficiency

Dissolve the dextrin in the water, add the powders and stir until the latter are thoroughly distributed throughout the liquid. In this dip suitable cloths of a convenient size, and hang them out to dry. The combination of polishing powders may be varied at will.

## Paste for Varnished Surfaces.

Rice starch .....	2 ounces
White glue .....	1 ounce
Acetic acid .....	½ ounce
Oil of cloves.....	20 minims

Soften the glue in cold water, then bring to a boil. Mix the starch with a little cold water and pour into the boiling solution of glue. Finally add the acetic acid and oil of cloves.

## Pencils for Removing Grease Spots.

Oxgall .....	16 parts
Powdered borax .....	8 parts
Magnesia .....	20 parts
Soap powder .....	56 parts

Rub well together and then add sufficient green soap to make into a stiff paste. Roll out into pencils of a convenient size and set aside to dry. In use the end of the pencil is dipped slightly into water and applied to the spot. After rubbing it in, wipe off with a moist sponge.

## Blue Rubber Stamp Ink.

Indigo, in fine powder.....	10 parts
Gum arabic .....	4 parts
Glycerin .....	4 parts
Water .....	3 parts

Dissolve the gum in the water, and mix with the glycerin; then triturate with the indigo until a homogeneous mass is obtained.

## Sheep Dip.

Arsenious acid .....	6 ounces
Dried sodium carbonate.....	6 ounces
Sublimed sulphur .....	4 ounces
Soft soap .....	6 ounces
Water .....	q.s.

Mix the arsenic with the sodium carbonate and sulphur; then boil the mixture with the soft soap and sufficient water to effect solution of the arsenic; next, add more water to produce 16 gallons of sheep dip.

## Cement for Aquarium.

Litharge .....	3 ounces
Fine white sand.....	3 ounces
Plaster of paris.....	3 ounces
Powdered rosin .....	1 ounce
Linseed oil,	
Japan drier, of each, sufficient.	

Mix the first three ingredients, add sufficient linseed oil to make a homogeneous paste, and then add a small quantity of drier. Allow to stand a few hours before using.

## Skin Cream for Collapsible Tubes.

Melt 6 ounces of white vaseline, 1 ounce of white wax, and 5 drams of spermaceti together, and while cooling, incorporate (in a warm mortar) 6 drams of bismuth subchloride. In ½ ounce of alcohol dissolve 6 minims of oil of rose and 1 minim of oil of bitter almond, and add the solution to the vaseline mixture, stirring all until uniform and cold. In cold weather the quantities of wax and spermaceti may be reduced. In place of the oils of rose and bitter almond, the mixture may be perfumed with any desired handkerchief extract.



## FOREIGN ABSTRACTS

### PROGRESS OF RESEARCH ABROAD

#### New Enzyme Studies by Bourquelot—Therapeutic Uses of Potatoes—Curing of Tea, Coffee, Cacao, and Tobacco Compared—Large Seeds Produce Large Plants.

**C**ONTINUING his work on the biochemical synthesis of glucosides and sugars, Professor Bourquelot has studied the action of invertin in alcoholic solutions, determining the strengths at which the ferment ceases to act. An English firm has put on the market a number of medicinal preparations using common potatoes as a base, and recommends them in rheumatic affections. Delassus, having examined a large number of experimental crops of common plants, reports that large seeds produce large plants, and that the rate and amount of development of plants propagated from small seeds are less than from large seeds. A number of analytical notes are presented, including tests for halogen in benzoic acid, the determination of iodine in pills of ferrous iodide, the detection of diacetic acid and acetone in urine, and the estimation of cod liver oil in emulsions.

#### Determination of Silver—

The determination of silver in organic compounds, such as the colloidal albumen combinations, is usually carried out by incinerating the substance, and dissolving the residue in nitric acid, or else the organic matter is destroyed by means of sulphuric acid and permanganate. The first method, when employed in establishments without an effective hood, gives rise to annoying odors, while the second demands considerable time and experience. Stöcker therefore recommends the following method: One g. of the silver compound is dissolved in a roomy flask in 10 cc. of water, 10 cc. of conc. nitric acid, and 10 cc. of 10 per cent. sodium nitrite solution. The nitrous acid evolved decolorizes the solution, and all the silver is converted into nitrate. The excess of nitrous acid is then driven off by heating, foam being destroyed by a few drops of alcohol. The usual titration can then be carried out, with sulphocyanate solution and iron alum. The color change can be easily observed in the yellow solution. The results are said to be in good accord with those afforded by the official D. A.-B. method. (Stöcker, Apoth. Ztg., 1914, p. 344.)

#### New Platinum Mine—

At Wenden, in Westphalia, a new platinum mine will soon begin work. While assaying the ore for copper, lead, and iron, it was unexpectedly found to be rich in platinum, equivalent to 36-70 g. of the metal per cu. m. of rock. Deposits hitherto worked have usually yielded only 6 or 8 g. per cu. m., and the maximum yield does not exceed 40 g. per cu. m. The ore is therefore much richer than any known beds. Samples showing essentially the same figures have been obtained from an area of over two million sq. m. In these new ores, contrary to what is generally met with, not all of the platinum is in the metallic state, part being in some combination soluble in nitric acid. (L'Office Chim., through Pharm. J.)

#### Insoluble Pills of Arsenic and Iron—

In the treatment of anemia with iron and arsenic, it was noted that the steady increase of hemoglobin ceased as soon as the drugs were given in the form of pills, where previously they had been administered in liquid form. Investigation proved that the great majority of the pills passed through the body unchanged. Ninety-three per cent. of the iron and over 80 per cent. of the arsenic had not been absorbed. Schroeder therefore recommends the following formulas: 1. Arsenic, ferrous sulphate, manna, and extract of gentian. 2. The same with the addition of licorice. 3. Arsenic, ferrous sulphate, licorice, and tragacanth. The last formula showed, in a trial, that no pill was recovered from patients thus treated. The pills are also said to be preferable to the liquid preparations, on account of lower cost and absence of alcohol. (Schroeder, Hosp. Tidende., 1913; through Pharm. J.)

#### Synergism of Opium Alkaloids—

Caesar, after making quantitative investigations of this subject, finds that the greatest increase of the activity of mor-

phine is caused by narcotine, but that in ternary systems various unforeseeable effects may be met with. It is therefore certain that the increase in the activity of morphine, brought about by narcotine, is not the final solution of the action of opium. The determination of the toxicity of opium and its preparations supports this view. It is impossible to find the most favorable combination of opium alkaloids, so that it could be calculated mathematically. The composition of opium is always different. At the same time, the best effects of opium are given by a mixture of equal parts of narcotine and morphine, as proved by Straub and the author. (Caesar, Biochem. Z., 1913, No. 4.)

#### Halogens in Benzoic Acid—

In a dry test tube mix thoroughly by means of a glass rod 0.1 g. of benzoic acid and 0.5 g. of mercuric oxide. Heat the mixture, with constant rotation of the tube, in a small flame, until the formation of gas and the glowing of the charred mass have subsided. Cool, add 10 cc. of dilute nitric acid, heat nearly to boiling, and filter. On the addition of silver nitrate, not more than a faint opalescence should be seen. (Wende, Apoth. Ztg., 1914, p. 157.)

#### Adulterations of Cacao Butter—

Lately there have come into European markets a number of lots of cacao butter, which outwardly appeared to be entirely genuine, but which were offered at a price lower than that at which a pure product could be produced. One Dutch preparation, the "Elite" or "Swan" brand, was investigated by Grimme. The solidification point of the fatty acids was lower (44.9-45°) than in guaranteed cacao butter samples used for comparison (48.8-49.2°); and the acids had a light yellow, finely crystalline appearance, as compared with the brownish yellow, coarsely crystalline structure of the acids from the Swan butter. Since the suspected product possessed the proper chemical characteristics, the physical properties were examined more closely. The suspicion that a hardened fat was used could not be confirmed, as there was not the slightest trace of nickel. The study of the critical solution temperatures in absolute alcohol and glacial acetic acid showed the substance to contain an artificial glyceride. The critical solution temperature in 2 volumes of alcohol was 76°, while authentic samples gave corresponding values of 79-80°, and in acetic acid, the same constant was 35° for the suspected butter, as against 65-69° for genuine products. (Grimme, Pharm. Zentralhalle, 1914, p. 285.)

#### Fermentations in Tea, Cacao, Coffee and Tobacco—

Buds and the three upper leaves are gathered from the tea plant. After a loss of about 25 per cent. by drying has taken place, the leaves are rolled on bamboo mats until the juice comes to the surface when the leaves are pressed between the hands, and are then dried over an open fire. The rolling is the most important process, and its purpose is to break up the cells without tearing the leaf, allowing oxygen from the air to penetrate to the cell juices. Fermentation of the tannin therein contained sets in. The best teas are obtained from the leaves which contain the most tannin. Schulte does not believe that bacteria play a part, but ascribes the fermentation solely to enzymes and atmospheric oxygen. Cacao beans are first freed of the hard shells, and then piled in chests, where they remain for from 2 to 10 days. Heat is developed, and the portions of the fruit (mesocarp) still adhering to the beans, are attacked by the yeast in the tropical air. Fermentation of the sugars takes place, forming alcohol, and later on, acetic acid. The object of the fermentation is merely to loosen the bits of mesocarp attached to the beans, and to kill the beans by the high temperature produced. During the subsequent drying, oxygen penetrates the interior of the beans, and changes the astringent substances. Similar processes take place with coffee, for a similar purpose. The berries are partly crushed, and the beans are piled in heaps, where they lie for several days. The hard seed coats are loosened, and can be removed by machines after drying. No acetous fermentation may take place, or the aroma is impaired. The nature of tobacco fermentation is not entirely understood. However, substances like those in tea seem to be present.

Fine tobaccos in Sumatra are fermented for 3 to 5 months. It is thought that many of the nitrogenous constituents are then by changed into acids, and finally into ammonia, nitrates, and organic acids, micro-organisms taking part. (Schulte, *Z. Natur. Genussm.*, 1914, p. 200.)

#### Action of Invertin in Alcohol—

It has been found that alcohol, methyl or ethyl, has a harmful action on the hydrolyzing or synthesizing action of certain ferments, such as alpha-glucosidase and emulsin, except when the alcohol strength is below about 35 per cent. (g. in 100 cc.). With other ferments, as invertin, alcohol is without harmful effect, and in such cases the liquid simply plays the part of a neutral medium, in which the various reactions can proceed. Perhaps it will furnish a medium more favorable than water for the biochemical synthesis of cane sugar, which has not yet been accomplished. The hydrolysis of cane sugar can be followed only by determination of the reducing sugars formed, but it was of interest to study in addition the rotation of the solutions by means of the polarimeter. In order to do so, it was first necessary to determine the rotation of glucose and fructose in methyl and ethyl alcohols of various strengths. It was found that the rotation of fructose in both alcohols decreases with increasing alcohol strength, while that of glucose increases; in other words, a positive change in rotation takes place with both sugars. Tests were made in alcohols containing from 10 to 80 g. in 100 g., to which were added 1 g. of cane sugar, and 0.2 g. of dried top yeast, which had been killed by immersion in strong alcohol. The initial rotation was  $+1.33^\circ$ . In solutions up to and including those containing 40 per cent. of alcohol, hydrolysis was complete, but in 50 per cent. alcohol the ferment was destroyed. In another series, the yeast was macerated in the corresponding strength of alcohol for a week, then filtered off, and the maceration was used for the experiment. Under these conditions action was much slower than with the yeast itself. In ethyl alcohol similar results were obtained. Hydrolysis was complete in alcohols up to 40 per cent., and almost complete in 50 per cent. The second series, using macerations, showed a slowing of the action, but this was apparently not due, as in the first case, to the destruction of the ferment, since invertin which had remained in contact with 90 per cent. alcohol for two months, still possessed hydrolyzing powers. (Bourquelot and Bridel, *J. Pharm. Chim.*, 1914, p. 321.)

#### Influence of Size of Seed on Development of Plant—

The author made a number of experimental growings from selected large and small seeds of the bean, vetch, chick pea, lupine, pumpkin and corn. In all cases the smaller seeds produced smaller plants. The rate and amount of development was less in the case of the smaller seeds; the leaves or leaflets formed were fewer in number and smaller in size; the weight of dry material produced by the two series of growths, checked each month, was always markedly greater from the large seeds' growth. A transverse section of the stem or root of a plant derived from a large seed invariably showed a much greater development of tissues, especially in the number and size of the fibro-vascular bundles. For instance, in the case of a bean derived from a large seed, 18 well-developed fibro-vascular bundles were counted in a section of a stem a month old. In a similar section, from the corresponding plant of a small seed, only 14 or 15 fibro-vascular bundles could be counted. It is evident that the greater amount of reserve material contained in the larger seeds has a favorable influence on the development and growth of the plant. Larger seeds invariably produce more vigorous plants than smaller. (Delassus, *Compt. Rend.*, 1913, p. 1452; through *Pharm. J.*)

#### Acetone and Diacetic Acid in Urine—

Legal's reagent being difficult to keep, it has been modified to contain glacial acetic acid, 10 g.; 10 per cent. solution of sodium nitro-prussiate, 10 cc. This will keep in a corked bottle for several months. To 15 cc. of filtered urine add about 20 drops of reagent, mix, and cautiously add 20 drops of ammonia water, floating it on the surface of the liquid. Acetone, if present to the extent of 1 part in 2000, gives a violet disk at the zone of contact. Acetone is sometimes found unaccompanied by diacetic acid. To detect the latter, dilute the urine with 4 volumes of water, and add drop by drop a 10 per cent. solution of ferric chloride. Normal urine, even if it contains acetone, gives a white, cloudy precipitate. A trace of diacetic acid gives a dark violet precipitate, very clearly marked. These tests are easy to carry out at the

bedside, but it must be borne in mind that they have no relation to each other, and their indications are quite distinct from a diagnostic viewpoint. (*Union Pharm.*, 1914, p. 132.)

#### Synthesis of Alpha Ethyl-Galactoside—

A mixture was prepared containing 95 g. of galactose, 2000 cc. of an aqueous maceration of bottom yeast, 1500 g. of absolute alcohol, and water to make 10,000 cc. After five months in the laboratory, the rotation passed from  $+1.53^\circ$  to  $+1.90^\circ$ , and 0.135 g. of galactose in 100 cc. was found to have gone into combination. The observed rotation agrees exactly with that calculated on the assumption that alpha-ethyl-galactoside was formed. The latter was then extracted in the usual manner, and the residue from the alcoholic solution treated with acetic ether, and on evaporation the latter gave a crop of crystals, which were further purified by acetone and alcohol. The pure substance melts at  $140-142^\circ$ , and has a rotation of  $+185.5^\circ$ , which agrees well with the value found by Fischer. (Herissay and Aulry, *J. Pharm. Chim.*, 1914, p. 327.)

#### Determination of Iodine in Pills of Ferrous Iodide—

Count out 10 pills, place them in a conical flask of 250 cc., and add 10 cc. of a 10 per cent. solution of silver nitrate. Heat over a small flame. Cool, add 50 cc. of fuming nitric acid, and continue to heat on the water bath until the silver iodide has taken on its proper pale yellow color. Add 200 cc. of water, collect the precipitate on a filter, dry it, and wash with ether to remove traces of resins which have escaped destruction by the nitric acid. It is stated that in pills supposed to contain 0.041 g. of iodine, only 0.0335 g. was found. This loss shows that the method needs modification. It is not applicable to pills containing insoluble mineral substances. The excipient recommended by the Codex (honey, licorice powder, and althaea) should be used by manufacturers, so that the iodine may be determinable. (Francois and Lormand, *J. Pharm. Chim.*, 1914, p. 332.)

#### Effect of Soap on Bichloride Solutions—

The opinion has been prevalent, unsupported by any experimental data, that the addition of soap to solution of corrosive sublimate adversely affects the germicidal action. The author proved practically that this is incorrect. The action of soap on a 1:1000 solution of mercuric chloride in no way lessens its bactericidal action. (Martius, *Hygien. Rundschau.*, 1914, p. 125; through *Pharm. J.*)

#### Therapeutic Uses of Potatoes—

Raw potatoes are put into a hydraulic press, and the liquid squeezed out. About half the weight of the potato is in the juice, which is collected. The starch and nitrogenous matter are then removed, leaving the juice containing only the salts. This is then concentrated by heat, and glycerin added as a preservative, the finished preparation, *Extractum Solani Liquidum*, being about five times the strength of the juice, or 10 times the strength of the potato. An ointment made with lard is prepared of the same strength as the extract. A liniment is made by using equal parts of the extract and compound soap liniment, or two parts of the extract and one of soap liniment. Plaster is used in the strength of 1 to 10. Ampules are used, containing the pure extract, sterilized. The preparations are used in synovitis, gout, rheumatism and bruises, chiefly for relieving pain. (Howard, *Lancet*, 1914; through *Chem. Drug.*, 1914, p. 600.)

#### Determination of Oil in Cod Liver Emulsions—

This method makes use of the simplest apparatus, and is sufficiently accurate for determinations in the drug store laboratory. In a 200 cc. flask 20 g. of emulsion are accurately weighed, and 180 g. of distilled water added. After careful shaking, resulting in a uniform, milky liquid, 20 g. are removed, corresponding to 2 g. of emulsion. This amount is transferred to a graduated 100 cc. cylinder, and 10 cc. of alcohol are added and shaken well. Fifty cc. of ether are then added from a pipette, and shaken thoroughly. If desired, 25 cc. of ether can be used, and 25 cc. of petroleum ether added, after first shaking the ether well. In a short time a complete separation into two layers takes place, the upper layer usually amounting to 51-52 cc. Twenty-five cc. of the ethereal layer are then pipetted into a weighed beaker, warmed on the water bath until the odor of ether has vanished, and cooled in a desiccator and weighed. In a 50 per cent. emulsion the residue generally corresponds to 49.5 per cent. of oil, a loss of only 1 per cent. (Feyen, *Pharm. Ztg.*, 1914, p. 252.)





THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**Nail Bleach Powder.**

(M.C.C.)—Try one of the following formulas taken from the ERA Formulary:

(1)

White castile soap, 1 part; hot water, 16 parts; 10 per cent. zinc chloride solution, q.s. Dissolve the soap in the water, and add the zinc chloride solution until no further precipitation occurs. Let stand over night, pour off the supernatant fluid, wash the precipitate well with water, and dry at the ordinary temperature. Carmine may be added if necessary.

(2)

Powdered rottenstone, 1 ounce; heavy magnesium carbonate, 4 ounces; sodium perborate, 2 ounces; powdered silica, 1 pound. Mix, and tint, if desired.

As a simple "bleach" there is perhaps nothing better than a solution of tartaric acid (30 grains) in rose water (1 fl. ounce).

A "nail polishing stick" is made as follows, although, if desired, the mixture may be worked up into cake form: Putty powder, 8 ounces; carmine, 20 grains; perfume, sufficient; mucilage of tragacanth, sufficient. The powders and perfume are well mixed, massed with mucilage and piped on a pill machine.

**Solid Rouge (Rouge en paste).**

- Carmine ..... 30 grains
- Talc ..... 600 grains
- Gum arabic ..... 50 grains

Powder the ingredients as finely as possible and intimately mix by trituration in a mortar, then form into a paste by the careful addition of water. Pack in very shallow porcelain pots, about 1½ inches in diameter. A darker rouge for persons with brunette complexions is obtained by increasing the proportion of carmine. See also answer to a similar query elsewhere in this department.

**Nail Polish in Paste or Cake Form: Alloxan.**

(L.S.)—The abrasives used in nail polishes are tin oleate or oxide (putty powder), emery powder, powdered pumice stone, kieselguhr, etc. A powder which contains neither tin oxide or kieselguhr and which may suit your purpose, is the following, taken from the ERA Formulary:

- Cinnabar ..... 1 ounce
- Emery powder ..... 1 ounce
- Oil of bitter almond ..... 2 drops

Mix and sift.

By adding a little oil or glycerin, the powder may be converted into a paste, while if the polish is wanted in the form of a cake the addition of a little powdered tragacanth or other adhesive is necessary. Or, the powder may be formed into a cake by incorporating it with a sufficient quantity of mutton suet or a mixture of equal parts of vaseline and hard paraffin.

Alloxan, mesoxalyl urea, was discovered by Liebig and Woehler, and may be prepared by adding crystals of uric acid in small portions at a time to nitric acid, sp. gr. 1.42, until effervescence no longer occurs. On cooling, the alloxan separates in rhombic prisms which are strongly acid and readily soluble in water. Owing to its peculiar properties, it has been recommended for use as a face paint or rouge. When mixed with a greasy body after the manner of cold cream, a white cream results. On exposure to the air by rubbing the cream so made upon the cheek or other part of the skin, the alloxan gradually turns a deep rose color, the color change being due to the oxidizing influence of the atmosphere. According to Piesse,

this product, "used judiciously, creates the most perfect delusion perpetrated by the toilet of fashion." The present price of alloxan is about 25 cents per 1 gram vial. A formula for "rouge alloxan" or "murexide paint" is given in the new ERA Formulary; the product made therefrom being said to be identical with the preparation sold in Austria under the name "Schnuda."

**Liquid for Giving Smoky Flavor to Meat.**

(R.S.C.)—Pyroligneous acid, the source of the acetic acid of commerce, either singly or in combination, is employed to impart a smoky flavor to meat, and also as a preservative. In applying it, the usual procedure is to take the meat out of pickle and dry; with a sponge or brush wash the meat all over with the crude pyroligneous acid, hang up in a cool place, and repeat the application at intervals of a few days until three coats have been applied. A mixture recommended for application to meat as a "liquid smoke" is the following:

Rectified spirit of tar, 2 ounces; alcohol, 4 ounces; mix, and add crude pyroligneous acid, 20 ounces. Shake well, and filter through paper previously well wetted with the acid. Let the meat dry well after salting, then apply the liquid with a brush to one side of the meat, letting it dry on for a few hours; then apply to the other side and after drying for a few hours, hang the meat up for several days. Repeat the process, and in another week the meat is ready to be eaten. One quart of product made according to this formula is said to be enough for application to 250 or 300 pounds of meat. Another formula is the following, which has been published under the title of:

**Smoke Essence for Curing Hams.**

- Barbados tar ..... 30 minims
- Caramel ..... 1 dram
- Port wine ..... 5 drams
- Vinegar ..... 5 drams
- Salt ..... 2 drams
- Water ..... 7 ounces

Macerate several weeks and filter.

Pyroligneous acid is one of the products of the destructive distillation of wood, and in large quantities it can be obtained direct from such distillers or manufacturers, but for your purpose you can doubtless buy all you may want from the large wholesale druggists of Chicago or St. Louis, which obviously are the commercial centers of your territory.

**Hair Tonic Containing Glycerin and Borax.**

(J.C.B.)—Here are two formulas of the character you outline:

(1)

- Cologne ..... 2 ounces
- Quinine sulphate ..... 15 grains
- Tincture of cantharides ..... 2 drams
- Borax ..... 1 dram
- Ammonia water ..... 1 dram
- Glycerin ..... 3 ounces
- Caramel, enough to color (about 1 dram)
- Bay rum, enough to make ..... 16 ounces

Mix and filter.

(2)

- Resorcin ..... 5 drams
- Pilocarpine nitrate ..... 5 grains
- Bay rum ..... 2½ drams
- Rectified spirit ..... 20 ounces
- Tincture of saffron ..... 10 minims
- Saturated solution of boric acid, enough to make ..... 40 ounces

Mix and filter.

These and many similar formulas are to be found in the new edition of the ERA Formulary, a book you should have.

We cannot give the formula for the proprietary preparation to which you refer, although according to the analysis of the chemist of the New Hampshire Board of Health reported some time ago, a sample was found to have 3.56 per cent. of

residue 10 per cent. so gly. m. and cerax or boric acid. There was also 1 and 5/8 per cent. alcohol, one-fifth of which was wood alcohol. Under the Food and Drugs Act the use of the last-named is not permissible in medicinal preparations.

#### Cleaning Shelf Bottles.

(C.D.S.—Please publish in the ERA a formula for a preparation for cleaning shelf bottles.)

So far as we can recall, there is no standard preparation used by pharmacists for cleaning shelfware or shop bottles. It is safe to say, however, that any mixture which can be used for cleaning glassware in general will answer the purpose. A preparation like the following has been recommended:

Powdered pumice stone..... 2 ounces  
Oleate of ammonia..... 3 ounces  
Solution of ammonia, enough to make... 16 ounces

Mix. Shake before using. Apply with a soft cloth, rub clean, and then polish with a soft, dry cloth.

One of the best methods of cleaning shelf bottles is by means of a damp wash-leather prepared by soaking the leather in clean water, carefully squeezing out all the moisture possible, and then rubbing the bottle well with the leather until a brilliant polish is produced. A bottle so polished does not easily show the marks of handling, while the leather, in the case of varnished labels, does not affect the varnish or attack the bottles. As a general proposition, a duster should never be used on shop bottles, as bottles that are so dusted easily show finger-marks and are liable to become dull when climatic changes take place. For shelf bottles which have contained oils, resinous tinctures, thick syrups, etc., and whose outer surfaces are covered with deposits from such preparations, a more vigorous treatment than mere polishing is needed; the labels should be removed and the bottles soaked in a warm alkaline or other solution to remove the resinous or other deposits, the bottles then well-rinsed in water to remove all traces of the cleansing agent, finally replacing the labels and polishing as above directed. By using shelf bottles with protected tops for oils, syrups, etc., the labor of caring for this part of the store furniture is reduced to a minimum.

#### Non-Alcoholic Flavoring Extracts.

(N.E.C.—From a practical standpoint, most of the so-called flavoring extracts of the "non-alcoholic type" are not satisfactory, as it is impossible to make a solution of the ordinary flavoring agents of any degree of concentration with any other solvent than alcohol. However, under the title of non-alcoholic flavoring extracts may be included those flavorings known as oleosaccharates or "oil sugars," a typical process for the manufacture of which is given in the National Formulary, i.e., one drop of the desired flavoring oil being triturated with 30 grains of sugar until a fine powder is obtained.

According to the report of the chemist of the New Hampshire Board of Health one line of flavoring extracts on the market consists of a mixture or emulsion of the different principles with glycerin and what appears to be gum tragacanth in proportions to form a paste. While no working formula so far as we know has been published, it is possible that a heavy emulsion or paste can be made with many essential oils, especially if they are of the terpenes or so-called "soluble" type, by using gum tragacanth as the emulsifying agent, a formula recommended being one part of gum to 10 parts of oil, first putting the oil in a dry bottle, then adding the gum, shaking, and finally adding 72 parts of water and shaking vigorously. Water is then added to produce the desired volume or bulk. Some experimenting is needed to produce a satisfactory preparation of this character. In manufacturing flavoring extracts the idea of eliminating a non-flavoring vehicle like alcohol is a good one, yet when concentration and cost are considered, it is extremely doubtful if any process for making these products can supersede the time-tried and almost universally employed method now in use.

#### A "Shot Gun" Stock Food.

(E.B.—Will you please give in the ERA the proportion or quantity of each ingredient in the following list to form a first-class "stock food tonic"? I have had several calls for such a preparation but have no formula from which to make the same. The list contains gentian, mustard, ginger, licorice, capsicum, charcoal, cinchona bark, rosin weed, columba, elecampane, anise seed, sulphur, ground salt, ground brewers'

grains, cottonseed meal, flaxseed meal, gluten meal, malt sprouts, pea meal, and distiller's grains, the last seven ingredients to be used as diluents."

It would be extremely difficult to find a more highly developed example of "shot-gun prescribing" than that represented in the above proposed formula for a "stock food tonic." On analyzing the various medicinal properties the different drugs are supposed to possess, there is a wonderful duplication, two or three drugs being named which are "simple bitters," a number having similar if not identical stomachic properties, while the "seven diluents" might well be reduced to a much smaller number without impairing the medicinal value of the mixture one whit. However, the following formula is suggested:

Gentian .....	8 pounds
Mustard .....	8 pounds
Ginger .....	8 pounds
Licorice .....	16 pounds
Capsicum .....	4 pounds
Charcoal .....	8 pounds
Cinchona .....	4 pounds
Rosin weed .....	2 pounds
Columba .....	4 pounds
Elecampane .....	2 pounds
Anise seed .....	2 pounds
Sulphur .....	4 pounds
Brewer's grains .....	50 pounds
Cottonseed meal .....	50 pounds
Flaxseed meal .....	100 pounds
Gluten meal .....	25 pounds
Malt sprouts .....	25 pounds
Pea meal .....	150 pounds
Distiller's grains .....	30 pounds

Reduce each substance to a fine powder, then thoroughly mix, the quantities given being sufficient to make 500 pounds of finished product.

As producing typical stock foods of this character we take the following formulas, which are much simpler in the number of ingredients, and in therapeutic value, are probably just as effective.

(1)

Ground linseed oil cake, 500 pounds; fenugreek, 50 pounds; anise seed, 10 pounds; African ginger, 5 pounds; salt, 25 pounds; licorice root, 10 pounds. This mixture is said to have an excellent aroma and will not become wormy.

(2)

Ground oil cake, 200 pounds; miller's shorts, 100 pounds; ground St. John's bread, 100 pounds; fenugreek, 30 pounds; anise seed, 10 pounds; salt, 20 pounds; iron sulphate, 5 pounds; African ginger, 5 pounds. It has been stated that linseed meal in a stock food or condition powder for immediate use is preferable to oil cake, but where the product is likely to remain in stock for a year or more, the large quantity of oil in it is objectionable, causing a rancid odor to be evolved from the packages.

#### Deodorizing Toilet Powder.

(H.H.N.)—"Please publish in the Question Box of the next ERA a formula for a deodorizing powder to be used in the armpits especially."

Any antiseptic toilet powder may be used as an armpit powder to prevent excessive perspiration and to overcome the odor. However, here is a combination which has been particularly recommended for this purpose:

Salicylic acid .....	45 grains
Zinc oxide .....	1 ounce
Orris root .....	2 ounces
Talcum .....	7 ounces
Cumarin .....	1 grain
Oil of bergamot .....	10 drops
Oil of rose .....	20 drops
Tincture of musk .....	5 drops
Carmine solution, q. s. to color.	

Reduce the solids to fine powder separately, mix thoroughly with the other ingredients, and pass the mixture through a fine sieve. Instead of musk, any other perfume may be employed if desired. See also formulas for "Arm Pit Deodorizer" and "Paste," printed in the "Selected Formulas" department.



## WOMEN IN PHARMACY



Conducted by EMMA GARY WALLACE

### VII. The Woman Pharmacist's Future.

#### INSTITUTIONAL AND RETAIL SPECIALIZATION.

THE trend of the times is toward specialization in all lines, whether it is the making of a chair leg or the balance-wheel of a watch. We no longer expect a man and his helpers to build a house. Specialized workers are called in from architect to final decorators. It is not strange then that the business of "ye old time apothecary" has slowly but surely resolved itself into various well-defined branches, and that women entering the profession may elect that branch which makes an especial appeal to them.

##### Institution Work.

There are features about regular institutional work which are liked by many women workers. The field of hospital pharmacy is a very large one. Every city of any size has several such institutions and smaller cities and towns all over the country boast of their share of these institutions in proportion to their population. The hours and tasks are definitely defined, counter-service is eliminated, and the professional part of the business is magnified. There is opportunity for special study and research work, for becoming more conversant with the needed branches of this kind of work, and for combining it with analytical and bacteriological work.

The drawbacks to some might be the routine part of it and the lack of contact with the surging, restless tide of healthful, active business life. Yet those so engaged find that life comes to them in its intensest forms and the very nature of the routine relieves much of the strain.

There are other forms of regular institutions which employ pharmacists, chemists, etc. The awakening of the public conscience on the question of pure foods and drugs has greatly enlarged this field. Magazines now find it feasible to employ experts for the guidance of their readers. Public laboratories are maintained where the lay individual may have goods of any name or nature tested upon payment of the price; State and National governments also find need for the services of conscientious workers to safeguard the health of people through the products offered for sale.

Occasionally there is an urgent call for an assistant—with a thorough knowledge of pharmacy—who is also a stenographer. Pharmaceutical publications, large wholesale and manufacturing houses often find it difficult to fill this same need. Colleges of medicine and pharmacy are not few in number in our country, numbering up in the hundreds, and many of these offer positions upon the teaching faculty for those properly equipped.

##### Retail Specialization.

Not only are we directed to a particular store for the filling of our needs but to the person in that store who is especially prepared to help us. The small drug store must resolve itself into one of two things, either an institution of allied lines forming a department store on a limited scale, or a single specialized department—prescription for instance.

It will always remain a fact that people will like to deal with those on the other side of the counter who are an authority on the manufacture and use of the articles they sell. This is true whether it be lace or perfumes; washing machines or medicines.

The woman pharmacist who chooses to make a hobby of her business or of *some branch of it can cash in handsomely*, provided she lets the public know she is an authority on perfume, stationery, pure drugs, chemically pure household supplies, such as spices, flavoring extracts, baking powder, etc., etc.

Another part of the retail business in which there is a golden opportunity for the woman pharmacist to specialize is its advertising. The average business is not as carefully advertised as it should be, because the regular workers are so busy they have no time, and those who can be hired to do the

### Topeka Sisters Who Own a Pharmacy.

THERE is a drug store at the corner of Lake avenue and Sixth street, Topeka, Kan., which is at once noticeable for its neatness and detailed order. The proprietors of this business are Miss Lottie Kelly and Miss Lulu Kelly, two wide-awake business women of the city.

Both received their education in the Topeka schools, graduating from the high school, then attended the State University



MISS LOTTIE KELLY



MISS LULU KELLY

of Kansas College of Pharmacy. Miss Lottie Kelly registered in 1903, and Miss Lulu in 1905.

These ladies have lived in Kansas nearly all their lives and have been in the one drug store for nearly 18 years. The business formerly belonged to their father who died in 1912. These sisters were practically raised in the store, and are thoroughly conversant with every detail of the business. They are the only two registered pharmacists in the city owning and managing a store without the assistance of a clerk.

They consider pharmacy as one of the most independent professions a person can follow, and often wonder why more women do not take up the work, as there is such a demand for their services.

"Kelly's Pharmacy" is well and favorably known in their locality.

work are not conversant with the drug business and the timely needs of the people.

To illustrate this point a certain true case may be quoted. During the late Winter days a woman pharmacist who had made something of a study of advertising prepared a display advertisement on cold creams. In this she set forth the need of using both grease and vanishing cream and told how and why it produced a good complexion. She pointed to the dust that would collect on a polished mahogany table and showed how much more would be gathered and absorbed by the moist, oily pores of the skin. Finally, she advised rubbing a good cold cream thoroughly into the pores after which the face and neck were to be wiped off with a piece of clean linen, using firm strokes with which to do it. The advertisement was simple but convincing and embodied knowledge a professional advertisement writer alone would not have possessed. Result—a marked increase in sale of cold creams, the gaining of a number of entirely new customers, and a certain prestige which dignified knowledge always gives. Besides this came a special communication of commendation from hundreds of miles away in which permission was craved to reproduce the advertisement and use it as a piece of national publicity.

All of which merely goes to show that there is a great field for intelligent work when so small an effort produced such marked results.

### Specialization vs. Indifference.

It is often easier to drift than to make for port, easier to follow the line of least resistance than to exercise true initiative for value. In the end the effort that has placed one in the ranks of a leader is forgotten in the greater enjoyment and profit gained.

Those who succeed are those who:

1. They think out a logical course of business action.

2. Having planned a strong, constructive framework, calculate to withstand the strain of competition and the storms of changing conditions, they proceed with quiet determination to fill in the walls and put on the roof.

3. These far-sighted individuals plan to do it, just a little in advance of the crowd who are headed the same way.

This means a successful present and future for the man and woman pharmacist too, and a wealth of solid satisfaction in the bargain.

### Miss Mabel V. Bentley, of Dresden, Ont.

AMONG the Canadian girls who are making a marked success of the profession of pharmacy is Miss Mabel V. Bentley, of Dresden, Ont. Miss Bentley has long made her home in the charming town of Dresden, where she attended both public and continuation schools. Following the completion



MABEL V. BENTLEY

of her academic school education she served an apprenticeship of five busy years with W. H. Switzer, of Dresden, who has been in business for nearly 40 years, and who is recognized as one of the best in the profession of pharmacy.

Miss Bentley followed her practical store and laboratory experience by taking a course at the Ontario College of Pharmacy in Toronto. Desiring to obtain a more varied experience, this ambitious young lady accepted a responsible position with J. S. Armitage, of Paris, Ont., while he was abroad with the famous Canadian bowlers for the Summer.

But the old ties called, and Miss Bentley returned to Mr. Switzer's store and took charge while he spent some time in travel. She is now considering an engagement in the city of Detroit, Mich.

That there is a field in Canadian pharmacy for young women is being constantly proved by the success of those already engaged in the work, and the Canadian public knows that when a young woman has elected to make this her life work, she is to be trusted to make a success of it. Miss Bentley has the confidence of her public because she has merited it. She believes the work to be peculiarly suited to young women who are exact, studious and painstaking.

It is interesting to remark in passing that Dresden is noted as being the home in later years and also the burying-place of "Uncle Tom," Harriet Beecher Stowe's famous hero.

### "MAY DAY BREAKFAST" IN CHICAGO.

Experiences of women in professional life were informally discussed by speakers at a May breakfast of the Woman's Club of the Allied Drug Trade of Chicago in the Hotel Sherman followed by a matinee party. Miss Florence King and Miss Kitty Gordon were guests of honor, the former responding to the "Woman of the Bar" and the latter to "Woman of the Stage." Mrs. William P. Todd sang a group of songs, accompanied by Mrs. J. Rawson Pennington. Mrs. E. G. Earle, chairman of the executive committee of the club, was in charge of the party, assisted by Mrs. A. W. Schroeder, Mrs. P. J. Minter, Mrs. R. H. Hanke, Mrs. Fred C. Starr, Mrs. C. E. Douglas and Mrs. George Moyer.

### A Daughter of Old Kentucky.

MISS CLARA HULSKAMP, of Louisville, Ky., is a Southern professional woman who has made an enviable place for herself in pharmaceutical ranks. She attended the Louisville College of Pharmacy in 1908-1910, passed the State Board examination in 1909, and graduated in 1910.

Her college course was marked by earnestness of purpose, and that Miss Huls-kamp's popularity was in no wise affected by her studiousness is proven by the fact that she was unanimously chosen secretary of her class. Since graduating, Miss Huls-kamp has been associated with her brothers under the firm name of Huls-kamp Bros., Sixth and Kentucky streets.

In October, 1910, this young lady, who is a firm believer in the power of organization, became a member of the Louisville Chapter of the W. O. N. A. R. D. In 1911 she served it as secretary, in 1912 as treasurer, and in 1913 as chairman of the entertainment committee. Her success in these fields is too well known to need comment, last Winter's entertainments in Louisville having been particularly brilliant.

Miss Huls-kamp is deeply interested in all that pertains to the elevation of her chosen profession, and is especially pleased when the women who, like herself, have chosen to follow it, prove themselves equal to the tasks which they meet. She believes that women who are equipped by special education and who have a liking for the work are bound to succeed, both because of feminine adaptability and of the native precision and thoroughness which are theirs.



MISS HULSKAMP

### FLOWERS AND CUT GLASS TO PRESIDENT.

The fourth annual reception of the Chicago Chapter, No. 2, W. O. N. A. R. D., was held at the Hotel LaSalle, Chicago, in April. The guests of honor were Mesdames John C. Bley, Frank B. Hathaway, John F. Smulski and E. G. Reauber and Miss Anna E. Nicholes. Among the numbers on the programme were a group of songs by Miss Harriet M. Smulski, with Miss Hazel Wheeler at the piano; readings by Mrs. C. Houghton White; violin solos by Sigrid Jansen-Hathaway and dancing by Miss Rose Cox and Robert Lewis. Mrs. B. A. C. Hoelzer, president of the organization, received the members, and Mrs. C. D. Collins had charge of the programme.

### AN "AFTERNOON WITH VERDI."

"An Afternoon With Verdi" was the programme presented at the luncheon of the Chicago Woman's Club of the Allied Drug Trade in the Hotel Sherman in April. Mrs. Louise Didier was in charge of the programme, which included a lecture on "Verdi" by Mrs. Mae Amerson Zimmermann and Verdi solos and choral numbers by the Misses Adaline Hogenson, Emelia Ott, Marion Rice, Ferne Gildersleeve, Marion Cole, Florence Lichty, Hazel Arbogast, Faye Leese.

### WILMINGTON CHAPTER, W. O. N. A. R. D.

The annual meeting of Wilmington, Del., Chapter, W. O. N. A. R. D., resulted in the election of the following officers:

Miss Nora Brendle, president; Mrs. Robert Dougherty, 1st vice-president; Mrs. Oscar Draper, 2d vice-president; Mrs. Frederick Gradwohl, 3d vice-president; Mrs. B. R. McCaulley, corresponding secretary; Mrs. Willard E. Smith, recording secretary; Mrs. Norman Downs, treasurer, and Mrs. Walter Morgan, director of publicity.

# NEWS SECTION



## DRUG MEN YOU HAVE MET

### Professor Beal Withdraws as Editor.

**P**ROFESSOR J. H. BEAL, who has served as general secretary of the A.Ph.A. since the Boston meeting in 1911, and as editor of the *Journal* since its establishment in January, 1912, has resigned, his letter to the Council of that organization asking that he be immediately relieved so



JAMES H. BEAL

that he can retire from the work of the offices named at an early date. During the past year the condition of his health has been so serious that a few days of unusual mental or physical stress have brought on annoying and alarming symptoms. For this reason, and acting on the advice of his physician, he has asked the Council to relieve him. He feels that he should live out of doors during the Summer so that he can take such exercise as will enable him to put himself in shape for another Winter, and he informs the Council that he never expects to be in condition to again take up any work which will confine him

to an inflexible schedule of duties.

For many years Prof. Beal has been one of the most active men in pharmacy in the United States. He joined the A.Ph.A. in 1892, and was elected to the presidency at the meeting held in Kansas City in 1904. As a debater in the various contests that have been waged in the association, he has had but few equals, and in matters of legislation, his advice has been most eagerly sought, his training as a lawyer having particularly equipped him for this kind of work. As an educator, author and all-around pharmacist he has also gained a well-earned reputation, and his retirement from active life is a cause for much concern on the part of those with whom he has labored so intimately for years. He recommended the selection of Ernest C. Marshall as acting editor and general secretary to fill his place until the Detroit meeting, which arrangement he believes will give the Committee on Publication of the Association plenty of time to settle upon some one for the permanent position as his successor.

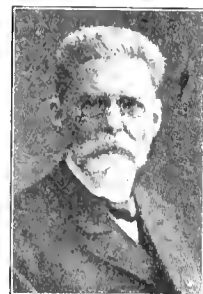
### Ephraim Bacon Again Honored.

**E**PHRAIM BACON, of Baltimore, has been appointed for another term of five years on the Maryland Board of Pharmacy, the first term having expired May 1. The appointment came as something of a surprise to druggists throughout the State for the reason that under the law only two of the members of the board may be from Baltimore City, and three from the counties. When Mr. Bacon was named the first time he managed the pharmacy of Dr. Truitt in Roland

Park, which is in Baltimore county, and he thus came under the designation of a county man. After that, however, he bought the store at 30th and Calvert streets, and he has been looked upon since then as a city man. At the present time two other Baltimoreans are members of the board, they being David R. Millard, of Morgan & Millard, and J. Fuller Frames, of J. P. Frames & Son. The status of Mr. Millard, however, is almost as uncertain as that of Mr. Bacon, because, while he conducts one pharmacy in Baltimore, his firm owns another in Roland Park, and he himself lives in Mount Washington, Baltimore county. Evidently, the Governor took the view that Mr. Millard is not to be designated as a city member. Mr. Bacon is a graduate of the Maryland College of Pharmacy, and has been identified with the drug trade in Baltimore ever since his graduation. He has been secretary of the board for a number of years and enjoys a great measure of popularity among his colleagues.

### Fifty Years a Pharmacist.

**D**URING the Easter season Hermann Schelenz, of Cassel, Germany, a pharmacist of international reputation, and the author of the renowned "History of Pharmacy," put behind him the 50th milestone of his professional life. Born April 9, 1848, at Kempen in Posen, he began his apprenticeship at the age of 16, in a shop in Freiburg, Silesia. His studies were later carried on in Berlin and Greifswald, where he passed the State examination in 1873. Two years later he came into possession of the Altstadter apothecary at Rendsburg, Schleswig-Holstein. Here he put into effect his broad ideas of the proper activities of a pharmacy, serving not only to sell and dispense drugs, but also to manufacture pharmaceutical preparations. The laboratory became one of the most important branches of the business, so that affairs were conducted in partial independence of the large industries. The apprentices who came under Schelenz's instruction went forth fully equipped with both practical and theoretical knowledge. Every spare moment was devoted to literary labors. In 1893 he sold his pharmacy, and moved to Cassel two years later, since which time he has been able to give himself up entirely to his favorite pursuit, literary work. In the period of new activity which now began, there have appeared, in addition to many monographs, his "Cosmetics" (1894), "Pharmacognostic Chart" (1876 and 1899), and "Women in the Realm of Aesculapius" (1900).



H. SCHELENZ

The monumental "History of Pharmacy," appearing in 1904, a work of nearly 1000 pages, was the result of 10 years of research among original sources. But his pen was not idle even after this effort, for in 1911 he published a "History of Pharmaceutical-Chemical Distilling Apparatus," followed shortly after by the first volume of a large work on Shakespeare and his knowledge of popular medicine.

Recognition of Schelenz's activity has not been lacking. He is an honorary member of the A.Ph.A., corresponding member of the Austrian Pharmaceutical Society, and the Society of Pharmacy of Antwerp, as well as an honorary member of the Pharmaceutical Association of Lüttich, and a charter member of the Society of the History of Pharmacy, in Paris. For a

long time he was district chairman for Schleswig-Holstein in the Deutscher Apotheker-Verein.

## MOSTLY PERSONAL

"Willie" Sells, pardoned by the Governor of Kansas seven years ago from a life sentence at Lansing penitentiary, has "come back." There are many ways of "beating buck," and just now "Al" Jennings, one of the most dreaded bandits in the West in his day, has been making speeches and writing books, and running for governor of Oklahoma. When "Willie" Sells walked out of the gates of Lansing penitentiary seven years ago he did not have a dollar—today he is the proprietor of a big drug store at 13th street and Garfield avenue, Kansas City, Kan. He has been there three years, and made his entry as a clerk. In 18 months he wanted to buy the place—he had worked and saved every day of the seven years from the date of his discharge. Sells is 44 years old, but does not look it. When he was about 17 his mother, father, brother and sister were found dead—murdered—and "Willie" Sells was convicted of the murder on circumstantial evidence only. The outside world almost to a man never thought him guilty, and his pardon by Gov. Hoch was generally approved. "I met people after my discharge who looked at me as much as to say: 'There goes a convict,' but when I met that kind of a person I held my head high and looked every man straight in the eye. You bet it's a tough job, this 'beating buck' business, and the only way to do it is to work, be honest and show the world the kind of stuff you're made of." Today "beating buck" is not hard for "Willie" Sells. He does not try to hide his past. Everybody knows it, yet believes in him. He is no longer struggling "Willie" Sells, but "W. B. Sells, Druggist," now.

—**J. S. Abbott**, formerly the Dairy and Food Commissioner of Texas, and now the head of the new Federal department under the Department of Agriculture which is virtually a clearing-house to bring Federal and State food and drug officials into closer co-operation, is a man who has made a record. He is a native of Mississippi, where he was born in 1875, a graduate from Buena Vista College (Miss.) with the degree of B.S. (1901), and from the University of Chicago in 1907 with the degree A.B. For six years he was superintendent of schools at San Angelo, Texas, and then instructor in Chemistry at the Dallas (Texas) high school, a position he held at the time of appointment as Dairy and Food Commissioner of Texas by Gov. Campbell. This was in 1907. In 1909 he was appointed by Gov. Colquitt. His work in Texas was of such a nature that he became a National figure, his decisions being often quoted, and his promotion at the time of the reorganization of the National food and drug inspection department, was the natural result of his labors in the Texas field.

—**Henry O. A. Huegel**, former president of the St. Louis R.D.A. and former president of the Missouri Ph.A., who recently sold his drug store at the northeast corner of Grand and Park avenues to A. H. Schulte, said to a correspondent for THE PHARMACEUTICAL ERA that his experience in the retail drug business had taught him that "you can't lay down a set of rules for running a drug store without providing a number of exceptions or variations for every rule." A set of rules, he said, which would bring success to one druggist, probably would not bring success to another druggist. "A man," he said, "might run a drug store in one location in a certain way and win, and if he should attempt to run a store in another location in the same way he might fail. A druggist must meet the conditions of his neighborhood. He can't lay down the rules beforehand; he must feel his way and make each advance a very careful study." Mr. Huegel's idea is to pursue the "watchful waiting" policy and when you see the mouse—spring!

—**Jerry J. Murphy**, acting-president of the Missouri Pharmaceutical Travelers' Association, and a well-known manufacturers' agent in St. Louis, is a busy man just now preparing for the annual convention of the Mo. Ph. A. and of the Travelers at Pertle Springs, beginning June 16-19. He has also been busy explaining why his face appeared in a personal item in the ERA for May in connection with a story in regard to a Bostonian, a happening over which Mr. Murphy

had no control as that was due to a mix-up in cuts in this office. Mr. Murphy in *propria persona* will be at Pertle Springs with his customary "glad hand" for friends, and the head of the Travelers promises something interesting in the way of entertainment for the hundreds of delegates who promise to attend the Missouri conventions who are "all dressed up but with some place to go."

—**Dr. Ira Remsen**, former president of Johns Hopkins University, has been awarded the Willard Gibbs medal, an award of honor in the chemical profession. The presentation took place May 15 under the auspices of the Chicago section of the American Chemical Society. This is the fourth time the medal has been awarded, and Dr. Remsen is the third American chemist to have received the honor. The Willard Gibbs medal was founded five years ago by William A. Converse, who for the last 12 years has been closely associated with the Chicago chapter of the American Chemical Society. The recipient of the medal is chosen by a jury of 12 chemists, six of whom live in the Chicago district. Professor Noyes, of the University of Illinois and editor of the *Journal of the American Chemical Society*, presented the medal.

—**W. H. Kirn**, well-known to the drug trade as chief of Parke, Davis & Co.'s private formula department, sailed for Naples in April, on the Cunarder *Saxonia*. He is accompanied by Mrs. Kirn, by his daughter Margaret, and by William Kirn, Jr., who begins his career as globe-trotter at the mature age of five. After a motor trip in Sicily, Mr. Kirn and his party go to Rome, Florence, Venice, Vienna, and Buda-Pest; thence to Switzerland for a month; later to Germany, France and England, returning to the United States some time in October. Mr. Kirn expects to see a good deal of England and Scotland from an automobile. Just before he left Detroit his numerous friends in the big pharmaceutical plant, where Mr. Kirn has been employed for nearly 25 years, presented him with a beautiful gold watch and chain.

—**Paul Henry Boire**, the new member of the New Hampshire State Board of Pharmacy, has been a resident of that State since 1885, when he settled in Manchester and opened a store there in association with Ex-Mayor Ed. C. Smith. Together they purchased the business of the late John B. Hall, which had been established for more than 60 years, and had been conducted by Mr. Hall for about 35 years. Until May, 1913, Messrs. Boire and Smith operated the store, but at that time the latter sold out his interests. Mr. Boire is a native of Canada, and learned the drug business in the Dominion. He is an Elk, the president of the exclusive Joliet Club of Manchester, and is also a member of the Manchester and Intervale Country clubs. He is married and has two sons.

—**E. G. Swift**, general manager of Parke, Davis & Co., is expected home on June 15 from his long trip around the world, after an absence of nearly nine months. His itinerary embraced England, France, Egypt, India, Ceylon, Java, China, Australia, the Philippines, Japan and the Hawaiian Islands. Mr. Swift's companions on his long journey were Mrs. Swift and his youngest son, Leroy. Since their departure from China, Dr. Selby S. Coleman, manager of the East Indian branch of Parke, Davis & Co. at Bombay, has been a member of the party. Dr. Coleman returns for a thorough posting, a well-earned vacation, and the privilege of making the acquaintance of his infant daughter, who was born in Louisville four months ago.

—**F. J. Simon**, manager of Cusachs drug store, New Orleans, and a member of the Louisiana State Board of Pharmacy, has sent in his resignation as a member of the board, because of the press of other duties. He is highly qualified as a chemist and his services were deeply appreciated by his associates of that body. Mr. Simon has taken an active part in public affairs; he has been a lecturer at Tulane University, and last year declined an important lectureship at Auburn University, Ga. The 82-year-old Cusachs drug store, for 41 years at Canal and Baronne, came under the management of Mr. Simon on Dec. 6, 1910. For the past eight years the store has occupied its own building at Canal and Baronne.

—**E. B. Heimstreet**, superintendent of the Druggists' National Home at Palmyra, Wis., has renewed a five-year lease on the drug store he operates in that town. He was formerly a druggist in Janesville, where his store was recognized as one of the best in Wisconsin. Mr. Heimstreet is known all through the middle West as one of the most progressive pharmacists in

that section of the country; he served as a member of the State Board of Pharmacy from 1882 to 1901; and served for many years as the Secretary of the Wisconsin Ph.A.—from 1880 to 1899—and although withdrawing temporarily, was again elected secretary, a position he is still holding with honor.

—**Mrs. Lois Peirce Hughes**, widow of the late W. J. Hughes, who was well-known in Omaha, Neb., as a druggist at 24th and Farnam streets, is the first "hotel hostess" in this country. She is in charge of the "women's floor" of the Hotel McAlpine in this city. She keeps posted a bulletin of all club events of interest, issues credentials of the New York Women's Club to such visitors as are eligible, and provides guides and escorts for such guests as desire them. She is a consistent club woman herself, and has succeeded in introducing something new in hotel life.

—**H. H. Kopp**, druggist, of 906 Grape street, Syracuse, while placing a display bottle in his show window, was seriously burned through seizing a live electric wire. Fifty people saw him writhing in the window, but no one dared help him until a relative, Shepard Kopp, grasped his coat and pulled the wire from the ceiling connection. Mr. Kopp was having the store remodelled and went to work with the understanding that the electricity had been shut off. Outside of the burns about the hands and the shock he was no worse for the experience.

—**Fritz Lueder**, for 40 consecutive years in the drug business in Peoria, Ill., and for 30 years of that time at the head of a store in South Adams street, has sold out. Only a few months ago the business was moved to the corner of Madison and Liberty streets. It was sold to F. A. Buchholz who, assisted by his brother, will conduct it. Mr. Lueder may re-enter the business, but the *Peoria Herald-Transcript* remarks "that anyone who has followed the drug business for 40 years has really put in 80 years' time and is entitled to retire."

—**Jonathan Dawson**, of Rochester, Ind., on April 14, in honor of the 77th year of his residence in Fulton county, and on the 60th anniversary of his residence in that city, presented to Rochester five acres of land within the corporation limits for park purposes. Mr. Dawson retired recently after having been 38 years in the retail drug business. He is now afflicted with cataract of both eyes, and is nearly blind. He is the father of Geo. V. Dawson, druggist, Rochester, Ind.; and Dr. Byron F. Dawson, druggist, Corning, Cal.

—**A. H. Schulte**, druggist, for 25 years at the corner of Jefferson and Clark avenues, St. Louis, has bought the Henry O. A. Huegel drug store at Park and Grand avenues. His son, A. C. Schulte, will be in charge of Store No. 2. When new fixtures are ready, Schulte will move the store across the street to a new building now occupied by a number of physicians. Mr. Huegel said after the sale that he expected soon to become actively engaged in the drug business, but whether in a retail way he did not know.

—**Mrs. Mary I. Banks**, of Philadelphia, has presented a fund of \$5000 to establish the Clayton French Research Fellowship at the Philadelphia College of Pharmacy. The fellowship is in honor of her father, the late Clayton French, one of the founders of the former wholesale drug firm of French, Richards & Co., which later became the Smith, Kline & French Co. He was also one of the charter members of the Philadelphia Drug Exchange and was closely identified with its work for years.

—**Mrs. B. A. C. Hoelzer**, retiring president of Chicago Chapter, No. 2, W.O.N.A.R.D., was presented with a large cut-glass vase filled with American Beauty roses at the final meeting of that organization for 1913-1914 at the Hotel LaSalle, May 12. The presentation address was made by Mrs. C. A. Storer. Mrs. C. D. Collins, president, and the other officers for 1914-1915 were installed. The first meeting for the Fall and Winter season will be held at the Hotel LaSalle in September.

—**J. A. Ziegler**, a nephew of Dean W. H. Ziegler, of the department of pharmacy, Medical College of South Carolina, has become the manager of Thomas's drug store, Columbia, that State. He holds registration certificates from the examining boards of both the Carolinas, and has had years of experience in the management of up-to-date drug stores. The Thomas store is owned by a company of which O. E. Thomas is president and H. B. Thomas secretary.

—**E. B. Patton**, well-known druggist of Waupun, Wis., recently celebrated his 31st business anniversary by opening his remodelled store to the trade. A general reception was held and the hundreds of visitors to the store were entertained by an orchestra and were presented with candy and souvenirs. The capacity of the store has been increased by the erection of balconies on each side, while a new mezzanine floor has been built, new oak woodwork, new fixtures and a new beamed ceiling have been installed.

—**Harry B. Phelps**, for 4½ years chief of the private formula department of the Baltimore branch of Parke, Davis & Co., has been transferred permanently to Detroit, where he took charge of the department of druggists' promotion. Like the great majority of the men doing the responsible work in Parke, Davis & Co.'s business, Mr. Phelps started at the bottom, and is working his way up steadily by dint of hard work, close study of the business, and native ability.

—**Nathaniel J. Rust**, of Boston, formerly senior member of the wholesale drug firm of Rust, Richardson & Co., is receiving condolences on the death of his wife at their home, 488 Commonwealth avenue, Boston, on April 24. She was married to Mr. Rust in 1863. Beside her husband she is survived by two sons and two daughters, Edgar C. Rust, of Brookline; Nathaniel J. Rust, Jr., of Oregon; Mrs. William W. Cutler, of Brookline, and Miss Martha Rust.

—**E. F. Heffner**, of Lock Haven, Pa., secretary of the Pennsylvania Ph.A., and member of the drug firm of Hilton & Heffner, is busier than ever. His firm has taken over the pharmacy of the late R. L. Fishburne, which is located in the best business section of Lock Haven, and while overseeing the new store—which, by the way, will be known as the Heffner pharmacy—Mr. Heffner will continue in personal charge of the Hilton & Heffner pharmacy.

—**Leon Evans**, of Mayfield, Ky., 1st vice-president of the Kentucky Ph.A., for two years secretary and treasurer of the Kentucky State Rexall Club, and for six years secretary and treasurer of the Graves County R.D.A., is one of the best-known men in the Bluegrass State. He believes in making himself known, both by advertising and by personal contact, and it is asserted that he knows every man, woman and child in Graves county.

—**B. J. Kremer**, the new president of the Wisconsin State Board of Pharmacy, succeeds Otto J. S. Boberg, of Eau Claire, Wis. Mr. Kremer, a well-known druggist of Fond du Lac, has been a member of the board for three years. Edward Williams, the Madison druggist, was re-elected secretary. The next meeting of the Wisconsin board will be held in Madison July 14-17. The board at its last meeting granted certificates to 61 applicants.

—**Arthur R. Stover**, State Chemist of Arkansas, for the past seven years has been at the head of the department of chemistry with the Medical department of the University of Arkansas. He devoted two years to studying chemistry and pharmacy at the University of Kansas, is a graduate in medicine from Washington University, St. Louis, and took post-graduate courses at the University of Chicago and at Harvard.

—**Winfield Scott Taylor, Jr.**, has succeeded his father in the drug business at Perry and Broad streets, Trenton, N. J., beginning June 1. Mr. Taylor, Sr., retains the ownership of the store, but the business management has been turned over to the son who has just passed the State Board examinations. He has also just completed a special course in chemistry at the Philadelphia College of Pharmacy.

—**Prof. A. L. Metz**, of the department of chemistry, Tulane University, and a well-known member of the A.P.A., was recently presented by the American Social Science Institute with a medal in recognition of his distinguished services and effort to advance "science, manufactures and public welfare." The presentation took place in the city hall, New Orleans, Prof. Metz's home city.

—**John Robinson**, clerk in a drug store at 55th street and Lexington avenue, Manhattan, was covered with blazing alcohol recently as the result of an explosion and ran into the street a mass of flames. A truck driver jumped from his feet and wrapped him in a horse blanket, putting out the fire, but not until Robinson was so badly burned that he was removed to a hospital in a serious condition.

—**Henry Sandstrom**, 63, a pioneer druggist of Moline,

Ill., who has conducted a drug store at 1514 Third avenue for years, was stricken with apoplexy soon after opening his place of business on May 8, and was removed to the hospital in a serious condition. He had been the local weather fore-caster for a number of years and was one of the pioneer Swedish residents of Mobile.

—**A. S. Greaves**, a prominent druggist of Boyertown, Pa., was severely lamed on the hip and leg last January when an ointment he was preparing caught fire. Portions of the wound would not heal and it was decided by the physician in charge of the case to resort to skin grafting. Four of Dr. Greaves' friends gave up portions of their skin, and he is now on the road to recovery.

A little girl rushed into T. R. Yarrow's drug store, 29th street and Columbia avenue, Philadelphia, recently, and asked Mr. Yarrow to save her cat. On investigation he found the cat tangled up in the wires at the top of a telegraph pole in front of the store, so he telephoned the police and electric company and finally returned the cat to the little girl's arms, unharmed.

—**Mrs. Katherine Husband**, wife of the late Thomas J. Husband, Jr., who was a prominent druggist of Germantown, Pa., is fighting to prevent her husband's relatives from obtaining a share of his \$100,000 estate. She alleges that a will produced by them, giving Joseph Scaman, a nephew of the druggist, the major part of the estate, is a forgery.

—**E. L. Scholtz**, head of the Scholtz Drug Co.'s chain stores, Denver, Colo., and his wife, are sojourning in California for a time. Mrs. Scholtz has been seriously ill with nervous trouble induced by the high altitude of Denver, and a change in climate and a period of rest at a lower elevation were deemed necessary to regain her health.

—**W. F. Pflueger**, of the Milwaukee Drug Co., probably the best-known traveling drug salesman in Wisconsin, recently returned from a three months' Winter vacation spent at Biloxi, Miss. Mr. Pflueger was accompanied by Mrs. Pflueger. On the trip north Mr. Pflueger spent a day at the Lilly laboratories, Indianapolis.

—**George F. Loar**, of Lewistown, Ill., a prominent druggist of that city, was the victim of a painful accident recently when a barrel of oil he was shifting in his store cellar fell upon his left leg, and fractured it. The break was a serious one, and Mr. Loar was confined to his bed for a number of weeks.

—**S. A. Eckstein**, the well-known Milwaukee druggist, head of the Wright Drug Co., of that city, vice-president of the N. A. R. D. and formerly president of the Wisconsin Ph. A., has been re-elected president of Post B, Travelers' Protective Association, the Milwaukee branch of the National organization.

—**John Wagner**, druggist, who has been in business in McLean, Ill., for almost 40 years, has sold his establishment to Harry G. Walters, of Bloomington, that State. For the past two years Mr. Wagner has been unable to conduct his store because of illness, and his daughter has acted in his stead.

—**E. Burlingame**, manager of the Riker-Hegeman stores in Philadelphia, "ran over" to this city in order to be present at the recent entertainment and ball of the Brookhattan Club, held at Terrace Garden. He was a conspicuous figure visiting among the boxes, shaking hands with his old colleagues.

—**W. B. Roberts**, 60, manager of Thomas' pharmacy, 844 South Fifth street, Louisville, was attacked by an automobile bandit while alone in the store shortly before 10 o'clock one night recently. He was beaten over the head with a revolver, and the cash register was looted. The robber escaped.

—**Russell Davis**, of Hillsboro, Ind., has given up his position with his brother, S. M. Davis, of Waynetown, and has become the pharmacist at the Soldiers' Home, Marion, Ind. He is a this year's graduate from the pharmacy department of Purdue University.

—**George Eskridge**, for many years with the Gatton Drug Co., Galesburg, Ill., has been appointed manager of the West Drug Co. to succeed C. Linderof, resigned. For several months Mr. Eskridge has been operating a store of his own in East Simons street.

—**Frank Schachleiter**, an active worker in the Arkansas Association of Pharmacists, has been named as a member of the Young Men's Chamber of Commerce, Hot Springs, to co-operate with the Business Men's League for civic improvement of that city.

—**D. M. O'Brien**, of Rockland, Mass., has retired from active business after 31 years as a druggist on the "Hill." For 22 years he was in business for himself. His assistant, Fred Delay, who has been with the store since he was a lad, is the new proprietor.

—**Vincent Brubaugh**, formerly employed at the Ralston & Parker drug store in Martins Ferry, O., has just purchased the business and stock of the Woodfield Drug Co., at Woodfield, O. The store is the largest of its character in Monroe county, Ohio.

—**Mr. and Mrs. Charles J. Lynn** have returned to their home in Indianapolis about May 15, after spending some time abroad, visiting England, Russia, Germany and Italy. Mr. Lynn is vice-president and general manager of Eli Lilly & Co.

—**Frank Nelson**, of Lincoln, Ill., a graduate of the pharmacy department of Loyola University, and since his graduation engaged in advanced work in chemistry, has been made the manager of the A. J. Riess drug store in Rock Island.

—**Edwin Sumner**, prominent druggist of Madison, Wis., has resigned from the active management of his drug business, which he has conducted continuously for 55 years, and has been succeeded by Louis D. Sumner, of Sumner & Cramton.

—**Cyril C. Murray**, for many years the Sydney manager of Parke, Davis & Co.'s business in Australia and New Zealand, will visit the home plant in Detroit in June. Mr. Murray comes to the United States every three years.

—**Wade H. McCree**, a graduate of Fisk University, Nashville, Tenn., is the first negro to open and manage a drug store in Des Moines, Ia., at 753 West Ninth street. He is 24 years of age, and was registered in Iowa in 1913.

—**J. H. Ferguson**, of Griggsville, Ill., has sold his drug store and stock to John Siegle, of Pittsfield. Mr. Ferguson, who has been 37 years in the business, retired on account of failing sight and because of the illness of his wife.

—**W. W. Jackson**, better known to some of his friends as "Water Wagon" Jackson, of Jonesboro, Ark., was married recently. Mr. Jackson is a "live wire" in the drug line and the benedicts will welcome him to their ranks.

—**George L. Baldauf**, the Milwaukee druggist, has completed plans for the erection of a new store building at North avenue and 35th street. It is said that the store will be one of the finest in the Milwaukee Northwest Side.

—**Ernest Lee**, for a year and a half prescription clerk at the Peter Houck pharmacy, Gloversville, N. Y., has become a partner in the Broadalbin Drug Co., Broadalbin. He is a graduate of the Albany Medical College.

—**George R. White**, president of the Potter Drug & Chemical Co., and the largest individual taxpayer in Boston, has been named a trustee of the statistics department. He becomes the chairman of the department.

—**Bernard H. Miller**, president of the Miller & Arthur Drug Co., Quincy, Ill., has been confined to the house with a severe attack of la grippe. He was threatened with pneumonia, but the dangerous symptoms passed.

—**Frederick H. Wrede**, formerly with Samuel G. McCotter & Co., and Fred Lange, until recently with the late T. A. Bronson, began business May 1 as brokers in drugs, chemicals, essential oils, etc., at 13 Gold street.

—**Prof. C. M. McKellips**, of the Oregon Agricultural College School of Pharmacy, will put in the Summer months in visiting pharmaceutical educational institutions in Germany, France and Great Britain.

—**Ralph Feig**, a San Francisco druggist, was fatally injured and his mother seriously hurt when an auto which he was driving was upset at Warm Springs, Cal. Four others in the car were not injured.

—**F. M. Rudd**, of Bronson, Mich., was a visitor in the local drug and essential oil trade recently. He said the planting of the new peppermint crop in the West gave indications of an increase in acreage.

—**Aug. F. Glaive**, food and drug inspector of the California State Board of Health at San Francisco, has changed his address to Berkeley, care of the Food and Drug Laboratory, University of California.

—**W. A. Caperton**, sales manager of Eli Lilly & Co., motored with a party of friends to Lake Maxinkuckee in



Northern Indiana recently and spent a few days fishing. A fine catch is reported.

— **Walter S. Loring**—"Loring Your Druggist" of Plymouth, Mass.—has sold his store because of ill-health, to Thomas F. Ryan. Mr. Loring has a host of friends all through Plymouth county.

— **President J. G. Hibbin**, of Princeton, will address the graduates in pharmacy of the Medico-Chirurgical College at the commencement exercises June 5, at the Academy of Music, Philadelphia.

— **Paul R. Fritsche**, the well-known Peoria, Ill. druggist, has opened another drug store on the fifth floor of the Central National Bank building. He will specialize in prescriptions at both stores.

— **W. T. Gilchrist**, one of the best-known druggists in Waukon, Iowa, has been in a precarious condition following an attack of appendicitis, but his ultimate recovery is now assured.

— **M. N. Snyder**, a druggist at 20th and Lake streets, Omaha, for the past 10 years, has retired, having sold his business to Ernest Marsh, formerly city salesman for the A.D.S.

— **Dr. A. W. Miller**, president of Aschenback & Miller, Inc., of Philadelphia, will leave for Europe on the tour conducted under the auspices of the New York German Apothecaries.

— **Eugene L. Sullivan**, a native of Lowell, Mass., but for several years in the drug business in Brockton and Whitman, has been married to Miss Marie A. Brousseau, of Brockton.

— **Ben C. Gilreath**, owner of the Gilreath Drug Co., Cartersville, Ga., has been married to Miss Estelle Strickland, one of the handsomest and most popular girls in Cartersville.

— **Henry L. Green**, the Boston and Worcester, Mass., druggist, has bought a 258-acre farm in Paxton, one of the finest pieces of property in that section of the State.

— **Dr. H. C. Wood, Jr.**, of Philadelphia, a member of the U.S.P. committee of revision, was operated upon for appendicitis recently, and at last reports was convalescent.

— **Frank Gleason**, who has been the assistant manager of the Riker-Jaynes drug store in Haverhill, Mass., has been transferred to the company's store at Lewiston, Me.

— **C. F. Clark**, of 26 Beaver street, this city, has been appointed the New York representative of Barclay & Co., manufacturing chemists of Wilmington, Del.

— **Jay Means**, one of the proprietors of the Means Bros. Drug Co., Wichita, Kan., has been married to Miss Wilma Lytle, of Indianapolis.

— **David Strauss**, the Newark, N. J., druggist, has been reappointed a member of the State Board of Pharmacy by Governor Fielder.

— **Charles Macgregor**, a Detroit, Minn., druggist, is a candidate for county commissioner.

#### Other Recent Deaths.

— **Carl D. S. Fruh**, a widely-known druggist of Philadelphia, died at his home 2445 Ridge avenue, on May 13, after an illness lasting but five days. Mr. Fruh was in his 66th year.

— **John M. Bryan**, 65, for many years a druggist in Indianapolis, both for himself and with others, died recently after a lingering illness. He was a native of Kentucky.

— **F. T. Gehrling**, a druggist formerly employed by the Schramm-Johnson Co., in Salt Lake, Utah, died in Los Angeles recently after an illness of three years.

— **Clarence K. Parks**, a Chicago druggist, and a native of Jonesboro, Ill., and later in business at Anna, that State, is dead from acute Bright's disease.

— **Nathan C. Warren**, druggist of Upland, Pa., died recently in the Chester hospital, after taking an overdose of medicine which contained laudanum.

— **Charles E. Ruch**, 53, who had been in the drug business at 1566 Columbia avenue, Indianapolis, for the past 24 years, died April 29.

— **Louis Finney**, 65, a native of Plymouth, Mass., and a druggist for a number of years in Main street, is dead at the age of 65.

— **Paul A. Davis, Jr.**, a retired chemical manufacturer, of Philadelphia, died May 7. He was 78 years of age.

— **Joseph W. Stenger, Jr.**, 34, for several years a druggist at 1318 Carson street, Pittsburgh, died May 11.

## OBITUARIES

### Sydney H. Carragan.

**S**YDNEY HANSON CARRAGAN, assistant manager of the New York branch, and manager of the Eastern traveling service of Parke, Davis & Co., and for more than 28 years associated with the Detroit house, is dead at the age of 65. He was one of the best-known and, withal, one of the most popular men in the local drug trade, a familiar figure at meetings of the National Wholesale Druggists' Association, of the State Ph.A. and of other pharmaceutical organizations, with a personality which made him a host of friends, in every branch of the drug trade in all sections of the country. He had been suffering with liver trouble for about two years, and died on May 4 at his home, 782 East 17th street, Brooklyn. The funeral was held at his house, and the interment was at Greenwood Cemetery.



S. H. CARRAGAN

Sydney H. Carragan was born at what is now known as Geyserville, near Saratoga Springs, this State, in 1849. He was educated in Saratoga and later in Troy, where he studied civil engineering, and one of his first occupations was as civil engineer and surveyor with the Map and Guide Commission which was appointed to lay out the streets of Bayonne, N. J. Following this he was for a few months with the Keasbey & Mattison Co., but left their employ to join the Eastern traveling force of Parke, Davis & Co. His territory included—at different times—the New England States, New York, New Jersey, Pennsylvania and Maryland, and after some years of this work he was made a general traveling representative. In 1894 he was appointed manager of the Eastern traveling service, and in 1902 this was added the assistant manager's position with the New York branch. He was a stockholder in Parke, Davis & Co., and was also interested in the Takamine Ferment Co.

Mr. Carragan's illness first became serious in the Fall of 1912, and in November of that year he went to Europe for treatment, returning to New York in May, 1913, just a year to a day before his death. During the past 12 months he had visited his office at infrequent intervals. He was a Mason, and members of Manitou Lodge, F. & A. M.; Amity Chapter, R.A.M.; Palestine Chapter, K.T., and Kismet Temple, of the Shrine, were present at the funeral.

Mr. Carragan leaves a widow and two sons, Lester H. and Sydney, the former son being connected with the sales force of Parke, Davis & Co., and the latter with the law firm of Untermeyer, Guggenheimer & Marshall.

#### Oscar Rydstrom.

**O**scar Rydstrom, for nearly 35 years a resident of Buffalo, and the proprietor of a drug store at 705 Broadway, that city, since 1887, is dead after an illness of 18 months. He was born in Sweden in 1848 and came to this country in 1880, taking up his residence in Buffalo. He was a member of the N.A.R.D., the A.D.S. and the Erie County Pharmaceutical Association, and was also identified with the Ellicott Drug Co. He leaves a widow and one brother, who still resides in Mr. Rydstrom's birthplace, Karlsham, Sweden. The funeral was held April 25, when the pallbearers were George Reimann, N. Severin, Frank Haft, A. J. Lockie, Dr. Edward Schwabe and Henry Vogt.



OSCAR RYDSTROM

#### Robert P. Wilson.

**R**obert Patterson Wilson, for more than a half century identified with the drug and shellac trade in New York, died

at his home in Bro. Klyn, April 20. Death was caused by general debility, as he had been ill for the past two years. He was born in New York City in 1848, and early in life entered the employ of D. X. & Morris, and later continued with their successors, D. X. Morris & Co., for about 20 years. He then entered the brokerage business, specializing in shellac. He retired in 1912 because of ill-health.

#### John Bowers Lee.

John B. Lee, for many years a member of the New York wholesale drug firm of Fraser & Lee, died the latter part of April at his apartment at Sherry's, 524 Fifth avenue. He was a native of Cooperstown, N. Y., where he was born 76 years ago, was a graduate of Williams College, and in addition to his connection with the wholesale drug trade was a banker with the firm of Lee, Livingstone & Co., and Lee, Ketcham & Co. He belonged to the Union, Metropolitan, Racquet and Tennis clubs. He retired from active business Feb. 1, 1913.

#### Robert T. Miller.

Robert T. Miller, retired merchant, and one of the most—if not the most—prominent laymen in the Methodist Episcopal Church, died recently at his home in Cincinnati. He was a native of Ohio, having been born in Neville, May 4, 1834. He was in the retail and wholesale drug business from 1857 to 1875, and later entered the oil industry. He was a full York Rite and 33° Scottish Rite Mason.

#### Dr. Carl Laux.

Dr. Carl Laux, 71, pioneer resident of Los Angeles, and one of the founders of the Sun Drug Co., of that city, died recently. He was one of the best-known residents in that city, and held the presidency of the Sun company from the time of its organization in 1900 until two years ago, when he retired from active business life. He leaves a widow, three daughters and three sons.

#### Edward O. Goldthwaite.

Edward O. Goldthwaite, 54, who had been in the drug business in Lynn, Mass., for 24 years, where he conducted one of the leading stores of the city in City Hall Square, died recently at his Summer home at Alton, N. H. He suffered from arterio-sclerosis, and had suffered two slight shocks prior to his death.

### RECENT DEATHS.

—Mrs. Caroline Kampmann, 84, a pioneer resident of San Antonio and one of the wealthiest residents of that city, and also the mother of Mrs. Theodore F. Meyer, wife of Theodore F. Meyer, president of the Meyer Bros. Drug Co., of St. Louis, died recently at her San Antonio home. Mrs. Meyer was in Texas at her mother's bedside at the time of the death and Mr. Meyer went South to join her. Mrs. Kampmann was the owner of a hotel and much other valuable property in San Antonio, and left an estate valued at more than \$1,000,000. The funeral was held from St. Mark's Church in San Antonio, an edifice nearly a half century old, whose architect was the husband of Mrs. Kampmann. Mrs. Kampmann had been a communicant of the church from its opening.

—Herman Frasch, president of the Union Sulphur Co., died May 1, at the age of 62. He was a native of Gaildorf, Wuerttemberg, and soon after he came to this country was placed in charge of the laboratory of Prof. Maisch at the Philadelphia College of Pharmacy. In 1874 he established a laboratory of his own. He soon discovered a method of refining paraffin wax and then moved to Cleveland from Philadelphia and made the chemistry of the petroleum industry his specialty, receiving many patents. In 1890 he applied for a patent upon an improvement in the sulphur-making industry, and by his process was able to tap sulphur deposits at a depth of 1000 feet. By this process a single well delivered more than 400 tons of sulphur a day.

—J. C. Perry, one of the charter members of the Philadelphia Association of Retail Druggists, a member of the first board of directors, and at one time vice-president of that association, is dead after a long illness. He was elected a member of the executive committee of the N. A. R. D. at Detroit in 1900, and served two terms, being succeeded by Charles Kelfuss. The interment was at Napanee, Canada.

—Fred E. Miller, one of the best-known traveling salesmen in Maine, and formerly a druggist in the East Side and Tansey pharmacies in Bangor, is dead at the age of 46. For 19 years he traveled for J. E. Gould & Co., wholesale druggists, of Portland. He was a prominent member of the Maine Ph. A. and was a charter member of the Bangor Council, United Commercial Travelers.

—Charles Woodberry, of Beverly, Mass., one of the most public-spirited and best-known residents of that city, and for many years a leading druggist there, is dead at the age of 67. He succeeded the late A. N. Clark at Cabot and Boyden, and later removed to the corner of Cabot and Broadway, later going to Cabot and Abbott streets. He was an enthusiastic Mason.

—Frank Dempster, 48, who conducted a drug store at Rockford, Ill., killed himself in a back room of his store by drinking a mixture of bichloride of mercury, morphine and carbolic acid. He had been fined for violating the liquor law a few days previous, and is said to have brooded over it. He formerly conducted a drug store in North Dixon, Ill.

—J. H. Elson, of 216 North 18th street, Quincy, Ill., the treasurer of the Monroe Drug Co., died recently at St. Anthony's Hospital, St. Louis, of Bright's disease. He was about 45 years of age. He had entered the employ of E. H. Monroe as a boy, and from that had worked himself up to the treasurership of the company. He was a Mason.

—Irving M. Trowbridge, politician and druggist, of Marseilles, Ill., disappeared on March 10, and was supposed to have committed suicide. This, however, was not verified until recently when his body was found on the banks of the Illinois river. Mr. Trowbridge was a native of Ohio, and was a member of various Masonic bodies.

—George Bauman, president of the City National bank, Oshkosh, Wis., for many years engaged in the drug business in that city, died recently after a brief illness. He was born in Switzerland and settled in Racine, Wis., with his parents in 1844. His former drug store in Oshkosh, Wis., is now conducted by his nephew, L. A. Bauman.

—Capt. George O. Snowden, 79, for 40 years in the book and drug business in Waterloo, Iowa, died suddenly last month. His great-grandfather arrived in Pennsylvania before William Penn and was an intimate friend of George Washington. His grandfather was closely associated with President Andrew Jackson.

—The Rev. L. B. Bullock, a druggist at Manawa, Wis., since his retirement several years ago as a clergyman in the Methodist Episcopal church, died recently after a long illness. Rev. Bullock was a clergyman for 40 years, serving in many Wisconsin pastorates. He was in business with his oldest son John.

—John Hanson, 74, a pioneer druggist of Superior, Wis., died recently of acute gastritis. Mr. Hanson was born in Norway, Sept. 17, 1840, and came to the United States in 1866. He leaves a widow and seven children. For many years he conducted a drug store at 617 Tower avenue, Superior.

—Thomas F. Hammond, 49, of 1201 68th street, Bath Beach (N. Y.), died on May 12, after a long illness with Bright's disease. He was a retired druggist and was formerly in business in Brooklyn. His funeral was at his birthplace, Boonton, N. J.

—Jack M. Asbury, 30, who was connected with the Texas Drug Co., was injured in an accident on the railroad near Santa Rosa, N. M., and died later at the railroad hospital at Tucumcari. The body was taken back to Dallas for burial.

—Tobias Voegeli, father of Thomas and Henry Voegeli, druggists of Minneapolis, and of Fred Voegeli, of Bozeman, Mont., is dead at the age of 81. He had been ill for 10 days with pneumonia. He was a native of Switzerland.

—Mrs. L. S. Woolverton, wife of a former Topeka, Kan., druggist, is dead after being an invalid for several years. Mr. Woolverton moved to Kansas City from Topeka about six years ago.

—John J. Noble, for 45 years a druggist in Newton Center, Mass., died early last month. Nearly all the business men of the section attended the funeral, as well as many of the old residents.

—E. Ripley Sibley, 82, a former successful druggist in Concord, N. H., and later connected with a number of banks and public service companies, died recently in Amesbury, Mass.

## NEWS FROM ASSOCIATIONS

### Proprietary Association Annual Meeting.

**T**HAT good patent medicine represents more real medical brains and tested medical practice than is possessed by any one physician in the country; that it is necessary for the proprietary medicine men to clean house and drive out the fakes and the frauds; that the advertising copy must be ethical "and comply with the requirements of the National Pure Food and Drugs Act," as suggested by President Cheney—were three points hammered home at the convention of the Proprietary Association of America at the Waldorf-Astoria, May 12-14. Naturally, the promulgation of such sentiments aroused considerable feeling and led to "red hot" discussion, but every action taken by the convention was in line with the banishment of substitution, the protection of prices, the abolition of extravagant claims in advertising, and the protection of the public against narcotic drugs. It was further decided that the association should assume the aggressive, and offset inimical reports in the daily press by exact statements of fact. The convention as a whole was one of the most important the association has held since its organization.

All the officers were re-elected with the exception of Secretary and Treasurer Orient C. Pinckney, who reported that his health would not again permit him to serve in the dual capacity. A unanimous standing vote of appreciation was taken by the members following this announcement. The officers for 1914-1915 are:

President, Frank J. Cheney, Toledo, Ohio; 1st vice-president, A. H. Beardsley, Elkhart, Ind.; 2d vice-president, W. H. Gove, Lynn, Mass.; secretary-treasurer, C. P. Tyrell, Syracuse, N. Y.

#### Recommendations of President Cheney.

President Cheney in commenting upon the stand of some newspapers in refusing patent medicine copy said that out of 10,000 advertising propositions sent out by his company to 48 States only 38 were refused because proprietary advertising. He suggested that the great objection was the nature of the copy itself, not the subject, and that copy should be made to comply with the pure food laws. Through the Harrison bill and the Chicago model law he believed the traffic in narcotics could be controlled. Price-protection, uniform weights and measures legislation, and anti-substitution enactments were also urged.

A short address of welcome by President Caswell A. Mayo, of the American Pharmaceutical Association, was followed by a discussion of the Stevens and Metz price-maintenance bills, by J. E. Toms, of the N.W.D.A.

The sensation of the convention was sprung when J. F. Jacobs, an advertising man representing more than 100 religious and other publications in the South, spoke on "Public Opinion as Affecting the Proprietary Business." Mr. Jacobs reminded the members of the fact that very few publications would at present take their advertising, and that many newspapers were beginning to close their columns to patent-medicine ads. He stated that public opinion was apparently strongly against patent medicines, and that some day the pressure might be so great as to demand that "patents" be abolished, as had taken place with the opium traffic in China. It was impossible for publishers to handle the advertisements of proprietaries when public opinion was absolutely against it, and hence it was urgently necessary that the association take immediate steps to educate the public to the fact that the patent-medicine business is an honest, necessary, and reputable trade. Mr. Jacobs stirred up a good deal of feeling when he asserted many manufacturers of patents were ashamed to acknowledge that they made patent medicines, and that it was the regular custom of such men to keep silent whenever proprietaries were attacked, instead of defending themselves. The advertising associations, the publishers, and the public have therefore concluded that their position is indefensible. As a matter of fact, the good patent medicine represents more real brains and tested medical practice than is possessed by any one physician in the country. But first of all, it is necessary to clean house, and put out all frauds and fakes, of which some still exist. The ad. copy must be ethical; it should

read like the talk of the family doctor. Illustrations depicting the ravages of disease should not be used, and there should be no playing on diseased minds, and appealing to agonized and harrowing feelings. The case of a food product in the South was cited, which spent \$400,000 in suits and educational campaigns resulting in a complete reversal of the former unfavorable public opinion. In concluding, Mr. Jacobs asserted that if the patent-medicine men did not get together at once and carry on a similar campaign, they would soon have to answer for it.

Ervin F. Kemp was instantly on his feet. The reason proprietary men do not call themselves patent-medicine manufacturers is, he asserted, because there is no such thing as a patent medicine, according to the U.S. patent laws. The Proprietary Association is an honorable and honest body, and does not make such extravagant claims as the physicians, for instance. "The doctors say: 'You're at death's door, but we'll pull you through.' We don't say anything like that. The American Medical Association spends more than \$100,000 a year to fight proprietaries, but we are honest enough and square enough not to spend a cent to attack them." Advertising associations have no right to talk about "fake" ads., when they try to sell mercerized cotton as silk. Moreover, no opportunity has ever been given the proprietary men for a clear statement of their position. As soon as one of them tries to get a hearing, he is bowled down by the opposition.

William Weiss was proud to be in the proprietary business. He did not think that the association had any frauds or fakes in it, and he did not know of any proprietary men who were ashamed to let it be known that they manufactured such articles. The agitation is being kept up by physicians, and there is less now than six years ago. As for ethical copy, that is very nice, but it will not sell the goods. It has been tried, and ethical copy does not get results.

President Cheney was positive that there are many proprietary men today who, as Mr. Jacobs had pointed out, are ashamed of their business, and amid cries of "No, no" from many other members, he maintained his statement.

Charles C. Green, of the Philadelphia *North American*, an organizer and officer of the National Antisubstitution League, told of the "Get what you ask for" propaganda of that association. A nation-wide publicity plan is being carried on through more than 200 newspapers and other publications to educate the public to demand and insist on getting exactly the article wanted, and to be on its guard against the substituting merchant. It is proposed to issue a licensed emblem, bearing the words: "You get what you ask for here" to all retailers who pledge themselves to banish substitution of any sort. Upon motion, the association endorsed the work of the League.

Fred. K. Fernald, chairman of the committee on relations with the retail trade, reported that general sales had fallen off to some extent, particularly in some localities, due to the competition of the "chain" stores, medicineless fads and the agitation against patent medicines as such. He called attention to page three, line 13, of the Stevens bill, which, he said, would wipe out sub-quantity propositions to dealers. He mentioned this fact in order that it would not be overlooked.

Whidden Graham elaborated upon the Stevens bill, which, he said, is not a finality, but merely something definite for the concentration of the forces favoring the underlying principle of price protection. After considerable discussion, the association went upon record as in favor of a bill to prevent discrimination of prices and to provide for publicity of prices to dealer and the public. The details were left to the executive committee.

Secretary-Treasurer Pinckney reported that the association had 189 active members and 62 associate. There had been 15 resignations. Mr. Pinckney reported a balance on hand from 1913 of \$2385. Receipts during the past year had been in the neighborhood of \$38,000, disbursements were in the sum of \$35,934, and balance on hand, \$2781.

Carl J. Balliett, chairman of the membership committee, reported that 67 new members, 34 associate and 33 active had been taken in. Eleven applications for active membership had been rejected, and five are pending. The total net gain in members is 52.

Ervin F. Kemp reported in his capacity of secretary for various committees, reporting that papers which had conspicuously campaigned against patent-medicine advertising are losing, but urged that whatever the association does to coun-

tract this advertising boycott should be directed to the editorial and not the business department of the newspapers. Mr. Kemp did not agree with Mr. Jacobs about members being ashamed of their business; he had never yet apologized for his business when he had to do that he would retire.

Two propositions to raise funds for work during the present year were presented to the members and each was discussed at great length. One, to increase the dues for active membership to \$100 was tabled until next year. The other, to request all the members to appropriate an assessment of one-fifth of 1 per cent., or \$2 per \$1000, on business done during the past year, was adopted.

A resolution to the effect that the association employ a responsible detective agency to ascertain the facts in every case where death was alleged to be due to patent medicines was unanimously adopted and the details referred to the executive committee for action. In every case of erroneous report editors publishing the same will be requested to retract. The move was taken to stave off inimical legislation.

The members were requested to write letters of protest against Commission bill No. 165, an act regulating the labeling, sale, and advertising of patent and proprietary medicines, etc., in the Philippine Islands. Personal friends of Burton Harrison, Governor-General of the islands, were also requested to write him to use his influence to head off the legislation objected to. The measure takes effect July 1, 1914. President Cheney observed that if members had to publish their formulas in the islands they might as well do it here—in fact, they might as well give up the combinations of their safes.

Charles B. Watson gave an interesting explanation of the anti-substitution movement with which he is connected. An anti-substitution bureau had been proposed and National advertisers are to be asked to set aside a fraction of 1 per cent. of their appropriations to further its work. He said that fully 50 per cent. of the force of National advertising is diverted by substitution.

Harry Good presented resolutions in memoriam of deceased members. Caswell A. Mayo presented a paper on "Opportunities in South America." Mr. Kemp pointed out that litigation under the new Rhode Island pure advertising law had so far mostly concerned department stores.

Attorney George L. Douglass gave an interesting talk, remarking that being located now in the Chicago office and not on the firing line his colleagues, Messrs. Kemp and Thompson, had necessarily pre-empted all the ammunition. George C. Englehardt, of Chicago, delivered a fiery address in the course of which his observations anent the medical profession of this country was enthusiastically received. James W. Morrisson, of Chicago, as an individual and not as a delegate, briefly and wittily addressed the members. Others to speak were James T. Finneran, president of the N.A.R.D.; Dr. Henry C. Lovis, president of the National Association of Manufacturers of Medicinal Products; Dr. Adolph W. Miller, personal representative of George W. Beringer, president of the American Pharmaceutical Association.

One of the most important reports submitted at the convention was that of Harry B. Thompson, the general counsel for the body, in which he called attention to the abolition of the "guarantee label and the serial number" by the Federal authorities, and contended that this action called for demonstration to the public by individual manufacturers that there would be no lowering of quality standards. He stated that the greater part of the proposed legislation adverse to the interests of the manufacturers, or unnecessary, had either been withdrawn or else amended to meet the views of the drug interests, and he further stated that, in his estimation, germicides and bactericides were not properly classified under the provisions of the National insecticide laws.

## They Are Coming This Way, the A.Ph.A.

By **NORMAN I. TAYLOR.**

Anyone who has visited Detroit will readily answer the question—"Why is Detroit the greatest convention city in the world?" Time and space forbid giving the thousand and one reasons here. Needless to say, Detroit fully lives up to the reputation established by its world-wide known slogan, "In Detroit Life Is Worth Living."

By virtue of its location, Detroit is logically the Convention

City of America. Detroit offers the advantage of a wonderful river which is planked on one side by Lake St. Clair and on the other by Lake Erie. Detroit is wealthy in beautiful parks, drives and boulevards—the climate is ideal.

In Detroit this Summer will gather many conventions and—the greatest of these will be the American Pharmaceutical Association gathering on Aug. 24-29. All roads lead toward Detroit. You are expected to be here to partake in the big festivities and listen to the good things which big men who know will impart for your benefit. Your presence will make a big time bigger. There'll be something doing every minute and you'll have the time of your life—don't miss it. Say to yourself "I'll be in Detroit on August 24-29" and—be there.

An efficient entertainment committee has done itself proud. Arrangements are completed. Send your notice to the secretary—tell him you are going to Detroit. You can greatly aid the committee on accommodations by sending notice now. Get your reservation in early. Be a booster—get your fellow pharmacists to come along. As for the programme—there never was a better one. Loosen up. Get away from yourself. Gather in the drug center of the world with big men who are doing big things in a big way. The American Pharmaceutical Association expects every man to do his duty. Omar Khayyam sums it all up into a nutshell by proclaiming—"When all the temple is prepared within—why waits the drowsy worshiper without?" To you all of this means, be in Detroit for Aug. 24-29. *Nuf ced.*

### Alabama Ph.A.

Extensive plans are being made for the entertainment of the Alabama State Pharmaceutical Association at Anniston on June 17-18. Important action is expected on the matter of State food and drug legislation. S. L. Toomer, of Auburn, is president of the association and W. E. Bingham, of Tuscaloosa, secretary.

### Arkansas Ph.A.

The 32d annual convention of the Arkansas Ph.A. and the 8th annual of the pharmaceutical travelers' were held at Little Rock, beginning May 12. R. A. Warren, of Clarksville, presided over the druggists, and C. L. Ferguson over the travelers. The address of welcome was made by Mayor Charles E. Taylor, of Little Rock.

### California State Ph.A.

By a majority vote the members of the California Ph.A. decided to postpone the annual meeting from May to June, and the dates now decided upon are June 16-18 at the Casa del Rey, Santa Cruz, generally admitted to be the finest beach hotel in the State of California.

### Connecticut Ph.A.

The annual meeting of the Connecticut Pharmaceutical Association will be held at the Shoreham, Morris Cove, New Haven, on June 24 and 25. The officers are: President, S. M. Aller, South Norwalk; 1st vice-president, H. E. Purdy, Derby; 2d vice-president, I. H. Levy, West Haven; secretary and treasurer, P. J. Garvin, Bethel.

### Georgia Ph.A.

The 1914 meeting of the Georgia Pharmaceutical Association convenes at Indian Springs for a two-day session June 9-10. As president, Robert C. Wilson will offer the following recommendations for the consideration of the body: A reorganization of the association; revision of the pharmacy laws; renaming and enlarging standing committees, defining their duties; classification of membership into members and registered members, registered members only to have privilege of the ballot; election of officers—nomination of two members for each vacancy a year in advance of election, the secretary to notify every pharmacist in the State in advance of election who the candidates for office shall be; election of board members, same plan as in election of officers; remuneration of board members—place board members on salary, the difference between receipts and expenses to be turned into the general treasury of the association for use in a propaganda campaign. From this source we would have two or three thousand dollars each year with which to conduct this campaign, from which every druggist in the State would reap large profits.

**Illinois Ph.A.**

The annual convention of the Illinois Ph.A. and the I.P. T.A. will be held at the Mineola Hotel, Fox Lake, June 11, 12, 13.

**Kansas Ph.A.**

The 35th annual convention of the Kansas Pharmaceutical Association was held at Hutchinson, beginning May 15, with an address of welcome by Mayor Fred W. Cook, of Hutchinson. By vote at the opening session the druggists pledged themselves to "go into politics" if necessary to obtain funds for the K.U. School of Pharmacy. More help is needed and better laboratory facilities for the analyzing of foods and drugs to support the State food and drug laws. Dean L. E. Sayre, of the school, told of the handicap under which the work is being done at present. The following officers were elected by the State association and by the Travelers' Auxiliary, which met at the same time:

*State Ph.A.*—President, Walter Bangs, Madison; 1st vice-president, J. W. Giesburg, Kansas City; 2d vice-president, E. E. Bloom, Hutchinson; secretary, R. von Riesen, Marysville; assistant secretary, J. M. Brunt, Topeka; treasurer, John Schmitter, Gypsum City; librarian, Dean L. E. Sayre, K.U. School of Pharmacy, Lawrence.

*Travelers' Auxiliary*—President, W. J. Brannaun; 1st vice-president, J. E. Kohler; 2d vice-president, Joe Bailey; 3d vice-president, F. H. Atkinson; secretary-treasurer, Ed. C. Hamill, Kansas City.

The usual entertainments and excursions were programme features, and the auxiliary was the host of the association at the annual banquet at the Bisonte Hotel.

**Kentucky Ph.A.**

The annual meeting of the Kentucky Ph.A. will be held at Lexington in June. The papers and discussions will be under the direction of C. S. Porter and an efficient committee, and the entertainment programme as already planned will be of unusual interest. Dr. Robert M. Allen, director of the Kentucky Experiment Station, will take charge of the programme one afternoon, and the entire Experiment Station will be thrown open to the pharmacists. An exhibition will be held simultaneously with the convention sessions in the ball-room of the Phoenix Hotel.

**Maryland Ph.A.**

The annual meeting of the Maryland Pharmaceutical Association will be held this year at Annapolis, the State capital. The famed old Carvel House has been selected as headquarters, though it is thought that the State House can be secured for the sessions. Governor Goldsborough will be asked to make an address of welcome to the members in attendance, and there are to be other features of a social nature out of the ordinary. The sessions will begin June 23 and continue about four days. Just who will be picked for president to succeed J. Fuller Frames has not yet developed. The local arrangements will be looked after by J. N. Gilbert, a druggist of Annapolis, who has been named local secretary. He will have the assistance of J. Edwin Hengst, of Baltimore, chairman; J. Emory Bond, of the Baltimore branch of Parke, Davis & Co.; G. A. Sohl, H. C. Spetzler, and Charles P. Muth, of Muth Bros. & Co., wholesale druggists of Baltimore. Among the diversions will probably be an excursion to some bay resort, although Annapolis itself offers many of the attractions of a watering place, being situated on the Severn river, and the home of the United States Naval Academy.

**Special Meeting Minnesota State Ph.A.**

A special meeting of the Minnesota Ph.A. was held in Minneapolis in April when a long list of committee and delegate appointments was acted upon. M. A. Lillis, of St. Paul, was elected local secretary. The following delegates were named:

To the N.A.R.D.—W. A. Abbett, Duluth, chairman; Henry Rauch, Minneapolis; H. W. Rietzke, St. Paul.

To the A.Ph.A.—Dean Wulling, Minneapolis; E. L. Newcomb, Minneapolis; A. J. Eckstein, Clear Lake; W. A. Frost, St. Paul.

The following resolutions were passed:

WHEREAS, Untruthful and misleading statements in advertisements lead to fraud and deception, and

WHEREAS, Truthful advertising is necessary to ensure equity among dealers and justice to consumers,

*Be it therefore resolved*, That the Minnesota Pharmaceutical Association energetically protest against all fake and fraudulent advertisements; and be it further

*Resolved*, That the secretary of the association be instructed to give publicity to this resolution.

The resignation of C. T. Heller as a member of the executive committee was accepted, and W. A. Abbett, of Duluth, was elected in his stead.

**Mississippi Ph.A.**

More than 600 druggists of the State are expected at Jackson, June 10-12, for the annual convention of the State Ph.A. The programme of entertainment will be the most elaborate ever attempted by the city, and aside from the purely entertainment features, addresses will be delivered by prominent men. H. M. Todd, Tom Folkes and J. C. McGee are members of the local committee having the entertainment in charge.

**Nebraska Ph.A.**

The 33d annual convention of the Nebraska Pharmaceutical Association will be held at Grand Island, June 23-25. An elaborate programme both of entertainment and for the sessions is being prepared, and liberal prizes are offered for papers and for displays of home-made pharmaceuticals. J. H. Schmidt is president, and J. G. McBride secretary, and at last reports the membership of the association was rapidly approaching the 600 mark.

**New England Branch, A.Ph.A.**

The annual meeting of the branch was held at Hotel Plaza, Boston, when officers for the ensuing year were elected as follows:

President, Fred A. Hubbard, Newton; vice-president, F. W. Archer, Milton; secretary-treasurer, R. Albro Newton, Southborough; chairman committee on professional relations, Frank F. Ernst, Jamaica Plain; chairman committee on membership, William H. Glover, Lawrence.

Dinner was served at 7 o'clock to the branch members and the members of the Boston Association of Retail Druggists, after which the following speakers were heard: John R. Sawyer, William H. Glover, R. A. Newton, Frank P. Ernst and Elie H. LaPierre on "Individual Propaganda"; Fred W. Connolly on "Liquor in the Drug Store," and James F. Finneran on "The Attitude of the State Sealer on Apothecaries' Weights and Measures." This latter subject brought out so much discussion that it was nearly midnight before the meeting adjourned.

**New Jersey Ph.A.**

The 44th annual meeting of the New Jersey Pharmaceutical Association will be held at the Hotel Breslin, Lake Hopatcong, June 16, 17, 18, 19. The Query Committee, of which George M. Beringer, Jr., is chairman, has prepared a list of 25 queries and suggestions for papers, and promises a collection of live, snappy contributions of a practical nature. The entertainment programme includes the president's reception, a whist with refreshments given by the women's auxiliary, an automobile ride to Newton for the ladies with tea at the Cochran House, informal cards, music and dancing, bowling, round trips around the lake, an entertainment by the travelers, and a baseball game and sports.

**North Carolina Ph.A.**

The 35th meeting of the North Carolina Ph.A. will be held at Hendersonville, the "mountain city," on June 17, 18, 19. Many entertainment features are being planned by the local secretary, W. H. Justus, and by J. G. Beard, secretary of the association. C. P. Harper, of Selma, will preside.

**Transportation to N.Y. State Meeting.**

The annual meeting of the New York State Ph.A. will be held at the United States Hotel, Saratoga Springs, June 23-26 inclusive. It was originally planned to hold the convention at Sagamore, Lake George, but owing to the destruction of the hotel by fire, the executive committee found it necessary to find another meeting-place, and Saratoga Springs was chosen. Summer excursion fares will be in effect at the time of the meeting via all lines to the Springs and return, and

tickets will be good up to Oct. 1, and will permit stopovers at any point en route. The following are the rates announced by the transportation committee, of which M. R. Mandelbaum is chairman:

Fares	
New York	\$7.98
Yonkers	7.38
Poughkeepsie	5.03
Albany	2.34
Utica (via Schenectady)	4.44
(via Albany)	5.78
Rome (via Schenectady)	4.99
(via Albany)	6.33
Syracuse (via Schenectady)	6.44
(via Albany)	7.78
Auburn (via Schenectady)	7.44
(via Albany)	7.78
Rochester (via Schenectady)	9.68
(via Albany)	11.02
Buffalo (via Schenectady)	12.32
(via Albany)	13.98
Binghamton	5.93
Elmira	11.73

Fares from other stations in New York State may be had on application to local agent.

#### Ohio State Ph.A.

Edward Schl. of New Philadelphia, president of the Ohio State Pharmaceutical Association, has sent out an earnest letter urging a banner attendance and as general an interest as possible at the 36th annual meeting of the association at Cedar Point, July 7-10 inclusive.

#### Oregon State Ph.A.

The coming State convention of the Oregon State Ph.A. will be the "silver anniversary" of the association, and plans already made indicate the banner meeting of that organization at Newport, the second week in July. The following committees have the meeting in charge:

Trade Interests—A. W. Allen, Portland; D. O. Woodworth, Albany; F. E. Rogers, McMinnville; Leon B. Haskins, Medford; Theo. Laurin, Astoria.

Papers and Queries—J. M. A. Laue, J. M. Ricen, Robert S. Ball, Portland; Prof. C. M. McKellips, Corvallis; W. L. Miller, Portland.

Legislative—Joseph Tallman, Pendleton; Fred Dawson, Albany; A. Kuykendall, Eugene; D. J. Fry, Salem; Dr. W. I. Cotel, Portland.

Programme—W. I. Stock, H. J. Martin, J. M. A. Laue, Ross Plummer and E. A. Robinson, all of Portland.

Exhibits—Fred Dawson, Newport; Ralph Crysler, F. Byerly, W. A. Gradon, Harry Draper, all of Portland.

Entertainment—C. G. Huntley, B. F. Jones, F. C. Pozzi, S. A. Matthieu, J. M. A. Laue, Portland.

#### Pennsylvania Ph.A.

The annual meeting of the Pennsylvania Ph.A. will be held on June 23-25 at the Buena Vista Spring Hotel, Buena Vista, Pa., a favored place for State meetings, as this is the fifth time it has been selected by vote of the members. It is located on the summit of one of the highest peaks of the Blue mountain range, and the sightliness of the location and the excellence of the hotel undoubtedly have a great deal to do with the popularity of Buena Vista as a convention locale.

#### Rhode Island Pharmaceutical Society.

At the recent quarterly meeting of the Rhode Island Pharmaceutical Society, Prof. John E. Groff, of the State Board of Food and Drug Commissioners, discussed "Standardization Difficulties and How to Meet Them." He said: "According to records only about 1 per cent. of all the druggists in Rhode Island find out for themselves whether the drugs used by them are of the proper standard or not." He explained how simple the process is and how short a time is required to make the tests, and urged the co-operation of the druggists with the State officials to maintain the standardization of all official preparations according to approved methods and recognized formularies. Clarence E. Bowmer, secretary of the organization, read an invitation from the Virginia Ph.A. to the Rhode Island organization to be the guests of the Southern organi-

zation in September, the invitation being accepted unanimously. Following the session there was an entertainment with music, monologues, etc. A Dutch supper was served.

#### Texas State Ph.A.

The 35th annual convention of the Texas State Ph.A. will be held in El Paso, Texas, June 16-18. To quote from the announcement: "There will be something doing all the time. Visitors will be given the opportunity of visiting the largest smelting plant in the world, and there will be a trip to the Southwestern Ostrich Farm. There will be an excursion to Ysleta, the oldest town in the United States, and possibly a run over into Mexico to see a bull fight, a chicken fight, and possibly a real fight. There will be a cavalry drill at Fort Bliss, automobile rides, music, smokers, banquets, hesitations, waltzes, tango dancing, and possibly the latest dance—the Rio Grande glide." Athletic sports, and a trip to Cloudcroft over what is termed the finest scenic railway in the world, are added attractions, and Mayor C. E. Kelly, of El Paso, an old-time druggist, has offered a prize of \$100 to the visiting druggist who proves himself the best tango dancer at the meeting.

#### Virginia Ph.A.

The annual convention of the Virginia Ph.A., at which time the Rhode Island Ph.A. will be guests of the association, will be held at the Jefferson Hotel, Richmond, Sept. 15-17. Between 300 and 400 delegates are expected to be present, and the city of Richmond through its committee on advertising and enterprises is expected to expend some \$500 or more in assisting in the entertainment of the guests. E. C. Toone, of the local entertainment committee of the pharmacists, urged such action before the city committee at a recent meeting of the City Council.

#### Women's Ph.A. of the Pacific Coast.

The April meeting of the Women's Pharmaceutical Association of the Pacific Coast was held in the Pacific building, San Francisco, with Mrs. R. E. White, the president, in the chair. Discussions were held on "Isotonic Salt Solutions," "The Preparation of Extract of Malt and Cod Liver Oil," "Methods of Preparing Ichthyol Capsules," "Iodothyrene" and "Thyroidectin." A communication was received from Miss Clarissa Roehr, secretary pro tempore of the San Francisco Branch of the American Pharmaceutical Association, in regard to the May meeting of the San Francisco Branch. Miss Mabel Dolcini read a paper on "Ozone," and Mrs. F. F. Rajotte presented a paper on "Boils." The discussion of the evening was on "The Card-Index for Stock," and Miss Nelson, Mrs. White, Miss Dolcini and Dr. Winslow participated. The May meeting of the association was held on the 22d in the Assembly Hall, Pacific building, San Francisco.

#### Western State Association Meetings.

Arizona—Phoenix, Nov. 12.

California—Santa Cruz, June 16-18.

Idaho—Boise, second week in June.

Oregon—Newport, the second week in July.

Utah—Salt Lake, the latter part of June.

Washington—National Park Inn, Longmire, July 13-15.

#### Dr. Wm. C. Anderson Addresses Brooklyn Ph.A.

The Brooklyn Pharmaceutical Association devoted its May meeting to the consideration of the Stevens bill, Dr. William C. Anderson addressing the members upon that subject. Albert Fischer, a member, also spoke upon the measure.

#### Chicago Branch, A.Ph.A.

The Chicago Branch of the A.Ph.A. was honored at its April meeting with an address by Prof. John Uri Lloyd, of Cincinnati. Prof. Lloyd's subject, "The Evolution of American Materia Medica," led to many reminiscences and his talk was very earnestly received by the audience. Secretary Gathercoal introduced the new A.Ph.A. button, samples of which had been received from Treasurer Whelpley and orders were taken for 20 of the buttons. They were voted very neat in design and excellent in finish. The May meeting was devoted to criticism, favorable and unfavorable, of the changes in the monographs of galenicals for the new Pharmacopoeia as recently published by the Revision Committee. Several pharmacists, members of the branch, led by I. A. Becker, phar-

macist at Michael Reese Hospital, prepared criticisms for presentation at this meeting.

#### City of Washington Branch, A.Ph.A.

The April meeting of the City of Washington branch of the American Pharmaceutical Association was held at the National College of Pharmacy. The director of the National Vaccine and Antitoxin Institute of Washington, D. C., Dr. J. R. Stewart, described to the large number of members and guests, and to the entire senior class of the National College of Pharmacy, present by special invitation, in a most interesting and detailed fashion, the origin and development, manufacture, characteristics, and peculiarities of each vaccine and antitoxin now in practical use, and outlined the character of experimental work now being conducted to increase the scope and efficacy of this form of medication. He supplemented his address with exhibits showing antitoxins in various states of manufacture and with demonstrations of the uses of various types of syringes. Following his address he answered all questions propounded to him concerning this line. When he took his seat he was given a rousing vote of thanks. The May meeting has been postponed until June 6, when the branch will visit the Department of Agriculture drug farms opposite the Arlington National Cemetery, in Virginia, at 1:30 p.m. At this meeting Dr. Stotsberg, who is in charge of the farms, will, after showing the members around, give a talk on drug culture, fake money-making schemes involving such culture, and a number of other subjects interesting to the retail druggist and to the general public.

#### A.Ph.A. Members Celebrate Procter Birthday.

On Saturday, May 2, a number of prominent members of the American Pharmaceutical Association gathered at the Philadelphia College of Pharmacy to honor the memory and to celebrate the birthday of Professor William Procter, Jr. John F. Hancock, of Baltimore, chairman of the committee in charge of the erection of a bronze statue of Professor Procter in Washington, and Edward Berge, the sculptor, exhibited a model of the statue which is to be nine feet high and mounted upon a granite pedestal eight feet high. William Procter, Jr., was born in Baltimore on May 3, 1817, was graduated from the Philadelphia College of Pharmacy in 1837, was elected professor of pharmacy at the College in 1846, became editor of the *American Journal of Pharmacy*, and carried on its work for 20 years. He was one of the founders of the American Pharmaceutical Association in 1852, and later became its president. He was dean of the Philadelphia College of Pharmacy for a long period and was connected with the college for many years until his death in 1874. After a luncheon had been served, the party left by train to visit the grave of Professor Procter at Mt. Holly, N. J. Among those present was Samuel M. Bines, the oldest living graduate of the Philadelphia College of Pharmacy. He was a member of the class of 1848.

#### B. L. MURRAY ADDRESSES N.Y. BRANCH, A.P.H.A.

Presents Extensive Criticisms of U.S.P. Changes and Otto Raubenheimer Replies in Full to Same.

**B**ENJAMIN L. MURRAY addressed the members of the New York Branch of the American Pharmaceutical Association at their May meeting, upon proposed changes in the U.S.P. Mr. Murray stated that he had learned in Philadelphia that the Committee of Revision had done much better work than appears from the bulletins issued. He contended that if pharmacists were to have a pharmacopoeia it should be one easy to use, which could not be said of the present edition. He proposed that every paragraph of the U.S.P. should be numbered. Then, when a reference was given, it would be definite.

Mr. Murray presented numerous examples of a type of articles for which there was not enough use to justify their presence in the Pharmacopoeia. Many queries were made relative to U.S.P. provisions by the speaker. What was a "well closed bottle?" How should magnesium and sodium sulphates be enclosed: some articles were so cheap that no one felt like spending money on containers. What "forms" shall we have in the U.S.P.? For instance, when "large, transparent crystals" are specified, might not the small crystals be suitable?

Provision should be made for deliquescent and efflorescent salts. In many cases the specific gravity is given and must be ascertained at 25° C., a very unhandy temperature. Fifteen degrees C. should be given in parenthesis. The "ash" in the U.S.P. is very unsatisfactory, sometimes no ash being required. When "no appreciable residue" is allowed; what is that, and how about the size of the original sample? Some of the easiest electrolytic assay methods are not included, for example, the silver and copper methods. The first-named is a fine one. Mr. Murray didn't see why it shouldn't be used. He concluded his remarks by picking out about 100 specific instances for criticism.

Otto Raubenheimer undertook the burden of meeting Mr. Murray's criticisms, article by article. Benzin, he stated, was included in the pharmacopoeia because it is used. The same reason applied to purified talc. Relative to the keeping of chemicals, Mr. Raubenheimer thought that the U.S.P. was superior to all others. The "forms" of chemicals was a good criticism. He also agreed upon the difficulty of obtaining specific gravities at 25° C. The question of adopting a standard dropper was briefly discussed in the course of Mr. Raubenheimer's remarks.

Dr. H. V. Army, president of the branch, stated that the sub-committee had discussed the propriety of including a table in the pharmacopoeias for specific gravities at 25° and 15°. As for electrolytic processes, those that will be published in the U.S.P. are merely an opening wedge.

#### PROF. REMINGTON ADDRESSES N.Y. BRANCH.

Delivers Enlightening Talk on Work of Revising the Pharmacopoeia—Dr. Bastedo Opens Discussion.

**P**ROFESSOR JOSEPH P. REMINGTON, chairman of the Committee of Revision of the United States Pharmacopoeia, was the guest of honor and principal speaker at an unusually well attended joint meeting of pharmacists and physicians, held under the auspices of the New York branch of the American Pharmaceutical Association at the New York College of Pharmacy. Dr. Remington's remarks threw a remarkably clear light upon the work of revision, one of the book's severest critics later observing that the speaker had awakened his sympathy for the committee whose task it was to consummate the work. In part, he said that the work of revision was fast approaching completion and the book was soon to be printed. By international agreement it would contain the same strengths and doses for all powerful preparations as do many of the leading pharmacopoeias of the world.

An authoritative international pharmacopoeia, said Professor Remington, is now regarded as a dream of the future. There is no reason why pharmacists cannot unite on doses, but the doctors of the world cannot be made to unite on drugs. The pharmacopoeia must contain drugs used in this country regardless of any particular locality. Professor Remington mentioned the international pharmacopoeia, universal peace and church union practically in the same breath as all being about equally difficult of realization. There is no reason, however, why pharmacists of the world should not accept as many subjects in common as possible.

The speaker compared the unique way in which the U.S.P. is revised with that in vogue with other pharmacopoeias, emphasizing the absence of politics, the small honorariums, the fair representation of both healing professions and the Government, etc., all features of our method. He explained the mode of electing the executive committee and the right of appeal to the general committee for a vote enjoyed, but not as yet exercised, by the chairman and the executive committee. Professor Remington compared the organization for the work of revision with that of the National government. Publicity, he said, is a prominent feature of this revision, but, necessarily, there should be a time limit to the world-wide criticism and comment.

Ament the admission of synthetics, he asserted that to make this possible in our pharmacopoeia the owner must sign an agreement, otherwise he could make any change in color, purity or otherwise, and the U.S.P. would be powerless. The manufacturer could sue for any damages he might believe he had sustained by the inclusion of his product. A manufacturer had recently won such a suit in Holland. A new U.S.P. could not be issued for every change in color, etc.

Volatile oils have been the hardest subjects the committee has had to deal with. In its work the members have had the

and the assistance of many throughout the country and will be carried on in many laboratories. The pharmaceuticals done in any way the work of one man, it is republican, and the work is done by one and the same time.

Other suggestions that the committee could do would be to Latinize the titles. The Latinizing of official titles is a suggestion of old language and to a great extent unnecessary. The new U.S.P. It will not be necessary to revise it for 10 years for a U.S.P. Important amendments will be sent out every so often. The only difficulty in the way of this is one of legality. Would such amendments and alterations be binding in the eyes of the law? It might be made into law by act of Congress.

In conclusion, Professor Remington discoursed upon a number of stereopticon slides depicting pages of the old and new U.S.P.'s. Tentatively, there will be 798 articles in the new U.S.P. The type will not be changed to any great extent. He advised those present to purchase the blue cloth-bound books, as they wore well, and changes might be made within the 10 years. Due to the present method of tanning, the sheep-bound books were always in a rotten condition. The buckram-canvas-bound copies outlast two of the others, the bands tending to strengthen the corners. The lines, as well as the pages, of the new edition will be numbered.

Dr. W. A. Bastedo opened the discussion for the physicians. In the course of his remarks he asserted that many physicians were beginning to say they couldn't see why there should be two books of standards. Why should not the U.S.P. be broad enough to include all standards?

The U.S.P., said Dr. Bastedo, is not a text-book for physicians. It should, if you will, be a reference for physicians. Speaking of patented preparations, he stated that these could not be controlled by the U.S.P. The manufacturer is his own pharmacopoeia and can be held to nothing but the patent laws. There is nothing, not even ethics, to hold the physician to the U.S.P. It should contain only those things requiring standards. As a teacher he used the U.S.P. very little—there is nothing in it to teach, except the strengths of preparations. He thought that it would be an excellent thing for the U.S.P. to recognize abbreviations since all physicians abbreviated as soon as they got to writing prescriptions in number. Dr. Bastedo concluded by stating that he wanted the revision committee to take plenty of time and get out a good complete work.

John Roemer inquired at considerable length as to whether the pharmacopoeia met the demands of pharmacy. He expressed the opinion that some of the sanctity of the book must be shattered before this question is answered.

Other speakers were Dr. Jacob Diner, Mrs. St. Claire M. Ransford-Gay, Thomas Latham, Dr. Virgil Coblentz, Otto Raubenheimer, Professor Charles LaWall, Prof. E. Fullerton Cook and Caspell A. Mayo.

#### G.A.S. TO HOLD ANNUAL OUTING JUNE 18.

College Point, As Usual, To Be Scene of Annual Gathering—Kommers Follows the May Meeting.

THE usual routine of the German Apothecaries' Society meetings was cut short at the May gathering to allow time for the kommers. Otto P. Gilbert, chairman of the entertainment committee, called attention to the society's annual outing at Witzel's Pavilion, College Point, to be held June 18, and announced that the members' society signs would be distributed as soon as the contracts for return in case of withdrawal might be arranged.

Otto Raubenheimer, George T. Riefflin, Felix Hirseman, Carl Baum, Robert C. Medl, George C. Diekman and H. V. Army were appointed as delegates to the N.Y.S.P.A., and \$25 was contributed toward the expense. Otto Raubenheimer and Hugo Kantrowitz were appointed delegates to the N.J. Ph.A.

President Dr. Charles F. Klippert expressed his satisfaction relative to the passage of the Walters bill and called attention to the recent ruling that the word "employees" in that measure meant all drug-store employees. He announced that an explanatory report on the Boylan law would be made at the next meeting.

C. E. Trautmann, of Jersey City Heights, N. J., was elected a member. F. A. Bongarts conveyed the thanks of the pharmacist who had been aided at a previous meeting by taking up

a collection. This aged gentleman had thereby tided over his troubles and his son now has a position.

Otto P. Gilbert officiated as the praeses during the first part of the kommers, which affair was started with a lively march rendered by the society's orchestra consisting of Hellmuth Jarchow (founder of the orchestra), who played cello; C. Windrath, R. Weiner, O. Satzinger, violins; M. Lubalin, viola, and O. Walter, piano.

Paul F. Roemme was in charge of the second part, the fidelitas. Many songs were participated in by all present, a feature being the singing of "Ergo Bibamus," written 30 years ago by the late former secretary Ludwig G. W. Ruprecht, father-in-law of ex-president Charles F. Schleussner. It was sung by all present at one of the society's kommers held on Aug. 14, 1884. Among the contributors to the evening's entertainment were George Leinecker, George Bruns, William Roschen, Max Hirschberg, Woldemar Franz, Carl Wippermann, Fred Schaeffer, Paul Arndt, Van Heemert and others.

#### DR. BROTHERS APPEARS BEFORE KINGS CO. P.H.S.

Evades Pertinent Queries About League But Thinks Society Members Are Conveniently Deaf, Etc.

DR. SAMUEL F. BROTHERS appeared before the members of the Kings County Pharmaceutical Society at its May meeting, held at the Brooklyn College of Pharmacy, in order, it was thought, to explain the purposes of his organization, the American Medico-Pharmaceutical League. Dr. Brothers attended in response to an invitation extended to him by the society following its tabling for a month the appointment of delegates to the League's annual convention at the Hotel Astor. Dr. Brothers was plainly put out because President Smith introduced him as "Mr." Brothers, evidently a slip of the tongue on the former's part, and one for which Mr. Smith immediately apologized.

Dr. Brothers read a paper, after which the members proceeded to interrogate him as to the work his organization had accomplished during its 17 years of existence, the number of persons in attendance at its last convention and on other pertinent points. Dr. Brothers did not answer any of these queries directly while the ERA representative was present. He did observe that some of the members seemed to be conveniently deaf, dumb and blind. A statement in some of the League's literature, taken by the members of the society as an attack upon them, was put up to Dr. Brothers for explanation. Dr. Brothers was willing to apologize for anything he might have said or done, but could not act for the League's executive committee. The society did not appoint delegates.

Dr. Joseph Mayer read a paper upon "Vlemincx's Solution," which will be published in this journal. Treasurer Adrian Paradis reported a balance on hand of \$315. Secretary A. E. Hegeman reported that he had just completed the collection of \$250 in dues. Chairman of committee on supervision, T. J. France, reported that 110 out of 126 senior students had passed their examinations, 147 of 155 juniors and 29 of 31 post-graduates.

Dr. Wm. C. Anderson, committee on legislation, reported that under the Boylan law the members had only to add the patient's name to the narcotic prescription label, since they were already fulfilling the other label requirements. He suggested that they write the patient's and the purchaser's names upon these prescriptions. Dr. Anderson stated that the Labor department's inspectors were still "on the job" despite the passage of the Walters-Seeley bill. Dr. J. H. Rehfuess commented upon the reports to the effect that some up-State druggists were using this new measure as a cloak for the employment of minors under 16 years of age. He characterized this trick as an injustice, and said that it was sure to cause the Labor department to push legislation which would take away some of the privileges druggists now enjoy. Considerable discussion evolved over the question as to whether the Boylan bill superseded the penal code in relation to the renewal of narcotic prescriptions.

H. J. J. Kassebaum, the society's detail man, was instructed to spend several days at Rockaway and Far Rockaway in propaganda work.

#### Opium Conference Called at The Hague.

The third international conference on the opium question has been called to meet at The Hague, beginning June 15.



**BROOKHATTAN CLUB'S ANNUAL FUNCTION.****Organization of Riker-Hegeman Employees Enjoy Vaudeville Entertainment—Many Stay for Dance.**

The Brookhattan Club, membership in which consists of employees of Riker-Hegeman Company, held its third annual entertainment and ball at Terrace Garden on the evening of May 6. The Garden was crowded to capacity with members and their friends, and many of the boxes were occupied by managers, trustees, officials and stockholders of the corporation. The entertainment consisted of seven numbers of high-class vaudeville—right from the theater—which were thoroughly enjoyed. This programme was followed by an order of 24 dances, "without counting all the extras." The Grand-Entree was participated in by several hundred couples. The officers of the club are: Honorary president, J. A. Crane; president, W. T. Keeshan; vice-president, R. Green; treasurer, F. Trube; financial secretary, N. P. McLean; recording secretary, C. D. Chapman. The members of the committee of arrangements were: L. A. Luther, H. C. Baer, C. N. Harlow, D. A. MacCormack, E. P. Hyatt, A. Peralta, G. E. McKeon, C. G. Judge, F. Elsner, A. Catone, P. A. Riley, J. D. Jamieson, D. Walsh, G. F. Platt, C. A. Hewitt, J. M. Shapiro, C. L. Nelson, D. McLaren, H. E. Burget, G. H. Bailey, W. L. Steffens, T. Breen, R. Searles, G. F. Beach, L. Halk and F. Hans.

**Advisory Council Holds Organization Meeting.**

The Advisory Council to the New York City Department of Health held its first meeting on May 1, Commissioner S. S. Goldwater presiding. About 50 members, representing various lines of professional endeavor, were present, among them being Jacob H. Rehfuss, Thomas Lamb, J. Leon Lascoff and Dr. Wm. C. Anderson, who represented the drug trade. The meeting was called for the purpose of organization and will probably be the only one at which all the members will be in attendance, the Council being hereafter broken up into groups which will, when requested, advise the Commissioner relative to action on subjects within their professional jurisdiction. It was hinted, so it is reported, that the restriction of the sale of paregoric and further anti-narcotic regulation would be subjects for early consideration.

**The Long Island Drug Club.**

The April meeting was held at headquarters and with a larger attendance than the previous meeting. The order of business and duties of the club were curtailed and hastened to a finish in order to allow for a social time and refreshments. Twelve new members were accepted and the names of the applicants on the waiting list were handed over to the chairman of the membership committee for further investigation.

**AMONG THE ASSOCIATIONS.**

A very successful sale of food and fancy articles was held at the Massachusetts College of Pharmacy in St. Botolph street by the members of Boston Chapter, W.O.N.A.R.D. Mrs. Mary S. Cooper, of Plymouth, president of the chapter, received informally, at the tea, which was in charge of members of the reception committee. The pourers were Mrs. Blanche Edmonds, Mrs. Atkinson, and Mrs. Olive Lunt Wilson. A chafing-dish supper was served from 5 to 9 o'clock, at which the hostesses were Mrs. William R. Acheson, Mrs. Leopold Bartel, Mrs. Frances J. Connolly, Mrs. Truman Hayes. The committee in charge of the unique event consisted of Mrs. J. F. Waterhouse, chairman of the entertainment committee; Mrs. Ethel T. Corner, chairman of the Household Economics committee; Mrs. William R. Acheson, Mrs. J. A. S. Woodrow, Mrs. H. F. LaPierre, Mrs. Marion Guild, Mrs. Truman Hayes, Mrs. Blanche Edmonds, Mrs. Martha Morey, Mrs. Gertrude Gammon, Mrs. Lillie M. Connolly, Miss Sallie LaPierre, Mrs. Bertha Morrison, Mrs. Ellen Connolly, Mrs. Mary R. Green.

The annual meeting of the Woman's Organization, Boston Association of Retail Druggists, was held at the Hotel Lenox, May 14, when the following officers and committees were elected: Mrs. Mary S. Cooper, of Plymouth, president; Mrs. Frances LaPierre Hayes, 1st vice-president; Mrs. Gertrude Gammon, 2d vice-president; Mrs. Mary R. Green, recording secretary; Mrs. Gertrude H. Bartel, corresponding secretary;

Mrs. Gertrude Ernst, treasurer; Mrs. Lillie M. Connolly, auditor; Mrs. Harriet C. Davis, Mrs. Bertha M. Hubbard, Mrs. Jennie M. Bean, Mrs. Bertha G. Tupper, Mrs. Blanche Edmonds and Mrs. Sarah A. Finneran, directors. Chairman of standing committees: Home economics, Mrs. Ella S. Twitchell; hospitality, Mrs. Olive L. Wilson; legislative, Mrs. Jessie F. Waterhouse; music, Mrs. Susie Magee; philanthropy, Mrs. Amelia A. Kilburn; reception, Mrs. Ethel T. Corner; conservation, Mrs. Martha Morey.

The Rock County Druggists' Association, including in its membership the druggists of Rock county, Wis., held its annual meeting at the Grand Hotel in Janesville, recently, and re-elected J. P. Baker, of Janesville, president, and J. M. Farnsworth, Beloit, secretary and treasurer. The discussions began with a noon-day luncheon and continued until late in the afternoon, the questions of marketing and legislation being the leading topics considered. In the evening a series of interesting pictures were shown at the Myers theater, showing the Druggists' National Home at Palmyra, Wis., and views of natural scenery in Wisconsin.

A reception, luncheon and a programme of music were features at the gentleman's night of Chicago Chapter, No. 2, W.O.N.A.R.D., at the Hotel LaSalle, May 11. Mrs. B. A. C. Hoelzer, president of the organization, and Mrs. C. D. Collins, chairman of the social committee, were in charge of the programme.

The annual meeting of the McLean County (Ill.) R.D.A. was held at Bloomington, when the following officers were elected: President, D. D. Moore; vice-president, C. E. Frison; secretary, H. W. Giese; treasurer, H. J. Frey; trustees, Mark Hayes, Iuri Dunn and R. R. Enlow.

The Nashville Penlar Club has been organized with the following officers: President, D. J. Kuhn; treasurer, G. H. King; secretary, D. S. Sanders.

**SCHOOLS AND COLLEGES****139 RECEIVE DIPLOMAS FROM BROOKLYN C.P.****Dr. Anderson Confers Degrees Upon 110 Graduates and 29 Postgraduates—Dr. Boynton Addresses Class.**

**A**N audience brimful with enthusiasm and made up for the most part of the relatives and friends of the graduates, attended the 23d annual commencement of the Brooklyn College of Pharmacy on the evening of May 14, held at the Brooklyn Academy of Music. The stage was occupied by the 110 graduates, the 29 post-graduates, the trustees, faculty and others participating in the graduation. The Rev. John Williams, M.A., delivered the invocation, after which Dean Dr. William C. Anderson conferred the degrees of Doctor of Pharmacy and presented the diplomas to those so honored. Following the salutatory, which was very ably presented by Joseph Caruso, Dr. Anderson conferred the degree of Graduate in Pharmacy upon 110 Max Weinstein delivered the valedictory address.

Nehemiah Boynton, D.D., delivered the address to the graduates, one phrase of his address, "the appreciation and appropriation of law," being driven home to the audience by anecdote and by constant but forcible repetition. The president of the college, Henry B. Smith, awarded the prizes. Julius Zippin received the post-graduate gold medal; Isidore Hamburger, the senior student gold medal; Jacob Bankoff, senior student silver medal; Isidor Goldenberg, senior student bronze medal; Edward J. Taylor, senior student Anderson medal; William Cohen, junior student silver medal; Sol Greenbaum, post-graduate membership to A.Ph.A., same being represented by a certificate which was tendered Mr. Greenbaum, and Harry A. Read, senior student A.Ph.A. membership. Some amusement was caused by Mr. Cohen, the junior student honored, who after extricating himself from the crowded balcony, marched down the center aisle only to be turned back at the foot of the platform and made to retrace his footsteps and come to the front by another aisle. After Mr. Cohen had made his long march it was the conclusion of some of those present that he had doubly earned his medal.

Henry J. J. Kassebaum, Ph.G., Phar.D., president of the Alumni Association, presented the alumni prize, a compound

professor of the senior student, Jacob Rutes. Professor A. Loeb, secretary of the faculty, read the honor rolls, which are as follows:

Senior Class: Jacob Barkoff, Henry Barrack, Charles Bushel, Solomon H. Chram, Charles Dwork, Isidor Goldenberg, Isidore H. Gorman, Harry Kimmelman, Louis Ludwig, Andrew F. Phillips, Harry A. Read, Jacob Rutes, Joseph Suchoff, Edward J. Taylor and Bessie Weiss.

Junior Class: Paul Anderson, William H. Arndt, Ada Benjamin, Joseph A. Bunscheff, Samuel H. Chester, William Cohen, Samuel M. Fass, Isidor Fine, Samuel B. Frischberg, Anna Grossman, Norman Grushoo, Morris Hirschfeld, Edward Henry, Jacques Klein, William J. Kutz, Samuel Jurow, Rose Zornograph, Francis Levine, Nathan Leventhal, Benjamin Levin, Isaac Masursky, Meyer Menaker, James Paderson, Herman Beck, Bernard Pines, Henry A. Riebeschl, Emanuel Rosenburg, Abraham Rubenberg, Joseph N. Scher, Bernard Schrazer, Henry D. Schwartz, Charles Sharoff, Irving Silver, Samuel Solomon, William Felsely, Samuel Tuchland, Curt Unverferth, Hans Weinberg, Morris Wolf and Ludwig Zwilling.

#### Brooklyn C.P. Graduates Give Dance.

The 1914 class of the Brooklyn College of Pharmacy held its graduation dance on the evening of May 11 at the Arcadia, Brooklyn, the affair being attended by the members of the class, members of the Alumni Association, the junior and post-graduate classes and the faculty. Features were the presentation of a large bouquet of American Beauty roses to Mrs. Prof. Wm. C. Anderson, and an exhibition of the maxixe by Martin H. Kleine, '06, and Miss Charlotte H. Gleeson. The officers of the graduating class were: President, Harry M. Sorowitz; vice-president, Harry A. Read; secretary, Jacob Bankoff; treasurers, Abraham Lerner, Minnie Sachs, Gustave Smith and Max Weinstein.

#### Albany College of Pharmacy.

The 33d annual commencement of the Albany College of Pharmacy was held in the auditorium of the State Education building, 41 members of the graduating class receiving diplomas. The exercises were presided over by Dean Willis G. Tucker, M.D., and the degrees were conferred by Chancellor Richmond, of Union University. The address to the graduates was made by Commissioner of Education Finley, and the prizes were awarded by Prof. G. V. Dillenbeck, Ph.G. Emmanuel Brunt, of Johnstown, won three of the four senior class prizes, taking the Arthur L. Andrews prize for the best standing in all branches; the Charles Newman prize for the best work in chemistry, and the Alumni prize for the best work in pharmacy. Each prize was \$25 in cash. Walter M. Hartman won the Dr. J. M. Bigelow prize of \$25 for the best work in materia medica. Lloyd Arthur Beardsley won the two junior prizes, one of \$25 offered by Charles Gibson for the best examination in all branches, and the Kappa Psi prize of \$10 for the best examination in theoretical pharmacy.

#### New Colorado Chapter of Phi Delta Chi.

Sigma chapter of the pharmaceutical fraternity, Phi Delta Chi, has been organized at the School of Pharmacy, University of Colorado, with 10 active and one honorary member, Dean Homer C. Washburn. The initiation was conducted by Prof. Hansen, of the Nebraska School of Pharmacy, Lincoln, Neb., and Mr. Gessler, of the Iowa School of Pharmacy, Ames, Ia. The ceremony was followed by a banquet at the Boulderado Hotel, at which the visiting professors, Dr. Drinkwater, of Denver, Prof. Washburn and others spoke. The active members of the chapter were formerly organized in what was known as the Pharmacy Club.

#### College of Pharmacy, State University of Iowa.

Five members of the 1914 class passed the last State Board examination: Maude Wieland, Red Oak, Iowa; Nellie Manbeck, Armour, So. Dak.; F. P. Hess, Lone Tree, Iowa; J. F. Kiedaisch, Keokuk, Iowa; B. G. Greene, Traer, Iowa. At the same examination Mrs. Anderson, Dow City, became registered. Mrs. Anderson is the wife of I. A. Anderson, who was graduated in 1909.

At the last meeting of the Mortar and Pestle Society, F. P. Hess, '14, discussed in an interesting way the question of how to make satisfied customers. At the next meeting Dr. C. S. Chase will address the society.

The faculty and members of the senior class were entertained at a reception at the president's house on the evening of May 5.

The State Board of Pharmacy held their annual June examination at Iowa City on Tuesday, June 9.

Dean Tecters accepted an invitation to give the annual convocation address at the University of Nebraska, May 14 at the time of the week of celebration for the pharmacy college.

The annual report of the University Hospital Dispensary under the charge of the pharmacy college shows the following interesting data:

Total number dispensing hours for the year....	911
Total number dispensing hours for the students	360
Total number prescriptions and drug orders for the year .....	30,958
Total amount spent for pharmaceuticals including biological products.....	\$8,000

Approximately 65 per cent. of the preparations were prepared by the pharmacy college with a saving of cost of about \$2600.

#### Kansas City College of Pharmacy.

The 29th annual commencement of the Kansas City College of Pharmacy was held May 7 at Spaulding's Auditorium, when 17 graduates received their diplomas. The dean, Prof. David V. Whitney, presided, and prayer was offered by the Rev. J. B. Swimney. The college medal for the highest general average and the alumni medal for the highest grade in the chemical laboratory work were won by Ralph E. Foster, of Perry, Oklahoma. James F. Flynn, of Kansas City, and Roscoe M. Hutchinson, of Aurora, Mo., won honorable mention. In the junior class Giles E. Wickshire, of Larned, Kan., won the college medal for the highest general average, and Douglas Lauder milk, Harry Kelly and Thomas S. Evilsizer won honorable mention. The party given the graduates by the alumni association was at Drexel Hall, and was a very enjoyable affair. The reception committee was made up of Mr. and Mrs. Alvah Estabrook, Mr. and Mrs. D. Victory Whitney, Mr. and Mrs. J. Glazier Williams, Mr. and Mrs. John B. Massman, Mr. and Mrs. Ben L. Welsh, Dr. and Mrs. Virginius W. Gayle, Dr. and Mrs. L. G. Taylor, Dr. and Mrs. Robert D. Ireland and others.

The faculty and the graduating class were guests of Parke, Davis & Co., at luncheon, two or three days prior to graduation, and after this visited the local house.

Nick S. Neylon, a junior from Paola passed the last Oklahoma State Board examination with exceptionally good grades. He received 95 per cent. in chemistry and 93 per cent. in pharmacy.

The graduating class were the guests of Prof. and Mrs. Whitney, of the McPike Drug Co.; Faxon, Gallagher and of Eli Lilly & Co. during the week preceding commencement.

#### Louisville College of Pharmacy.

The largest graduation class in the history of the Louisville College of Pharmacy received diplomas at the 43d commencement exercises at the Women's Club, Louisville, May 11—29 in all. The diplomas were presented by Simon N. Jones, president of the college, and the address to the graduates was made by the Rev. J. T. Schieffelin. Sterling T. Monroe, of Auburn, Ky., was the valedictorian.

#### University of Maryland.

The graduation exercises of the University of Maryland, including the Department of Pharmacy, were announced for June 1. The graduating class of the Department of Pharmacy includes about 25 members. With the next academic year the requirements of the university as to matriculation will be raised, making it necessary for students to have at least a high school or even a college education, and thus complying with the standards adopted by other leading institutions. Dr. Henry P. Hynson, of the drug firm of Hynson, Westcott & Co., who holds the chair of practical pharmacy and dispensing at the university, has been elected secretary of the Board of Regents of the University.

#### Massachusetts C. of P.

The 46th commencement exercises of the Massachusetts College of Pharmacy were held at Horticultural Hall, Boston, May 14, 32 receiving the degree of graduate in pharmacy, and

seven that of pharmaceutical chemist. The exercises included an address of welcome, by Charles P. Norton; class history, by Edward L. Faucongy; class oration, by Joseph H. Cooney; class prophecy, by Ralph E. Coburn; class will, by Alice G. Coleman; essay by John D. Clancy; farewell address, by Robert E. Bemis. President C. Herbert Packard was the presiding officer, and the address to the graduates was made by Hon. Samuel W. McCall.

#### NEW YORK C. OF P. GRADUATES 138.

**B**EFORE an appreciative audience composed of their sisters and their cousins and their aunts—an audience so enthusiastic that it applauded every feature of the evening, including the invocation—138 young men and women received their degrees at the 84th annual commencement of the College of Pharmacy in the city of New York May 14. Of this number, five were women, and two graduated as food and drug analysts.

Dr. Henry C. Lovis led the class during the opening ceremonies, up to the patriotic decorations of the stage, where the faculty, trustees and officers were already assembled. After a brief address by President Nicholas Murray Butler, of Columbia University, Secretary Thomas F. Main presented the names of the candidates for the degree of Graduate in Pharmacy, which was conferred by President Butler. Dean H. H. Rusby then presented two names as candidates for food and drug certificates. In his address to the graduates, President Butler dwelt on the American viewpoint, by which a man's opportunities furnished the measure of the responsibilities he was expected to assume.

The Alumni prizes for general excellence were presented by Dr. Joseph Weinstein, as follows: 1st prize, gold medal, to Edward J. Kodet; 2d prize, silver medal, to Jacob Marianowsky; 3d prize, bronze medal, to Boris Gourin. The Trustees' special prizes, consisting of small steel engravings of famous Americans valued at \$100, were awarded by Prof. Charles F. Chandler, professor emeritus of chemistry at Columbia, and former president of the college. The first prize, for highest standing in the chemical laboratory, went to Boris Gourin. The second prize, for excelling in the pharmaceutical laboratory, was awarded to Herman J. Godes, and the third prize, for best work in the materia medica laboratory, was received by Edward J. Kodet. The prize of the Italian Pharmaceutical Society, consisting of a gold medal for the highest average in the five laboratory branches, went to Jacob Marianowsky. In presenting the prize, Dr. William Mansfield called attention to the increased attendance of Italian students at the college, the senior class containing 20, and the present junior class 25, as against 5 in all only two years ago.

The roll of honor follows:

Edward J. Kodet, Jacob Marianowsky, Boris Gourin, Herman J. Godes, Harry Gittleman, Michele De Lalla, Brooke J. Davis, William Zibulsky, Cosimo Ligorio, Louis Reiss, Orrin Hertz, Samuel Kaplan and David Chasan. Dr. George C. Diekmann commented favorably on the high standard of scholarship that was being maintained. He stated that the examinations of this year had been more difficult than in any preceding year, yet that the highest graduate this year had received an average mark only 0.17 per cent. lower than the first prize winner of last year, while the last name on this year's honor roll was more than 2 per cent. higher than the corresponding average of 1913.

The valedictory address was delivered by Lucius Angus Williams, of Brockport, N. Y. The invocation and benediction were made by Rev. Raymond C. Knox, chaplain of Columbia University. The music of Van Baar's military band set a high standard for future commencements.

#### N.Y.C.P. Class of 1894 Holds Reunion.

A reunion and dinner to celebrate the 20th anniversary of the graduation of the class of 1894 was held at Cavanagh's, in April, and attended by 52 members of the class and by Professors Coblenz, Ferguson and Madison. The class decided to make it an annual event, and perfected a permanent organization by electing the following officers: President, Hieronimus A. Herold; vice-president, Peter J. Ehrgott; treasurer, Philip Eichler; historian, Nelson S. Kirk; secretary, Frank N. Pond. The dinner was purely a family gathering, only members of the class being present, many of them coming

from distant cities to attend. The speeches were limited to three minutes and every member present was heard from.

#### University of Michigan School of Pharmacy.

Dr. W. S. Hubbard, instructor in food and drug analysis and acting-secretary, who has had charge of Dr. Schlotterbeck's classes during his two years' leave of absence, has resigned. Dr. Hubbard has no definite plans for the future.

C. A. Onweller, Ph.C., '13, has recently purchased an interest in a store in Fayette, Ohio. The new firm is known as Onweller & Onweller.

M. J. Seeley, B.S. (Pharm.), '13, recently had an article on "Vinegar Production and Adulteration" in the *Oregon Countryman*.

R. F. Smith, Swanton, Ohio, and C. P. Field, Grand Rapids, were initiated into the honorary chemical fraternity, Phi Lambda Upsilon, recently. Mr. Smith has the honor of being the only sophomore out of the eight initiations.

Mrs. A. B. Stevens returned to Ann Arbor the first part of May after a year and a half in Southern California, where Professor Stevens has purchased a lemon and orange grove.

Most of the seniors are located for the coming year, and from present indications, there will be about half enough men to fill the positions.

Prof. A. H. Clark, of the University of Illinois School of Pharmacy, spent several days in Ann Arbor recently.

The Summer session of the School of Pharmacy will extend from June 29 to August 21 (eight weeks). The courses will include: Theory of Pharmacy; Manufacturing Pharmacy; Drug Assay; Food and Drug Analysis; Household Chemistry. The course in Food and Drug Analysis is especially recommended to those who desire to prepare for Government positions, while the course in Household Chemistry, with the privilege of taking laboratory work in connection, offers an excellent opportunity for pharmacists and high-school teachers to become familiar with the most important branch of chemistry. The course will be given under the direction of Prof. A. B. Stevens, acting-dean of the School of Pharmacy.

#### Northwestern University School of Pharmacy.

The graduating exercises of Northwestern University School of Pharmacy were held April 15, a class of 56 receiving the degree of Graduate in Pharmacy. The address to the graduating class was delivered by Doctor Charles Louis Mix, secretary of Northwestern University Medical School. Dean John H. Long presented the class with their diplomas, and the degrees were conferred by President A. W. Harris, of the university. The presentation of the class picture was made by Carl Lee Myers, vice-president of the class. The following received diplomas: Paul J. Binek, Maurice D. Blackburn, Clarence E. Buchholz, Victor E. Czarhurski, Elmer L. Dahl, Paul A. Dahl, Joe Donner, Walter F. Deitrich, Brook Farver, Roy A. Fortun, Henry Fox, George Gyllenhammer, Roy L. Haines, Lew B. Hamilton, Walter C. Hanna, Charles S. Hocking, Lloyd Holland, Frank V. Kara, Michael J. Kerwin, Zdenek Koller, Kenneth A. Lea, Robert C. Ledford, Alvin J. D. Lenz, Harry E. Lewis, Robert S. Lothian, Edward A. Luria, William F. McRoberts, Richard H. Merritt, Armand R. Monaco, Clyde R. Moore, James W. Moore, Carl L. Myers, Heman F. Oglesby, John H. O'Leary, Earl R. Palmer, Glen H. Parker, Harold A. Parkison, Jonathan B. Patton, Joseph P. Pavek, James A. Pierce, Hosmer B. Porter, Vernett J. Rees, Thomas E. Ryan, William J. Shelver, Earl F. Shippy, Isadore Shure, John D. Skowron, Kenneth A. Sprinkle, Harry E. Stearns, Nelson M. Thomas, Paul G. Tschaban, Earl C. von Ohlen, Earl G. Wheeler, George Wilcox, Harry C. Wilson, C. M. N. Wroblecki.

#### Buffalo College of Pharmacy.

The alumni of this college in Rochester and vicinity united with the alumni of the other departments of the University of Buffalo in holding the first University Alumni dinner, in the city of Rochester, at the Rochester Club, with an attendance of 125. The Buffalo men went down and returned in a private car, furnishing all the comforts possible for such a trip. A permanent organization was effected in which the pharmacy college was represented by George M. Gilbert as secretary, and Floyd M. Kline as member of the executive committee. Dr. Charles R. Barber, of the class of '82, medical department, was the toastmaster, and Dean Willis G. Gregory,

a medical classmate of Dr. Barber's, spoke for the pharmacy college. Steps were taken to repeat the dinner next Winter. Alumni of the college, who had not met in 10 years renewed their acquaintance, and the affair was a brilliant success.

#### Indianapolis College of Pharmacy.

Twenty-one young men graduated from the Indianapolis College of Pharmacy, Indianapolis, the diplomas being given at a banquet at the Hotel Severin in that city. Frank Lockhart, president of the class, presided. Dr. Ferd. A. Mueller, dean of the college, presented the diplomas. E. H. Niles, of the faculty, also spoke briefly. The Alumni Association elected the following officers: President, E. H. Niles; vice-president, Rex Rudicell; secretary, F. M. Sieg, and treasurer, Frank Lockhart. The junior class also gave a banquet at the Hotel Severin. The officers of the class are: President, Edwin Stuckmeyer; vice-president, James White, and secretary and treasurer, William Jenkins.

#### University of Wisconsin.

Work in prescription practice and pharmaceutical technology will be offered during the Summer session at the University of Wisconsin, located at Madison, in the regular Summer school which will open during the latter part of June. The new courses are primarily for the benefit of apprentices employed in drug stores, who wish to avail themselves of practical training, and it is expected that many will make use of the opportunities offered. Fully-equipped laboratories and a dispensary, containing all of the U.S.P. galenicals, chemicals and crude drugs for comparative study, a milling room and a distilling and extracting room, will be open to the students.

#### Massachusetts College of Pharmacy.

The annual banquet of Mu Chapter, Kappa Psi Fraternity, of the Massachusetts College of Pharmacy, was held at the Copley Square Hotel, Boston, with an attendance of 45. The guests included Dean Bradley, Prof. Elie H. LaPierre, Dr. J. F. Grant and Dr. A. W. Balch. Dr. Leopold Bartel presided, and the committee in charge comprised R. E. Bemis, chairman; E. G. Nagle, R. M. Kallejian, F. J. Wotton, P. A. Barnes and Harry McCormick.

#### Department of Pharmacy, University of Maryland.

The first annual banquet of the class of 1915, Department of Pharmacy, University of Maryland, was held at the New Howard, Baltimore. The president of the class, A. L. H. Sterling, presided and addresses were made by Dr. H. P. Hynson, professor of practical pharmacy and dispensing; Dr. E. F. Kelly, also of the faculty, and W. Ramond Moody, a former professor of Washington College, who discoursed on "College Men and Social Service." The University of Maryland Orchestra furnished music.

#### University of Washington, College of Pharmacy.

The members of the Pharmacy Club were delightfully entertained by Dean and Mrs. C. W. Johnson at the Faculty Club House on the campus recently. Dancing and cards were the diversions of the evening and refreshments were served.

Ray B. Conner, Ph.C., '12, former State drug inspector, of Washington, has accepted a position with the Murgitroyd Drug Co., of Spokane.

The Pharmacy Club gave their annual picnic on May 16 at Evergreen Park, near Bremerton. A launch was chartered and about 30 couples enjoyed the trip across the sound. The day's amusements consisted of games, boating and a visit to the U.S. Navy Yard.

#### Lectures on "Perfumes and Flavors."

Dr. Alois von Isakovic lectured before the Institute of Arts and Sciences and the senior students in organic chemistry at Columbia University at Havemeyer Hall on May 8, taking as his subject "Perfumes and Flavors, the materials utilized, their chemistry, synthesis and practical application." He covered the subject from both the scientific and practical viewpoints, and mentioned a number of new constituents of flower perfumes not commonly known as such. The specimens of constituents of perfumes and flavoring oils from the Chandler Museum of the University, supplied by courtesy of the lecturer, excited much favorable comment. Some of the novel points made by the lecturer will be presented in a forthcoming issue.

#### 100,000 Students Enrolled in Professional Schools.

According to the recent report of the U.S. Bureau of Education there are 100,000 students enrolled in professional schools in the United States this year. The profession of trained nurse has the largest number of students, 34,417. Law comes next with 20,878, medicine, with 17,238; theology, with 10,965; dentistry, with 8015; pharmacy, with 6165; and veterinary science with 2824. New York has the greatest number of students in professional schools, with Illinois second and Pennsylvania, Massachusetts and Missouri following in order.

#### Design for Procter Statue Approved.

A model submitted by Sculptor Edward Berge, of Baltimore, for a statue to be erected in Washington in the memory of the late Prof. William Procter, Jr., has been accepted by a committee of 50 members of the N. J. Ph. A. The committee adopted resolutions requesting the A. Ph. A. to adopt Mr. Berge's design, which calls for a statue 9 feet in height on a pedestal 8 feet high.

## BOARD EXAMINATIONS

### California.

SAN FRANCISCO, May 20.—At the recent examinations held under the direction of the State Board of Pharmacy, the following applicants for registration were successful:

Pharmacists—W. A. Mathison, Harry B. Molyneaux, Hermann Karnell, Philip Diamond, Frank Carlisle, Grover F. Bowman, Geo. M. Asselin, W. C. Paschall, James T. Smith, Rollo H. Hilbert, Arthur Shockey, L. Wrampelmeier, Charles M. Caton, Garrett S. Lohman, W. L. Mason, John Alphonso Sasso, Wilson O. Gibbs, Walter J. Cadman, Bella G. Ginsburg, P. J. Neale, H. C. Heffren, Anthony Tripi, Henry W. Swanson, Gilbert Flores, Cecil M. Carpenter, Reginald H. Winter, Victor O. Saphro, James E. Rawlings, Charles A. Elbott, W. O. Rogers, Kire L. Clock, Percy Geo. Linn, Isidore A. Melnick, Louis A. Hopkins, Dee J. Brown, M. A. Martindale, Alfred Mathews, Agnes D. Fairweather, Lester Gawthrop, Chas. M. Garrett, Mary C. Nolan, G. H. Lewin, Willard E. Frieze, Stanley L. Crandall, Frank M. Boswell, Jr., Basil Raout Clark, Edward A. Yount, Thomas B. Powell, Samuel L. Benson, Wm. Deason McCarroll, Wesley C. Burr, Fred C. Leland, Lew O. Stelzner.

Assistants—Joseph E. Ostrom, Florence M. Dunlap, Walter J. Miles, Carlo Leone, Farrel L. McGowan, John E. Booth, Jos. A. Jaacetti, Harry Wittkopp, John J. Hamilton, Otto K. Gerstner, J. H. Ochsner, George A. Golden, William J. Hannberg, Earl Marshall, Armon W. Malone, Henry Lloyd Miller, H. B. DuPee, William T. Heberlie, Dale L. Cumley, Lewis H. Young, Enos Van Clief, Elwood I. Randle, Geo. W. Tippett, L. H. Rogers, Fay Leonard, Archibald J. Dutcher, David H. Frazer, Fred Osborn, Norman Levin, Edgar C. Vincent, C. J. Foerster, Joseph A. Citron, William E. Armington, Edward Costello, B. LaMoine, Ernest Pagust, James L. Barbanell, Minor C. Kinnicut, Robert E. Miller, Asa Smith, Enrico Gentilini, Louis C. Kinney, F. F. Saldamando, Lester B. Tozier, Nick W. Mandich, Archie R. Hewitt, Robert C. McKnight.

The next examinations will be held in Los Angeles, beginning July 15, and in San Francisco, July 22.

### Delaware.

NEWARK, May 20.—Seventeen candidates took the examination of the Delaware Board of Pharmacy in this city April 1. The following were granted certificates:

Pharmacists—Wilson B. Swain, Trappe, Md.; Emanuel A. Shur, Philadelphia, Pa.; M. Harrison Kaitz, Philadelphia, Pa.; John L. Berk, New York, N. Y.

Assistants—John A. Devine, Wilmington; Morris Citrenbaum, H. Homer Freitag, Chas. F. Klepper, all of Baltimore, Md.

The next examination will be held at Newark, July 1.

### District of Columbia.

WASHINGTON, May 20.—Following the recent examination of applicants for registration as pharmacists the District of Columbia Board of Pharmacy has announced that certificates have been issued to the following named:

Pharmacists—Theodore L. Gill, Israel F. Lear, George R. Davenport, John H. Paine, John A. Murphy, William Thornton, Irving A. Tennyson, Theodore J. Heller, Samuel A. Lantz, Henry J. Johnson, Thomas B. Crisp, Jr., Harry S. Clarke.

The next examinations will be held July 10-11.

### Illinois.

SPRINGFIELD, May 20.—At the April meeting of the Illinois State Board of Pharmacy, held in Chicago, 22 of the 90 candidates for registered pharmacist and 30 of the 77 applicants for assistant pharmacist passed successful examinations. Their names follow:

Registered Pharmacists—Albert F. Anderson, Frank G. Basile, Sander Brichta, Geo. E. Buckman, Henry A. Churchill, John L. Dancy, Joe Donner, Walter A. Endee, Nate Forman, Andrew J. Getz, Joe P. Graf, Roy L. Haines, Philip E. Hildebrandt, Kenneth A. Leo, Fred J. Lorenz, Chas. C. Orr, Irving F. Pearce, Chas. A. Trachman, all of Chicago, and Frank E. Kiley, Cullum; Robt. M. Lyman, Joliet; J. Arnold Michels, El Paso; Harry S. Sponberg, Rockford.

Assistant Pharmacists—Richard J. Anderson, Christopher Barone, Walter Buchrucker, Wm. L. Cunningham, Elmer L. Dahl, Chas. Green, Victor L. Geisritz, Leo J. Hillman, Sylvester H. Hojnacki, Michael Jacobson, Willis C. Kuecka, Frank H. Lindeman, Samuel Lisee, Wm. J. McSherry, James W. Moore, Chas. M. Patera, Jr., Edward R. Riemer, Chas. J. Schultz, Ernest L. Shinkard, Clifford Spalding, Paul Unger, John G. Zarek, all of Chicago, and LeRoy E. Anderson, Moline; Floyd W. Bryant, Elizabeth; Thos. P. Bolger, Woodstock; Guy B. Davis, Abingdon; Cecil W. Hunter, Pesotum; Clarence A. Larson, Moline; Clifford E. McKee, Dixon; Saml. B. Wade, Fairbury.

The next meeting of the board in Chicago for the examination of applicants for registered pharmacist will be held on July 14. Applicants for assistant pharmacist will be examined July 16. The next apprentice examinations throughout the State will be held on Friday, July 3.

### Indiana.

Members of the Indiana State Board of Registration and Examination in Pharmacy with representatives of pharmacy schools of the State held a joint session in Indianapolis recently. Those who attended the meeting were: President, Albert F. Heineman, Valparaiso; secretary, Burton Cassidy, West Terre Haute; Jerome J. Keene, Indianapolis; William H. Fogas, Mt. Vernon, and William H. Rudder, Salem, members of the State Board; E. H. Niles, of the Indianapolis College of Pharmacy; C. B. Jordan, of Purdue University; Prof. Sherwood, of Angola, and G. D. Timmons, of Valparaiso University. The meeting adopted a resolution urging the Legislature to place the sale of intoxicating liquors by druggists on the same basis as the sale of habit-forming drugs. The meeting also went on record as favoring a pharmacy requisite law which would not permit any one to take an examination before the State board unless he is a graduate of a recognized school of pharmacy. A resolution was adopted that the State board define a recognized school of pharmacy as one that meets the requirements of the Pharmaceutical Syllabus. This means that no applicant for license from the State board shall receive credit for time spent in a college of pharmacy unless he is a graduate of a recognized college of pharmacy.

### Iowa.

DES MOINES, May 20.—Forty-eight out of 148 who took the recent examinations for registration in pharmacy before the State pharmacy commission were successful, as follows:

Pharmacists—Harry Leiser, Waukon; Frank D. Weaver, Ackley; Sam J. Stiles, Des Moines; Maurice R. Miller, Council Bluffs; Verna M. Lovely, Stuart; Howard Nicholas, Redfield; Ralph A. Emons, Paul A. Heller, Andy Hildegaard, Edward E. Eide, Des Moines; E. D. Brown, Columbus Junction; Joseph E. Haskins, Jessup; Jose R. Prieto, Cruces, Cuba; Edna B. Anderson, Dow City; Nellie Manbeck, Iowa City; Lawrence F. Moore, Burlington; James Macdonald, Bellevue; Martin Strand, Halbeck, Sask., Canada; C. G. Martin, Charles City; Ralph E. McKim, Nevada; John F. Kiedaisch, Keokuk; John C. Gedstead, Des Moines; Jay B. Ronsch, Fingley; Russell E. Foster, T. E. Enloe, Muzeylle Powell, Loren R. Carrico, George B. Paulson, Des Moines; Ray Green, Aurelia; E. W. Harriman, Kellerton; Plumer Egert, Frank Sassman, Des Moines; Bryce Greene, Traer; Clarence Ebert, Waverly; Peter L. Bauer, Sutton, Neh.; J. Emmet Kehl, Gilmore City; Maude Wieland, Red Oak; Rozella Schmidt, Omaha; F. F. Aess, Iowa City; Bryan L. Day, Seymour; John Reardon, Auburn; J. A. James, Huron, S. D.; Ornie Knott, George W. Forsythe, Raymond Green, Mose Oransky, William S. Macauley, Des Moines.

### Kentucky.

LOUISVILLE, May 20.—At the meeting of the Kentucky Board of Pharmacy, held in Louisville, April 14, 15, 16, the following applicants, out of a class of 51, were registered:

Registered Pharmacists—Lewis E. Cogle, Louisville; William D. Dawson, Princeton; Edwin M. Frantz, Louisville; Roy B. Gillians, Louisville; Robert E. Hancock, Uniontown; James R. Harris, Louisville; Augustus M. King, Mt. Sterling; Robert H. Konshheim, Cincinnati, Ohio; Albert E. Lacy, Crofton; Owen M. Lynch, Shelbyville; Sterling F. Monroe, Auburn; Squire E. Nichols, Clarkson; Chas. G. Passmore, Jr., Louisville; John J. Seiberz, Louisville; Martin E. Sutherland, Paducah; Jacob L. Wagner, Greenville, Ohio; Albert R. Will, Columbus, Ohio; Roy P. Hinton, Adolphus.

Assistants—Frank L. Brown, Princeton; Frank Howard, Princeton; William O. Patterson, Hawesville; H. L. Perry, Richmond; Frank W. Richey, Louisville; Vernon Valentine, New Castle; John W. Wear, Murray; Chas. E. West, Louisville; John H. Bus-tetter, Covington; J. D. Clopton, Jr., Smithland; Chas. Kretschmer, Cincinnati, Ohio; Frank W. Krull, Louisville; Geo. Meyer, Cincinnati, Ohio; Silas P. Meyer, Louisville; Ralph B. Puckett, Cincinnati, Ohio; Max H. Snyder, Louisville; Speed G. Wood, Midway. The next meeting will be held at Dawson Springs, July 14, 15.

### Louisiana.

NEW ORLEANS, May 20.—As a result of the examinations held by the State Board of Pharmacy at Tulane University, May 1-2, out of 31 candidates for registration eight were successful as registered pharmacists and five as qualified assistants. The questions were prepared by the examining committee, Gus Seemann, on pharmacy; J. T. Baltar, on chemistry; A. DiTrapani, on practical work, and Edward H. Walsdorf, on materia medica and toxicology. Those receiving certificates of registration were:

Pharmacists—E. H. Beaucoudray, Mrs. L. J. Maloney, B. O. Roberts, A. C. Flemmings, all of New Orleans; R. J. Higginson, Donaldsonville; W. J. Headrick, Jr., Logansport; H. C. Richards, Sulphur; E. F. Buckley, Slidell.

Assistants—Rene Bienvenu, St. Martinsville; V. Portinberry,

Kentwood; J. P. McNulty, John S. Morvant and George P. Welsh, of New Orleans.

### Minnesota.

ST. PAUL, May 20.—Twenty-three candidates who took the recent examinations before the State Board of Pharmacy were successful, according to a report just issued by the secretary of the board.

Pharmacists—R. Berglund, Minneapolis; J. Y. Breckenridge, Jr., Stillwater; Otto J. Bruning, St. Cloud; Theodore W. Fratzke, Madison; J. H. Gebhard, Winsted; H. H. Hart, Winnebago; Albert Lehmann, Wadena; J. H. Neumann, Lewiston; J. F. Pelant, Minneapolis; V. A. Pendleton, Minneapolis; A. W. Peterson, Ortonville; H. C. Peterson, Minneapolis; C. H. Rogers, Minneapolis; H. W. Sampson, Minneapolis; L. L. Schaffer, Delano; H. A. Scott, St. Paul; R. T. Scott, Minneapolis; J. Strimling, Minneapolis; H. W. Thompson, Stillwater; H. M. Watson, Minneapolis; J. B. Wikke, St. Paul; G. K. Wold, Austin; C. W. Zemlin, Minneapolis.

Assistants—P. J. Binck, Owatonna; H. W. Christianson, Belgrade; R. W. Cannon, Minneapolis; C. C. Cowing, St. Paul; J. P. Faas, New Ulm; F. A. Gifford, Minneapolis; J. T. Gericke, St. Paul; A. O. Johnson, Hudson, Wis.; E. H. Heidmann, Arlington; Fred N. Knapp, Redwood Falls; J. J. Kirchner, Richmond; Jesse J. Keefe, Minneapolis; H. E. Meyer, Twin Valley; C. A. Perkins, Minneapolis; H. C. Pereson, Minneapolis; N. V. Sanders, Minneapolis; W. A. Scheer, Chisholm; F. Sasmann, Winona; B. A. Schultz, St. Paul; G. F. Stratton, Minneapolis; B. A. Wolter, St. Paul.

### Mississippi.

JACKSON, May 20.—At the April meeting of the State Board of Pharmacy the following named were successful applicants for registration in pharmacy, 29 out of 55 who took the tests:

Pharmacists—Thomas E. Tapp, Itta Bena; W. P. Pierce, Belzoni; T. F. Ferguson, Meridian; W. R. Little, Memphis; W. E. Everett, Friars' Point; S. F. Richburg, Jackson; H. S. Rayne, Hickory; P. McMorco, Natchez; D. G. Anderson, Lucedale; R. H. Walker, Mendenhall; G. R. Lott, Richton; L. P. Hall, Rueville; W. S. Thornton, Brandon; E. Wherry, Durant; R. B. Jordan, Poplarville; W. M. Love, Terry; Clay Callicot, Caldwell; E. A. Coody, Phoenix; C. L. Schillings, Osyka; J. K. Minyard, Kosciusko; J. H. Owen, Holly Bluff; B. M. Funderberg, Raymond; H. H. Norton, Hattiesburg; J. N. Shirley, DeSoto; Norton Taylor, Greenwood.

### Missouri.

KANSAS CITY, May 20.—The following applicants for registration in pharmacy were successful in the State board examinations held in this city in April:

Pharmacists—Edward Jost, St. Louis; Noland A. Cate, Rich Hill; C. F. Kardell, Versailles; Thornton A. Washington, Garden City; W. H. Heaton, Shawnee, Kan.; Fred J. Kerlagon, Kansas City; Stella B. Walker, Kansas City; Lawrence J. Haymes, Springfield; Chas. M. Pettey, Kansas City; Dell S. Kittredge, Kansas City; Leslie V. Medicus, Kansas City; Roy R. Salloway, Lamonte; Harold V. Todd, Palmyra; W. Glenn Smith, Gallatin; Louis A. French, Rushville; Emil E. Wellmeyer, St. Louis; John France, Jr., Forest City; P. M. Fallis, Union Star; A. J. Clark, St. Joseph; H. H. Defenbach, Kansas City; Dr. C. F. Anderson, Moscow Mills; Dr. J. C. Wise, Kansas City.

Assistants—Walter Nunn, Chillicothe; Wm. G. Hogan, Neck City; Jas. R. Trolinger, Cassville; Cora E. Patton, Cabool; B. F. Menefee, Jonesburg; O. E. Berndt, St. Joseph; C. M. Murray, Cameron; W. E. Anderson, Kansas City; Murray C. Fellers, Sedalia; J. Frank Raney, West Plains; Jas. Thad. Kenney, West Plains; Jos. E. Hamilton, St. Louis; Robt. C. Glenn, Harrisonville; Walter S. Hunter, St. Louis; W. J. Sell, Waynesville; Thorn H. Nelson, St. Joseph; R. G. Thompson, St. Joseph; A. Morris Ginsberg, Kansas City; H. B. King, Elmo; Jas. I. Jones, New Cambria; Roger Bagby, Higbee; Edw. F. Duggins, Corder; Eugene L. Terry, Chito Hill.

The next meeting will be held at Pertle Springs on June 15.

### Montana.

BUTTE, May 20.—Out of a class of 40 applicants who took the recent examinations at Butte, 17 from Montana and one from North Dakota were successful, as follows:

Pharmacists—E. H. Campbell, Jr., Belt; A. F. Watson, Great Falls; J. F. Swab, Big Timber; W. G. Holm, Stanley, N. D.; Charles E. Martell, Anaconda; L. A. Baker, Livingston; Lorenzo Nickey, Harlem; H. D. Miles, Butte; H. H. Hosfield, Butte; Henry W. Flomer, Butte; F. G. Ruggles, Whitehall; D. E. Farmer, Glasgow; C. L. Brenner, Glendive; Elmathan Town, Hedgesville; R. J. Reynolds, Red Lodge; A. M. Hicks, Harden; T. A. Harkness, Missoula; Earl Converse, Anaconda.

### New Jersey.

BRIDGETON, May 20.—The following candidates were successful at the April examinations of the State Board of Pharmacy. The next examinations will be held in Trenton, July 16-17:

Pharmacists—Albert E. Askew, Camden; Frederick F. Alt, New York; Clinton F. Avis, Woodstown; Samuel Bean, Newark; Lawrence G. Beisler, Hilton; Giovanni Berardinelli, Newark; Clarence H. Berryman, Camden; Walter G. Bergman, Irvington; John J. Burke, Spring Lake; Gastano Cavallo, Garfield; Samuel M. Chenkin, Philadelphia; Joseph S. Churgin, Brooklyn; Zernan Cook, Dover; Salmon Cutler, Perth Amboy; Robert E. Davis, Elizabeth; Timothy J. Doran, Rahway; Meyer C. Epstein, Philadelphia; Morris Epstein, Philadelphia; Louis Finkelstein, West Orange; John A. Fisel, Atlantic City; William H. Fitzsimmons, Philadelphia; Raymond L. Flett, Atlantic Highlands; Louis Asir Fox, Provi-

Jence, Ruge, Philadelphia; Benjamin Goodman, Philadelphia; Katherine Gross, Philadelphia; Leo Greenstein, Philadelphia; Edward M. Hagerm, Newark; Mrs. Lottie Herman, Bayonne; Maurice E. Horowitz, Newark; Paul E. K. Janson, Glen Gardner; Meyer Kamenetzky, Newark; Mitchell Kaplan, Brooklyn; Walter M. Kaufman, Harrisburg, Pa.; George Kotelus, Newark; Jacob Krell, Long Island City; Edward J. Legg, Paterson; Lester E. Lenrow, Newark; A. E. Levitt, Newark; William Lockman, Jersey City; James J. McAvoy, Jersey City; Joseph G. Mott, Jersey City; Isaac W. Morse, Atlantic City; Joseph P. Moresh, Bayonne; Harry D. Neman, New York; Herman H. North, Jersey City; Albert C. Noyes, Jr., Bayonne; Joseph H. Oeste, Philadelphia; Asteris Pappas, Philadelphia; Roland L. Pettit, Morris-town; Ernst W. Pfeiffer, West Hoboken; Henry Pichenick, Philadelphia; Frances P. Pitam, New York; Wilbert M. Ralston, New York; Ralph B. Reiers, Morristown; Max Rosencoff, Philadelphia; William R. R. Scott, New York; Wesley M. Saylor, Philadelphia; Morris H. Schmidt, New York; Connor B. Shur, Philadelphia; Charles Silberman, Newark; Harry Spector, Newark; Leonard G. Taylor, Jr., Philadelphia; Aaron Vermeck, Philadelphia; Julius P. Watzich, Weehawken; Samuel Watt, Paterson; Irving Wechsler, Brooklyn; Louis L. Weinberg, Atlantic City; Edward C. White, Hoboken; Edward E. Winslow, Bryn Mawr, Pa.; John J. Youngblood, Newark.

Assistants—Charles W. Becker, Newark; Benjamin Baumgarten, Jersey City; Albert F. Bryniarski, Plainfield; Thomas A. Cramer, Point Pleasant; Gustave J. Eszbach, Newark; Henry A. Finestone, Philadelphia; George T. Flack, Collingswood; John F. Geiger, Jr., Atlantic City; Michael Gruliano, Newark; Everett J. Gorman, Jersey City; Charles J. Hoehn, Newark; N. Aloysius Kaiser, Newark; Bernard L. Katsin, New York; Edward Kent, Trenton; Nathan Kerber, Newark; John J. Kershuis, Newark; Henry F. Meister, Tenally; William A. Messner, Newark; Ferdinand Moccia, Newark; Maurice D. Newman, Elizabeth; Adolph Pastor, Newark; Herman I. Percely, Newark; William Perl, East Orange; George H. Rowland, Annandale; Jacob Sealetsky, Jersey City; Winfield S. Taylor, Jr., Trenton; Charles K. Wendell, Plainfield; Charles A. White, Philadelphia.

New York.

The number of penalties paid the New York State Board of Pharmacy, during April, according to Secretary Warren L. Bradt, and the character of violations were as follows:

Adulterated and deficient prescriptions.....	13
Adulterated and deficient pharmacopoeial products.....	12
Junior violations .....	9
Substitutions .....	2
Total .....	36

Oklahoma.

STROUD, May 20.—At the April meeting of the Oklahoma State Board of Pharmacy for the examination of candidates for certificates as registered pharmacists, out of a class of 85 the following-named were successful:

Pharmacists—W. H. Brewer, Caldwell, Kan.; F. E. Bradley, Norman; Sale Burns, Canton; C. C. Boles, Monett, Mo.; Edmond W. Cotton, Muskogee; R. E. Davis, Shattuck; H. M. Dreher, Oklahoma City; Jno. M. Elder, Fargo; F. A. Francis, Helena; H. M. G. Moore, Norman; R. M. Hatcher, Hastings; L. V. Hull, Norman; B. B. Hewlett, Elk City; W. A. Henning, Oxford, Kan.; J. E. Irvin, Panhandle, Tex.; Victor Keeling, Ravia; R. E. Lauderdale, Duncan; L. I. Morrison, Okmulgee; B. L. McMillan, Dodge City, Kan.; F. L. Miller, Norman; E. J. McNally, Oklahoma City; R. M. Myer, Bristow; Wm. E. Montgomery, Norman; N. S. Neylor, Kansas City, Mo.; Glen Reck, Guymon; S. H. Smith, Jr., Kearney, Mo.; Edward Sewell, Amarillo, Tex.; A. J. Starr, Florence, Kan.; Lucien Schooling, El Reno; M. M. Turner, Wagoner; H. R. Turner, Wichita, Kan.; S. B. Trippet, Denton, Tex.; N. R. Williams, San Bois; E. C. Wires, Norton, Kan.

The next meeting of the board will be held in the chamber of commerce rooms, Oklahoma City, July 14 and 15.

Vermont.

ST. ALBANS, May 20.—Mason G. Rebe, secretary of the Vermont State Board of Pharmacy, reports the following candidates for registration in pharmacy to have been successful at the April examinations:

Joseph C. Lambert, of Burlington, registered pharmacist; E. L. Halden, of Proctor, registered pharmacist; N. B. Cook, of Quincy, Mass., assistant pharmacist; Hortense Merrill, of Swampscott, Mass., assistant pharmacist.

Virginia.

RICHMOND, May 20.—At the examination held April 21 were 51 applicants for registration as pharmacists. Of this number the following were given certificates:

Registered Pharmacists—J. S. Falconer, Newport News; D. H. Lewis, Victoria; S. P. Buchanan, Coeburn; J. W. Payne, Richmond; B. F. Foley, Jr., So. Richmond; E. H. Ward, Danville; W. H. Long, Richmond; D. T. Briles, Chapel Hill, N. C.; J. L. Stephens (colored), Raleigh, N. C.; W. L. Irwin, Richmond; H. S. Ramsey, Bedford; G. B. Cooke, Richmond; E. B. Phelps, Pocahontas; G. B. Uddike, Chatham; L. W. Turner, Richmond; M. Feldman, New York City; J. W. Chambers (colored), Lynchburg.

Registered Assistants—Frank Larner, Richmond; C. L. Pedigo, Blacksburg; C. W. Landreth, Richmond; R. M. Hawthorne, Richmond; W. N. Perkinson, Danville.

There were 11 applicants for examination as registered assistant pharmacists. Of this number the following were successful: T. T. Hatcher, Lynchburg; H. W. Zirkle, Richmond; G. R. Ellington, Richmond; R. T. McElroy, Richmond; C. B. Hudgins, Richmond; H. C. Hisey, Richmond; E. P. Berlin, Richmond.

The next examination will be held in Richmond July 21.

Wisconsin.

MADISON, May 20.—At the meeting of the Wisconsin Board of Pharmacy held in this city, April 14-17, the following were granted certificates:

Registered Pharmacists—Frank L. Griffin, Owen; Paul A. Dahl, Viroqua; Robert H. Leonhardt, Sheboygan; Reuben P. Plantico, Manitowoc; Charles E. Stapleton, Madison; Arthur J. Brehm, Sheboygan; Robert E. Otten, Sheboygan; George E. Elwers, Neenah; Horace L. Burnham, Richland Center; Martin C. Kopf, Milwaukee; Roy G. Germanson, Grand Rapids; Tony J. Muehlbauer, Sheboygan; Edmund H. J. Kochanski, Milwaukee; John E. O'Brien, Madison; Joseph B. A. Dorszynski, Milwaukee; Roy A. Fortun, Antigo; LeRoy G. Hoffman, Antigo; Herbert Villmow, Milwaukee; Walter A. Hackbarth, Wausau; Wm. F. Ziegenhagen, Racine; Wm. F. Luebner, Milwaukee; Louis E. Seif, Neillsville; Lous A. Fischer, Watertown; Oscar A. Reischel, Milwaukee; Walter H. Fischer, Milwaukee; Charles H. Karnatz, Milwaukee; Albert F. Netzel, Crandon; Frank K. Keating, Milwaukee; Arthur J. Erickson, Kenosha.

Registered Assistants—Charles S. Hocking, Waupaca; Harold W. Hansen, Lake Mills; Holger Kasmussen, Withee; Palmer E. Nelson, Cashton; Earl V. Rudolph, La Crosse; Alfred J. Kolpin, Kenosha; Charles G. Pable, Oshkosh; Raymond A. Miess, Milwaukee; Wm. J. Gunnan, Milwaukee; Edwin H. Cora, Milwaukee; Otto Baarth, Milwaukee; Jerome M. Peters, Jr., Milwaukee; Louis H. Kreuzer, Milwaukee; James P. Hagen, Westly; Mary E. Machacek, Milwaukee; Ivyl W. Farnheld, Milwaukee; Alvin A. Steinke, Milwaukee; Walter H. Meider, Waukesha; William H. Kropp, Milwaukee; Herbert F. L. Meier, West Allis; Charley M. Foote, Oxford; Frank W. Lightner, Randolph; Clarence Andrea, Milwaukee; Leland B. Smith, Bangor; William E. McParland, Milwaukee; Robert J. Quinn, Bangor; Theodore H. Erck, Milwaukee; Carroll J. Blanchard, Milwaukee; Edward A. Babcock, Madison; Walter C. Meyer, Milwaukee; Paul Lyon, Rice Lake; Alphonse W. Streicher, La Crosse.

This being the annual meeting of the board, the following officers were elected for the ensuing year: President, B. J. Kremer, Fond du Lac; secretary, Edward Williams, Madison.

The next meeting will be held in Madison July 14-17.

NEWS OF THE BOARDS.

The next meeting of the Colorado State Board of Pharmacy will be held at the Normal building, Glenarm street, Denver, June 12-13.

It is now possible for a registered pharmacist going to Montana from any one of 22 other States to register without taking an examination in Montana, the State Board of Pharmacy having adopted the rules and regulations of the National Association of Boards of Pharmacy. H. C. Christensen, chairman of the advisory board of the National association, went to Anaconda and conferred with the members of the State board.

Members of the boards of pharmacy of Missouri and Kansas were guests of the Kansas City R.D.A. at a luncheon at the Coates House, Kansas City, Mo., recently with S. N. Doerschuk, president of the association, as toastmaster. In addition to the members of the boards, Professors L. E. Sayre and L. D. Havenhill, of the University of Kansas were guests.

The Iowa State Board has been stirred to drastic action against law-violating druggists, the arrest of 26 Des Moines druggists on the charge of selling intoxicating liquors after the police had raided several stores, bringing the matter to a head. Eight druggists were cited by the commission to appear before that body and show why their certificates of registration should not be revoked.

Governor Dunne, of Illinois, in a letter addressed to the State Pharmacy Board, calls the attention of that body to complaints, which have come from several cities of the State, of druggists who have declined, according to the reports, to permit the removal of injured persons to their stores for first aid. The Governor asked the co-operation of the board in removing all just cause for complaint, his letter reading as follows: "Complaints have reached me that in many cases of accidents, where persons are injured on the public highways, druggists to whom the injured parties have been brought for first aid, have refused their admission into drug stores and first aid assistance. The ordinary dictates of humanity require in case of sudden injury that all persons of all professions and trades give such relief as lies within their power. I would esteem it a favor if you would call the attention of the registered pharmacists of the State, whom I believe to be a body of humane, upright men, to the fact that such complaints have been made to the Governor, and ask them to show in the future that those complaints cannot be justly directed toward the pharmacists of the State as a body."

The Ohio State Board of Pharmacy has started after the druggists who have been convicted of the illegal sale of cocaine, the druggists in question being cited before the board to show cause why his or her certificate should not be revoked.

Members of the Indiana State Board of Pharmacy were entertained at a banquet given at the Bohemia Cafe, Lafayette, Ind., May 14, by the Lafayette R.D.A. and the Purdue Ph.S. John J. Seultz was toastmaster.

John A. Weeks, a member of the Texas State Board of Pharmacy, states that in an opinion rendered to him he was advised that a drug store which employs a registered pharmacist, having supervision of the compounding of prescriptions and the sale of drugs, would not require the registered man's presence at all times, but that an unregistered druggist could, under the supervision of the registered man, sell drugs and compound prescriptions; that "supervision" did not mean direct supervision but a general supervision. The State attorney-general, however, has held that the law must be substantially complied with, and that the registered pharmacist must actually supervise all the affairs of the drug store.



## The Abolition of the Guaranty and Serial Number — What Leading Drug Firms Say.

**B**Y SIGNATURE of the Secretaries of Agriculture, Treasury and Commerce the guaranty and serial number regulation under the Pure Food and Drugs Act has been rescinded, the abolition of such legends taking effect on May 1, 1915. From the first the object of criticism on the ground that such legends are "misleading and deceptive," the action of the three secretaries in removing all grounds for criticism meets with the general approval of manufacturers, and of such national associations as have been in session since the edict of May 5, with the proviso that some extension of time should be allowed manufacturers who have in stock sufficient labels bearing the guaranty legend to last them far beyond the date set for the banishment of this label guaranty. The substitution of an individual guarantee is in accord with existing trade customs when articles are in interstate commerce.

In response to inquiries from the ERA, manufacturers of drug products and proprietaries have stated their position in regard to the new ruling, although a number of the firms approached did not care to comment either in one way or another, accepting the ruling as a matter of governmental supervision which calls for no particular action on the part of the manufacturer. A number of these replies will be found herewith; the text of the government ruling, reasons for the action, and a history of the guaranty legend following:

### The Norwich Pharmacal Company—

"We view with some concern the prospect before us of again changing our entire line of labels, running into the thousands. A few years ago we passed through the stress and strain of such a change to comply with the amended form of the guaranty legend. That meant some thousands of dollars of needless expense, which we charged up to the artful practices of those few manufacturers who perverted the beneficent provisions of the Pure Food Regulations into a means for deceptive advertising of their wares. The many reputable manufacturers are again called upon to pay the penalty for the sharp practice of a few. To those who market a limited line the expense of changing the labels may not be serious, but to houses like ours, whose line of manufacture embraces thousands of items, it is an expensive luxury. In common with other manufacturers doing business in New York State, we have just revised our labels to comply with the Weight and Measure Law, so that with another change made necessary by the removal of the guaranty legend, you can see that the manufacturer's lot is not a happy one. However, there seems good and sufficient cause for the action of the three secretaries from an administrative standpoint, and it is incumbent upon manufacturers to comply cheerfully with the hope that the labels printed henceforth may serve their intended end and not be thrown away.

It seems to us that for several reasons the abolishing of the guaranty legend and serial number will work a disadvantage to the manufacturer. For one thing, the dealers and consumers have become accustomed to look for the legend, and its absence from the package or label will, at first, undoubtedly raise a question as to the quality of the goods. We have no doubt all concerned will soon become accustomed to the new order of things and that in the end this will not be a serious matter. The feature which will cause the most trouble, it seems to us, is that which requires the guaranty to be incorporated in the invoice and each guaranty to be signed by the manufacturer or dealer. It might not be a serious matter to the maker of one or two items to individually sign guaranties

with each invoice, but to concerns having thousands of open accounts upon their books it might prove a serious question if each separate invoice must be individually signed, as seems to be provided for in the amended regulations. It is to be hoped that some means can be provided whereby recognition will be given to a guaranty issued directly to the customer and covering all goods which may be purchased from that manufacturer; in other words, have a single guaranty cover all transactions between that particular manufacturer and dealer. It may be found that some such plan can be devised which will be in accord with section 9 of the Food and Drugs Act, and which, at the same time, will relieve the manufacturer from the necessity of making out and signing hundreds of guaranties on each day."

### The Wm. S. Merrell Chemical Co.—

"The new ruling must be considered from two standpoints—the value and the practicability of the guaranty itself, and the effect of the frequent changes in rulings which have been in force for eight years. We heartily approve of the decision now reached by the Secretaries of the Treasury, Agriculture and Commerce for the following reasons:

"1st. While the guaranty is issued by the manufacturer and not by the Government, the assumption on the part of the public that the Government in some way has examined and approved the products bearing the serial number is to some extent warranted by the later part of the legend in the Pure Food and Drugs Act—June 30th, 1906.

"2nd. The guaranty clause has been made the basis of deception on the part of unscrupulous manufacturers and even the possibility of this deception should be eliminated.

"3rd. The guaranty is of no value to the manufacturer of pure drugs or pure foods, but on the other hand has placed him at a disadvantage in competing with manufacturers of inferior products, which are also assumed to be guaranteed by the government under the Pure Food and Drugs Act.

"4th. With the establishment of the simple guaranty from the manufacturer to the jobber—from the jobber to the retail dealer and from the dealer to the consumer, the responsibility of the distributor will be increased with the result that he will look more to the quality of the products purchased than to the mere fact that the labels bear the serial number and the guaranty legend. This should have a tendency to increase the quality of all products on the market—eliminate unfair competition and make it more difficult for inferior products to find ready distribution through conscientious and reliable dealers.

"With respect to eliminating the guaranty, it should be understood that manufacturers have already been put to an enormous expense in the printing of new labels and redressing packages. This is not only on account of the introduction of the guaranty legend, but from the fact that the approved form has been changed four times by department rulings—these changes being additional to others made necessary with reference to the statement in terms per ounce of certain inhibited ingredients. This has already involved a needless waste and expense which should be duly considered by the commission and especially with reference to future rulings, so that the various phases of the subject may be ably considered before further unnecessary expense is imposed upon the manufacturers of the country.

"The year's time allotted for the change appears liberal and ample for the purpose of manufacturers of foods and of patent medicines, but with the pharmaceutical manufacturer with from

to 50 items on the list, many of which are necessarily small. The complete elimination of the guaranty legend in any of this time is an exceedingly serious problem and one which will cost more expense than he should be reasonably asked to undertake. The immense number and variety of labels required in the pharmaceutical line, for there are from three to six labels for each item, according to size, makes it an impossible task to accomplish this change within one year except at enormous expense. Every pharmaceutical manufacturer today is most anxious to get on his slow-selling preparations bearing the name of the guaranty legend which have been authorized by the Government, whereas this last change totally eliminating the legend renders this entire stock of labels without value.

"The last change in legend allowed two years' time and still left it possible to use the labels with a supplementary label containing the latest approved form of guaranty or legend. This two years' time was none too much and should be allowed as a minimum to accomplish this last change with any manufacturer who has a line requiring any considerable number and variety of labels.

"Aside from this feature, we fully approve of the new ruling, and if necessary, would readily assume the loss and additional expense involved for the benefits which we believe will be derived by the manufacturers of quality products and for the manifest advantages to the general public."

#### Frederick Stearns & Co.—

"We are heartily in favor of the recent ruling made by the three Secretaries rescinding the use of the guarantee legend and serial number on food and drug products. The utility of these has frequently been brought into question. It would seem, too, that they have caused confusion in the minds of many final customers and have been incorrectly interpreted by a great many. While the fundamental idea is very good, we submit that the time permitted in the ruling to dispose of stocks on hand is not sufficient. We believe a great many manufacturers will have on hand considerable quantities of expensive labels, cartons, lithographed tins and other containers on which the legend referred to appears. Since the use of this phrase was suggested by the Government and manufacturers have used it in good faith, we believe that the time should be extended so that the packages or containers carrying the now proscribed wording may be used up without inflicting hardship or loss upon manufacturers and other dealers. It would seem unfortunate that this ruling covers only food and drugs and that the guarantee and serial number are to be continued for the present at least, on insecticides and fungicides. As the enforcement of both laws is in the hands of the same officials, and if it is advisable to eliminate the clause referred to from food and drugs, it would seem that it would be equally advisable to have it removed from insecticides and fungicides."

#### Lehn & Fink—

"This is undoubtedly a wise move from the Government's standpoint, for it is undoubtedly true that in sporadic instances the public has been misled by such legends to believe that the merchandise to which they relate had been examined or approved by the Government. Admitting that it is a wise move, it naturally follows that we approve of it. A great many of our labels will become useless after May 15, 1915, for it is impossible for us to use up all of them by that time, but let us be sanguine and hope by that time a new order will be promulgated which may compel us to put the legend on again, so we may be a little right after all."

#### Sharp & Dohme—

"We feel, in reference to the new ruling, that there is no occasion to eliminate it now that it has been in force so many years. The fact that the name of the guarantor, representing the manufacturer, is now required as part of the legend should, and in our judgment does, eliminate all danger of the legend being misleading, although, before this was required there was, doubtless, much misrepresentation practiced by unscrupulous houses. In view, however, of the fact that the regulation abolishing the legend has been promulgated by the three secretaries, we think they should permit the use of present labels with the legend cancelled with indelible ink, until such time as manufacturers can replace existing stocks without unnecessarily destroying their property in labels, which in many cases

run into the thousands of dollars. In our judgment, the regulation should read that on and after a certain date, say May 1, 1915, no package shall be permissible upon the shelves of dealers containing the legend, but cancellation by indelible ink shall be considered as an elimination of said legend. It will not affect the honorable manufacturer, who will guarantee his goods whether they contain the legend or not, and it probably will not affect the wholesale and retail dealer, because practically all manufacturers will continue to guarantee their goods. Even the independent or unscrupulous manufacturer will hesitate to refuse to support the dealer should his goods be found wanting while in the hands of the dealer."

#### The H. K. Mulford Company—

The H. K. Mulford Co. enclosed a copy of the following letter which was sent by them on May 19 to Secretaries Redfield, McAdoo and Houston:

"We are in receipt of copy of the ruling issued by the Food and Drug Inspection Commission prohibiting the use of the guaranty number on labels and wrappers printed after May 1, 1915. Orders have this day been issued to discontinue stamping the guaranty number on labels, wrappers and circulars printed from this date. Since we manufacture a great number of pharmaceutical preparations, many of which are sold in small quantities, we are obliged to order a sufficient number of labels, wrappers, boxes, etc., at one time to last for several years, and respectfully ask if we may be permitted to use after May 1, 1915, the labels and wrappers that we may have in stock bearing the guaranty number as printed per sample submitted. As representing one of many containers ordered, we are submitting under separate cover a package of Crystal Pastilles. You will note the label specifically states that the product is guaranteed by the H. K. Mulford Company, and by no means can the purchaser be led to believe they have been examined and approved by the Government. Inasmuch as we will doubtless lose many thousands of dollars if we are unable to use these and similar containers, we hope you will give our request your most careful consideration. What will be your decision in regard to the serial number in the Insecticide Act? Very truly yours,

H. K. MULFORD COMPANY,

#### McKesson & Robbins—

"We think that a grave mistake is being made in forbidding the guarantee legend on labels. Now, every retailer and every jobber will have to keep a file of guarantees from every manufacturer from whom they buy and refer to it each time he receives any goods, to assure himself that he is safe in selling them. Would not the jobbers display good judgment if they guaranteed on their invoices only such articles as they made themselves and allowed the manufacturers to furnish their guarantees to the retailer direct? When the retailer sells in an original package, or in a prescription, a product whose label bears a guarantee, he feels reasonably sure that it is pure; this regulation will require him to write the manufacturer before he dares use it."

#### GUARANTY SERIAL NUMBER ABOLISHED.

WASHINGTON, D. C., May 20.—The legend "Guaranteed Under the Food and Drugs Act" is held to be misleading and deceptive, and the use of a serial number on food and drugs is prohibited after May 1, 1915, by a food inspection decision signed May 5 by the Secretaries of the Treasury, Agriculture and Commerce. The taking effect of the new regulation is postponed until May 1, 1915, in order to give manufacturers an opportunity to use up their present stocks of labels.

After May 1, 1915, guarantees of compliance with the law should be given by manufacturers directly to dealers, and should be incorporated in the invoice or bill of sale specifying the goods covered. This guaranty should not appear on the label or package of the product.

#### Reasons for Action.

The reasons for the action of the three secretaries, as given in the decision, are as follows:

"(a) It having been determined that the legends 'Guaranteed under the Food and Drugs Act, June 30, 1906,' and 'Guaranteed by (name of guarantor) under the Food and Drugs Act, June 30, 1906,' borne on the



labels or packages of food and drugs, accompanied by serial numbers given by the Secretary of Agriculture, are each misleading and deceptive, in that the public is induced by such legends and serial numbers to believe that the articles to which they relate have been examined and approved by the Government and that the Government guarantees that they comply with the law, the use of either legend, or any similar legend, on labels or packages should be discontinued.

"Inasmuch as the acceptance by the Secretary of Agriculture for filing of the guaranties of manufacturers and dealers and the giving by him of serial numbers thereto contribute to the deceptive character of legends on labels and packages, no guaranty in any form shall hereafter be filed with and no serial number shall hereafter be given to any guaranty by the Secretary of Agriculture. All guaranties now on file with the Secretary of Agriculture shall be stricken from the files, and the serial numbers assigned to such guaranties shall be cancelled."

Many reputable manufacturers have used the legend and serial number in good faith solely as a convenient way of notifying a dealer that they assumed full legal responsibility for their goods. Other manufacturers have employed this legend in such way as to lead the public to believe that their product had been passed upon and certified by the Department of Agriculture. The widespread deception of the public resulting, necessitated abolishing the Department's practice of accepting guaranties for filing and issuing serial numbers.

The Food and Drugs Act does not prescribe any guaranty legend or serial number, nor has any manufacturer ever been required to file a guaranty or to use a serial number or the legend. The appearance of the serial number and the guaranty legend on the products, moreover, has been of no material assistance to the Government in detecting or prosecuting violations of the Food and Drugs Act, nor has it promoted the manufacture and sale of pure foods or drugs.

The only mention of a guaranty in the Food and Drugs Act is Section 9, which provides that where a dealer can show a guaranty from the maker of goods that they comply with the law, the manufacturer, and not the dealer, shall be amenable to prosecution.

#### History of the Guaranty Legend.

The manufacturers believed it to be commercially inconvenient to give a separate guaranty as part of the bill of sale or invoice to every dealer with every interstate shipment of their goods, and soon after the passage of the act in 1906, asked the committee, appointed by the three secretaries to draft regulations, to allow them to file a blanket guaranty to dealers at Washington under which the makers of goods would assume full legal responsibility for all goods manufactured by them and shipped into interstate commerce. This guaranty was not in any sense to be a guaranty to or by the Government, but was merely to be a guaranty protecting the dealer from prosecution in accordance with Section 9 of the Food and Drugs Act. This permission was granted, and the department assigned a serial number to each of the guaranties so filed. The manufacturer was then allowed to use this serial number on this label in connection with the legend "Guaranteed under the Food and Drugs Act, June 30, 1906." There was no requirement, however, that any manufacturer should file such a guaranty.

A large proportion of the public took these words to mean that the Government in some way guaranteed the article. In an endeavor to make it clear that the guarantee was not the guarantee of the Government, the legend was amended Dec. 8, 1908, to read "Guaranteed by (name of guarantor) under the Food and Drugs Act, June 30, 1906." The public, however, persisted in taking these words, even after the amended form was employed, to mean that the Federal Government had actually analyzed and found the product so labeled to be pure and wholesome and of standard quality. This misinterpretation on the part of the public was, in some cases, encouraged by manufacturers, and there is no question that the serial number and legend were used in some instances to increase the sale of highly undesirable foods and drugs for interstate shipment of which the manufacturers were later prosecuted and fined.

The only guaranty approved by the new regulation for use after May 1, 1915, is the individual guaranty identifying the

goods sold by the manufacturer to the dealer. This guaranty can be incorporated in the invoice or bill of sale specifying the goods covered by use of a form, stamped or printed in the document, and signed by the manufacturer. When the goods are properly described in the document, they can be referred to in the guaranty, without repetition of the detailed description contained in the invoice or bill of sale. This guaranty should not appear on the label or package of the product. In the meanwhile the public is notified that the presence of a serial number and the words "Guaranteed under the Food and Drugs Act" on packages merely means a guaranty to the dealer that the manufacturer is legally responsible for his goods, and in no sense implies that the Federal authority has investigated or approved the quality of the goods so labeled.

The remainder of the regulation which deals with the method of using the guaranty is as follows:

"(b) The use on the label or package of any food or drug of any serial number required to be cancelled by paragraph (a) of this regulation is prohibited.

"(c) Any wholesaler, manufacturer, jobber or other party residing in the United States may furnish to any dealer to whom he sells any article of food or drug a guaranty that such article is not adulterated or misbranded within the meaning of the Food and Drugs Act, June 30, 1906, as amended.

"(d) Each guaranty to afford protection shall be signed by, and shall contain the name and address of, the wholesaler, manufacturer, jobber, dealer, or other party residing in the United States making the sale of the article or articles covered by it to the dealer, and shall be to the effect that such article or articles are not adulterated or misbranded within the meaning of the Federal Food and Drugs Act.

"(e) Each guaranty in respect to any article or articles should be incorporated in or attached to the bill of sale, invoice, bill of lading, or other schedule, giving the names and quantities of the article or articles sold, and should not appear on the labels or packages.

"(f) No dealer in food or drug products will be liable to prosecution if he can establish that the articles were sold under a guaranty given in compliance with this regulation."

#### First Pharmaceutical Experiment Station.

In accordance with a law passed by the Wisconsin Legislature last year providing for the establishment of a pharmaceutical experiment station in the department of pharmacy of the State University, the regents of that institution have recently adopted a plan of organization and confirmed the following appointments constituting the staff of the station: C. R. Van Hise, Ph.D., LL.D., president of the university; E. A. Birge, Ph.D., Sc.D., LL.D., dean of the College of Letters and Science; Edward Kremers, Ph.G., Ph.D., director; R. H. Denniston, Ph.G., Ph.D., pharmacognosist; H. A. Langenhan, Ph.G., B.S., pharmacist; Emerson R. Miller, Ph.C., M.S., chemist; G. A. Russel, Ph.G., B.S., Government expert; F. A. Federer, Ph.G., field and laboratory assistant, and H. W. Tuft, office and laboratory assistant.

The introduction of the measure creating the station followed the action of the Wisconsin Pharmaceutical Association which was embodied in a resolution adopted at the meeting held at Delavan in 1912, the bill as finally passed by the Legislature becoming a law last July. In this effort the pharmacists of Wisconsin have the credit of putting into active operation the first pharmaceutical experiment station ever established. Under the law the duties of the station are to co-operate with the bureau of plant industry of the department of agriculture for the cultivation of medicinal plants and to disseminate such information as may lead to the proper cultivation of medicinal plants and the production of high-grade vegetable drugs within the State; and also, to serve the public at large by co-operation with pharmacists and physicians in securing for the sick the best medicines that pharmaceutical science and art can provide. The station will also co-operate with the State Board of Pharmacy, the State Board of Health and the Dairy and Food Commission to bring about the results named.

# I. What Retail Druggists Really Need — A Symposium.

IN the preparation of any discussion of such a subject as this now under consideration there is little necessity for an explanation. Every reader is directly interested in what successful druggists have done and are doing to ensure success, and what methods they have pursued to meet changing conditions. The following contributions are from Nationally-known druggists in widely separated sections of the country, thus removing the discussion as far as possible from the influence of purely local conditions, at the same time emphasizing how local demands of a general character have been and are being met. Similar articles on the same general topic will be a feature of the ERA during the next few months.

## Must Be Both Pharmacist and Merchant.

By DAVID R. MILLARD.

*Juniata Medical Morgan & Millard, South and Baltimore streets, Baltimore.*

“THE drug business offers greater opportunities today than ever before, though, of course, those who engage therein must be prepared to adjust themselves to new conditions. The musty, untidy old shop, with its peculiar smells and its want of conveniences, is a thing of the past and is not to be regarded as evidence of conservatism and of thoroughness, but of decay. Never before has the standard set for young men who desire to enter the profession of pharmacy been so high as at present. The University of Maryland, for instance, will, when the next session opens in the Fall, require of matriculates what amounts in effect to a college education as a preliminary. As a consequence, a better class of young men will be attracted than ever before. The pay of drug clerks is about twice as high as it was 10 years ago, and this also helps to attract a more capable class, the low salaries previously paid having resulted in a pronounced scarcity of clerks, which naturally forced up the



D. R. MILLARD

pay until at the present time the rewards are decidedly attractive. On the other hand, fewer drug stores are being opened than before. In this city it will be found probably that notwithstanding the increase in population the number of stores has been increased by hardly more than three in the past year. So much more capital is required in stocking up, but especially in furnishing stores, that this of itself tends to limit the number of pharmacies.

“Along with the larger capital required to engage in the business the profits have become smaller. The greatest menaces to the drug trade at the present time are “chain stores” and “cut prices.” In every other line of business the merchant endeavors to ascertain how much the traffic will stand and how much the public will pay for goods. The ‘cut price’ druggist, on the other hand, tries to see how low he can sell goods without going to the wall. We have never experienced any trouble in getting a fair price or even a higher one. In various instances when we have had to raise the price of certain preparations, because of the advance made by manufacturers, we have found our customers to be perfectly satisfied to pay more after an explanation and have not lost a single one. I mention this merely to show that there is no real necessity for this cutting of prices which has come to be a feature of the drug trade. I am of the opinion that if Congress passes the bill permitting manufacturers of trade-marked articles to fix the price at which retailers shall sell the goods it will be a great thing for the druggist, because a large part of his business is in trade-marked goods.

“The druggist in the East is in a better position than his fellow pharmacist in the West, because the former has not ever suffered from the practice of physicians prescribing their own medicines to the extent experienced in the West. Here the relations between the druggist and the physician are generally more reciprocal and this helps the pharmacist. In spite of this, however, the money is not now made on prescriptions, but on other goods. In other words, a druggist must not only be a pharmacist but a merchant as well. He must look to side-lines to make his business pay, and finds novelties and specialties bought at advantageous prices and closed out quickly

particularly profitable. The prescription business alone will not enable the druggist to make a living; in fact, it has become the least profitable and the least desirable portion of the business, viewed solely from a trade standpoint.

“Taking the average price of a prescription at 40 cents, and assuming that a store gets 75 prescriptions in a day—which is what some stores average—and it will require at least three clerks to put up these prescriptions, for which the drug store receives \$30. Allowing \$5 a day for the clerk, which is \$15, and \$5 or \$6 for the material that goes into the prescriptions the proprietor is put to an expense of \$20 or more without any deduction for rent and other expenses. His margin of profit, it can readily be seen, is not large, and in addition he will have to wait for his money. In the time it takes to put up a prescription a clerk can sell several brushes or other articles, netting a larger profit, and the transaction is closed, the money being paid over the counter without any further bookkeeping or other details.

“A prescription, on the other hand, may be heard from later. You are responsible not only for your own shortcomings or whatever else it may be, but for those of a druggist who may have put up the original prescription. Take the case of a man coming to Baltimore from New York. He had a prescription originally compounded in New York, but finding that he must stay here for several weeks or months, he has it filled in a Baltimore drug store. If the preparation happens to be of a slightly different color it will excite comment, and the customer will immediately complain that he is not getting the right medicine or that the compound is of inferior quality, whereas the Baltimore druggist may have put it up right, while the New York man slighted it or made a mistake. This calls for explanations which the druggist does not like to make, and entails loss of time. Take a prescription extract of cherry bark. The color may run all the way from light red to dark brown, the selected bark yielding a liquid lighter than the lower grades. The customer not knowing this, will jump to the conclusion that the preparation he gets from our store is inferior, whereas the contrary is the case, and yet it will be difficult to convince him of the fact.

“It used to be that a certain investment in simples would suffice to do a considerable prescription business, but such is no longer the case. To do the same amount of business, you will have to spend perhaps nine or ten times as much for the ingredients. Every manufacturer turns out his own brand of pills and other articles, and we get prescriptions not for quinine pills or some other kind of pills, but for S. & D. quinine pills, and so on down the list. There is hardly an end to the proprietaries which are called for in prescriptions. You may buy a pound or an ounce of a certain product, use a small portion of it in a prescription and not have any further call for the product in years, the profit you get on the prescription being utterly inadequate to compensate you for the original outlay. I venture to say that the prescription department is responsible for more dead stock than all the others combined, making up perhaps 90 per cent. of the total of such dead stock.

“And yet a drug store cannot do without the prescription department. It is necessary to get prestige. A store without a prescription department is at once suspected as being given over to quackery and to other practices that are to be discouraged. But it is the novelties that pay the money these days, and the druggist must be up and doing. Of course, it stands to reason that his goods must be all right, and that his store must be up-to-date. In our experience we have found fixtures a good, though expensive, investment. In the 18 years or so in which I have engaged in the drug business, I have spent perhaps \$100,000 in drug store fixtures, but it has paid. Every now and then something new or a change is desirable, for it gives an impression of progressiveness and

serves to prevent a store from taking on an appearance of staleness.

"In conclusion, I can only add that there is more money to be made in drug stores than ever before, and that the position of the really alert druggist is more secure than ever before."

## Advertise—But Quote Prices.

By A. M. HOPKINS.

General and Advertising Manager for M. Cora Dow, of Cincinnati, Ohio.

"IN the first place, we are for advertising, first, last and all the time. We believe that there is value in all publicity, but that there is one particular kind—that is, newspaper advertising—which is best for a business like ours; and, consequently, we have a weekly advertisement in one of the papers, in the same place every week, 52 weeks in the year, with gossipy talk about special features which we think are worth mentioning, and with price quotations on a variety of other goods.

"That is one characteristic about our advertising which is worth noting, by the way—we always quote prices—because that is one of the best possible ways of making an advertisement effective. People have learned to look for these regular weekly ads., and they certainly come to our stores for the bargains they find in them. Moreover, as I say, we try to insert some interesting talk about something or other. We are now running for the second

time a series of short talks on a number of subjects that proved interesting, from the make-up and effect of an enteric pill to the way we put up citrate of magnesia.

"In those little talks we tell people a lot of things they didn't know about drugs and so forth, and it all works out for our benefit, either directly or indirectly. For example, when we emphasize the necessity of care in the preparation of all kinds of drugs, as well as with prescriptions, and tell the public that we meet the strictest possible requirements in this respect, there is plainly a strong argument in favor of doing business with us. And so it goes—all proving, as I say, the usefulness of advertising.

"Then, too, I might say that we're positive cranks on location—good location. My exact meaning in this respect may be gathered from the fact that out of the 10 stores in the string—11 soon to be—all but two are in the downtown district of the city, and most of them in the very busiest section, in the heart of the activities of Cincinnati. We have just two suburban stores, and I think I am safe in saying that we will never have any more.

"Why? Well, because there's more money in running them downtown. That's the best reason I know. You see, it takes just as much money, in every item except rent, and just as much time and stock and so forth, to keep a suburban store going as it does one in the heart of the city; and, naturally, the profit is much less, because no such volume of business is possible, even in the most favorable suburban location, as in a good downtown store. That is why our policy may now be said to be to confine our business to the business section.

"Another point as to location is that we must have corners—because, emphasizing the importance of the factor of location as we do, corners are obviously the only thing for us. Corners mean just twice as much window space as can be had in an interior location, which is an important point; and, therefore, while they cost a good deal more in rent, we are convinced that they are worth the difference. No druggist, in my opinion, should think of trying to do business in an interior location.

"Of course, I realize that there is not room in every city for every druggist to do business in the downtown section; and, too, there is a real call for the suburban neighborhood druggist, and good business for such stores, properly located and managed. I am not overlooking these things when I outline our own policy.



M. C. Dow

"The real trouble with the druggist who finds himself falling behind in the race for business nowadays is that which is indicated in that simile—his failure to keep up with the times. For example, I venture to say that even now there are many druggists who haven't the slightest idea what it costs them to do business, and have no idea that it is worth while to find out. *They don't know how to fix prices scientifically. They think that if an article costs them 75 cents and they sell it for a dollar they are making 25 cents, when, as a matter of fact, they may be losing money at that figure.*

"Then, too, the old-fashioned druggist does not realize the vital necessity nowadays of keeping constantly on the lookout for side-lines that will sell. Notice that qualification—side-lines that will sell. There are a thousand and one lines to carry, but the problem, as I have seen it, is to select those which will sell readily and at a fair profit. There is the danger, on the one hand, of getting stuff that must carry too high a price to move readily, and, on the other, of finding that the five-and-ten-cent stores can undersell you on the merchandise if it is too cheap. The druggist must, if he wants to succeed, find the happy medium, and stick to it.

"There are other things which might be said along this line, but I think I have indicated the principal points. People say that the drug business is more difficult than it used to be, and, in a way, it is; but the successful druggist is more of a money-maker nowadays than he ever was, because he is more of a merchant. And, as you will observe, practically everything I have said goes to show exactly that."

## A Creed for a Paying Trade.

By E. H. CONE.

Prescription Specialist, Pryor and Decatur streets, Atlanta, Ga.

"HOW trade—paying trade—can be built. This covers quite a bit of ground. I agree that pessimism has no place in the drug business, or any other business. The germ of fear will eventually kill any business, and the usefulness of the man who cultivates it.

"I believe that the retail drug business is an easier profession than that of lawyer, doctor or dentist. I know it is easier than that of drug manufacturer or jobber, as I have had eight years of those before I became a retailer on my 'own hook.'

"I believe the future holds more good than the past. I have always obtained pleasure from my work. It is hard, vexing, and not without its responsibilities; but what line of serious endeavor is not?

"I consider a creed like the above essential as a starting point in building a "paying trade." We have all passed through a trade depression. When we saw it coming we shifted from featuring \$3.00 hair brushes and 50-cent tooth brushes to the lower-price kind; from a dollar a pound candy to 50 cents, 60 cents and 80 cents. This kept up our volume so necessary when overhead expenses are fixed.

"We spent month after month the same fixed percentage of our sales for advertising. Service, clean, bright merchandise, attractively displayed, windows changed every two days (because we had more time) produced the necessary sales.

"Periods of depression have been marked by slow recovery of normal trade conditions because of fear of their recurrence.

"The new Currency Bill with the Regional Bank feature will correct this to such a degree that short crops and manipulations by money interests will not seriously affect commerce."

## Secretary E. W. Runyon Convalescent.

Edward W. Runyon, of Boericke & Runyon Co., homeopathic pharmacists, 14 W. 38th street, New York, assistant secretary of the New York College of Pharmacy, has so far recovered from a serious attack of pneumonia as to be able to sit up. Prof. Runyon, who occupied the chair of pharmacy and was dean of the California College of Pharmacy during the '80s, has an extended acquaintance in the drug trade and his many friends are wishing him an early return to health.



E. H. CONE

## DRUG LAWS AND RULINGS

**U. S. Net Weight Law Now Effective.**—The three secretaries of Treasury, Agriculture and Commerce—have signed the regulations for carrying out the so-called net weight law which compels manufacturers to make a clear statement of the weight, volume or contents on their packages of food, shipped in interstate commerce or sold in the District of Columbia or the territories. These regulations became effective at once, though the law was passed March 13, 1913. Under the law all packages, bottles or other containers holding more than two ounces avoirdupois or more than one fluid ounce must be marked, and the volume of liquids must be computed at 68 F. The quantity stated must represent the actual quantity of food, exclusive of wrappings and container. In general, solids must be stated in terms of weight and liquids in terms of volume. Semi-solid foods or mixtures of liquids and solids may be stated either by weight or measure, but the statement must be clear as to which method is employed. The regulation also permits the statement of minimum volume or weight as "minimum weight 12 ounces," "minimum volume 1 gallon," "not less than four ounces," etc., but no variation below the stated quantity will be permitted. The regulations permit tolerances or variations in packages where the discrepancies are due exclusively to unavoidable errors in weighing, measuring or counting which occur in packing in order to permit the use of weighing and measuring machines which, like human operators, cannot weigh or measure with absolute accuracy every package. The regulations, however, provide that a run of such packages must show as many cases of overweight and as much excess as it does cases of underweight or undervolume. Similarly in the case of bottles which cannot be blown with absolute accuracy, tolerances are allowed, but with the same proviso that the run of bottles must show as much excess in volume as deficiency in volume. A manufacturer who uses some special bottle of odd shape cannot claim a greater variation because of the difficulty of blowing or manufacturing such a bottle or container.

**Bars Down for Drug Users Through a Kansas Amendment.**—Cocaine and morphine may be sold in the State of Kansas to any and all persons, according to a decision April 23, by Judge Brady. In giving the decision the judge blamed the Legislature of 1913 for an amendment to the "drug act" which permits a return to the sale of "two of the most dangerous habit-producing drugs." The decision was given in the case of F. E. Orr, a druggist at 11th street and Osage avenue, Wichita, who was charged with selling morphine. "There is absolutely no law under which Mr. Orr can be convicted on this charge of selling morphine," Judge Brady said. "The carelessness, wilful neglect or ignorance of the last Legislature absolutely protects sellers of cocaine and morphine. The law of 1909 provided it could be sold only on prescription from a physician. The 1913 Legislature so amended the law that it is capable of only one construction and that is that any druggist may sell morphine or cocaine upon obtaining the signature of the purchaser." W. H. Henrion, a member of the State Board of Pharmacy, on May 4 issued a warning from the board which advised druggists not to consider the ruling by Judge Brady, on the ground that Judge Brady's decision is not in accord with the law, that neither morphine nor cocaine can be sold except on the prescription of a physician, and that the board will prosecute any druggist who fails to observe this legal regulation.

**Drastic Drug Regulation Bill in Massachusetts.**—After several weeks of conferences the Massachusetts legislative committee on Public Health reported a drastic bill to regulate the sale of opium, morphine and other narcotic drugs. The bill provides, briefly, that a prescription for opium, morphine or any of the other commonly used and dangerous narcotics shall be filled but once. The bill is intended to prevent the refilling of prescriptions by persons addicted to the use of habit-forming drugs, or to the clandestine and illegal sale of such drugs. The provisions of the bill have been accepted by representatives of the druggists and physicians. Senator Ezra W. Clark, of Brockton, the chairman of the committee, is a physician. The bill as reported provides: That after Jan. 1, 1915, it shall be unlawful for any person, firm or corporation

to sell or give away any of the habit-forming drugs, except upon the written prescription or order of a physician, dentist or veterinary surgeon and that it shall be unlawful to again fill the prescription except by order of the prescriber. This does not apply to patent preparations or other proprietaries sold exclusively for medicinal purposes. Violations of the act would be punishable by a fine of from \$50 to \$1000 and by imprisonment not exceeding one year. The bill was later passed.

**The Net Container Act** passed by the California Legislature has gone into effect. According to this act, all food products sold in original packages, where the retail price is 11 cents, or more, must be branded with a statement of the weight, measure or numerical count. Generally speaking, soda-water manufacturers are not affected by the measure, as the price of a bottle of soda water, including the deposit on the bottle, is but 10 cents. Most mineral waters, however, sell for more than 11 cents per bottle and will have to be labeled with a statement of the contents. Many soda fountains have stocks of bottled goods on hand that are not properly labeled and care should be taken that none of these are sold in original packages. Manufacturers shipping extracts, ice-cream powders, mineral waters, or other products intended for human consumption in California should see that they are properly labeled. Wholesalers having stocks of goods on hand not properly labeled are affixing separate labels to have goods conform with the provisions of the new measure.

**An inspection of 100 Milwaukee drug stores** by R. W. Cunliff, a special investigator connected with the city sealer's office, showed that 22 per cent. of the druggists' scales were in error, 43 5/10 of the weights were in error and 37 3/10 of the graduates were wrong. Druggists to a man agreed to correct their scales, weights and measures. Among the principal defective measures discovered were the graduates. Sealer of Weights and Measures Jansen said: "Eastern manufacturers who sell to the Milwaukee drug trade have disputed some of the tests made by the city sealer's department on some of these graduates. A number of the condemned graduates, which are in dispute, were sent to the Wisconsin State dairy and food commissioner and were given a very rigid test in the State laboratory, which has complete scientific equipment for making most discriminating tests of this character. In every case the results found by the city sealer's department were verified by the State department."

**Ohio Insecticide Law Declared Illegal.**—By a recent decision of Judge E. B. Kinkead, of the Franklin county, Ohio, court of common pleas, the act of the State Agricultural Commission, requiring payment of a fee for the privilege of selling insecticides, was declared unconstitutional. The judge held that this law levied a tax, which was not in the power of the commission to levy. The action which resulted in this decision has already been referred to in the ERA, and was begun by several large wholesale firms who were upheld by the State Ph.A. It was alleged that the operation of the act would call for the payment of some \$9,000,000 a year in excess of the costs of enforcement. The judge followed a previous decision of the court of appeals in regard to licensing automobiles.

**For Yearly Inspection of Druggists' Weights and Measures.**—A bill providing that all scales, balances, weights and glass graduates used by druggists be tested each year instead of once in three years, as at present, has been offered in the Massachusetts Legislature by Representative White of Newton as a result of an investigation made under the direction of Thure Hanson, commissioner of weights and measures. In the 10 days that five inspectors were on the road at the time the bill was introduced they found more than 2000 weights and scales inaccurate in the 200 drug stores visited. It was announced that according to this ratio nearly 50 per cent. of the scales inspected will be found incorrect when all the stores shall have been inspected.

**Rhode Island Passes Cocaine Bill.**—The Baldwin bill to put an end to the illegal traffic in cocaine, morphine and other habit-forming drugs has passed the Rhode Island House of the General Assembly unanimously. The bill provides that any person who shall be found with cocaine, morphine or any other similar drug on his person and who shall be convicted of having the same without having obtained it on a physician's prescription, shall be subject to a fine of not less than \$50 nor more than \$100 for the first offence, and not less than \$100

nor more than \$200 for each succeeding offence, and shall be imprisoned in the county jail for not more than six months.

**Assault Followed Order for "Barefoot Soda."**—W. D. Saphar, of Oklahoma City, entered the store of the Roach & Veazey Drug Co. Oct. 15, 1913, and asked for a "barefoot soda." The dispenser at the fountain told Saphar that he served no such drinks and was called an unprintable name. A fight followed and Saphar was punched so hard that he brought suit. At the trial a jury brought a verdict for the defendant after 28 minutes' deliberation. Now Saphar has made a motion for a new trial.

**Chicago Drug Clerks Fighting Narcotics.**—The Cook County Association of Drug Clerks has passed resolutions endorsing the movement to put a stop to the sale of habit-forming drugs, commending the press for its efforts in this direction, and appealing to the Governor and the general public to "compel the pharmacy board of Illinois to enforce the pharmacy laws and to prosecute violators to the full extent of the law."

**Went to the Police to Get Alcohol.**—Owing to the new liquor regulations in Lynn, Mass., which have resulted in the non-granting of licenses to drug stores a woman with a physician's prescription for alcohol for bathing purposes visited four local drug stores, only to be refused at each. She notified her physician who in turn notified the police, and he was informed that if she would call at the police station she would be loaned alcohol enough to bathe her patient. This she did.

**Frawley Anti-Narcotic Bill Vetoed.**—Instead of permitting the Frawley anti-narcotic bill to die a "natural death" by not signing it within the prescribed 30 days, Governor Glynn, of New York, included the measure in his omnibus veto list, thus killing it by direct action. Senator Frawley, who introduced the bill, personally requested the veto in order that the provisions of the Boylan bill, which the Governor did sign, might not be interfered with.

**Druggists' License Refused in Massachusetts.**—In three different communities in Massachusetts recently the town officials have refused to grant sixth-class liquor licenses to druggists—Brookline, Attleboro and Leominster. The sale of liquor by druggists is also barred in the city of Lynn. In each instance, however, "pony express" licenses were granted to express companies, giving them the right to bring liquor into the towns.

**Druggists Quit Selling Liquor.**—Following the recent victory of the "dry" forces in the election at Kewanee, Ill., the city council has adopted a stringent liquor ordinance, aimed to prevent illegal sales of liquor in clubs, etc. All the local drug stores have signed an agreement, voluntarily, to refuse to handle liquor in any form, even for medicinal purposes. The saloons closed May 1.

**Wood Alcohol Ban Remains in Texas.**—Food and Drug Commissioner C. O. Yates, of Texas, has sent notice to dealers in hair tonics and toilet preparations that he will strictly enforce the ruling of former Commissioner J. S. Abbott that wood alcohol cannot be used legally under the Texas food and drug laws in hair tonics, bay rum and similar preparations.

**Stoughton, Wis., Druggists** have been discussing the question of refusing to fill the prescriptions of physicians for alcoholic liquors, thereby saving the expense of securing Government licenses. Stoughton went "dry" at the recent Spring election.

#### WALTERS BILL SIGNED BY GOVERNOR GLYNN.

**Pharmacists Placed Under Pharmacy Act, New Measure "Alone" Regulating Their Working Hours.**

GOVERNOR GLYNN approved the Walters bill April 23. This measure is an act amending the public health law, relative to the practice of pharmacy, as to working hours and sleeping apartments in pharmacies and drug stores. It took effect immediately.

The pertinent text of the Walters bill is as follows:

"No apprentice or employee in any pharmacy or drug store shall be required or permitted to work more than 70 hours a week. Nothing in section prohibits working six hours overtime any week or for the purpose of making a shorter succeeding week, provided, however, that the aggregate number of hours in any such two weeks shall not exceed 132 hours.

The hours shall be so arranged that an employee shall be entitled to and shall receive at least one afternoon and evening off in each week and in addition thereto shall receive one full day in two consecutive weeks. No proprietor of a pharmacy or drug store shall require any clerk to sleep in any room or apartment in or connected with such store that does not comply with the sanitary regulations of the local board of health. *The provisions of this section alone regulate working hours and sleeping apartments in pharmacies or drug stores.*"

When the Governor signed the bill he filed the following memorandum:

STATE OF NEW YORK, EXECUTIVE CHAMBER,  
ALBANY,

April 23, 1914.

Memorandum filed with Senate Bill, Introductory, No. 407, Print No. 1232, introduced by Mr. Walters, entitled:

"An act to amend the public health law, in relation to the practice of pharmacy, as to working hours and sleeping apartments in pharmacies and drug stores."

*Approved.*

The purpose of this bill is to amend the Public Health Law so as to relieve pharmacists, apothecaries and druggists from some of the restrictions of the Labor Law, so as to enable them and their employees to furnish the public with the supplies required by physicians and surgeons without the restrictions now imposed by the Labor Law on certain other pursuits.

The bill is approved by the Department of Health, which has filed the following memorandum:

"It seems to this Department entirely reasonable that such long hours should be allowed as pharmacists should be available at all hours for the protection of the public, and should be ready to be on call at any time in case of an emergency. Pharmacists, apothecaries and druggists are in the same class as physicians in this respect, and they should be permitted to work for periods of time for longer hours than other classes of individuals just as physicians are at times called upon to work continuously for 24 hours. This measure in this respect is in our judgment entirely right and proper.

"The other amendment of this section, stating that the provisions of this section regulating working hours, takes out of the Department of Labor the power to control hours of labor in pharmacies, for the reasons above stated, is entirely proper. It does not seem possible without undue expense to limit the hours of labor to an ordinary degree in a business of such vital importance to public health. If an eight- or nine-hour-a-day law were executed, so that employees could not work over that time, undue hardship would be worked upon the pharmacist or druggist with a small store and would necessitate his employing at least one extra clerk where the work could be satisfactorily done by one."

I believe that labor laws in general should be upheld and enforced, but it seems to me that the exception proposed by this bill is entirely reasonable, and will serve the best interest of the public.

I therefore approve the bill.

(Signed) MARTIN H. GLYNN.

#### N. Y. RETAILERS UNITE ON STEVENS BILL.

**Mass Meeting Held at Aeolian Hall—Hearing Given by Merchants' Association—Conference Planned.**

THREE meetings, pertinent to the subject of price-maintenance, have been held in this city during the past month. A mass meeting of all retail trades was called to order by Dr. Wm. C. Anderson at Aeolian Hall, 34 West 43d street, on the evening of April 24, the speakers being the chairman, Congressman H. A. Metz, who compared his own and the Stevens bills; Ellis L. Howland, editorial staff, *Journal of Commerce*; J. Leyden White, special writer, Washington, D.C., and Nicholas Ehrlich, president Independent Retail Tobacconists' Association of America. The following resolutions were unanimously adopted:

WHEREAS, the habit of price-cutting on standardized and trademarked articles of merchandise has assumed such vicious proportions that it now threatens the business existence of all retailers of small or moderate capital, and

WHEREAS, the consuming public is being plundered and outraged by a scheme of business which depends upon deception rather than an exchange of real and recognized values, and

WHEREAS, present conditions tend toward an imminent monopoly of the channels of distribution—a monopoly that would be vaster and more perverted for evil than any trust hitherto conceived. Be it therefore

RESOLVED, That we, the Independent Retail Merchants of Greater New York and the Metropolitan District, sound an earnest note of warning to Congress and to the people at large and counsel immediate action against present and impending attacks on the integrity of American commerce; and be it further

RESOLVED, That we solemnly endorse and promise heartily to support the Stevens bill (H. R. 13305), now pending in Congress, which promises honesty in merchandising and equal opportunity to all business men and consumers alike; and be it further

RESOLVED, That the secretary be instructed to send a copy to the President, to every member of the United States Senate and House of Representatives, to the Governors and every member of the State Legislatures of New York and New Jersey.

At a hearing on the Stevens bill given by the Merchants' Association committee on commercial law, and called to order by Chairman Edward B. Page in the association's assembly room, the attendance of business men was both large and influential. No action was taken, the speakers being given opportunity to file briefs. Chairman Page explained the provisions of the bill and then allowed a half hour each to its proponents and the opponents. Briefly, the speakers were lined up as follows: For the bill, C. H. Ingersoll, president American Fair Trade League; Gilbert Montague, counsel for the league; L. H. Porter, of the Yale & Towne Mfg. Co.; Carl E. Ackerman, Photographic Dealers' Association of New York and the Photographic Dealers' Association of America; E. H. Outerbridge, of the Pantasote Leather Co.; William H. Childs, president American Coal Products Company; Charles E. Butler, American Booksellers' Association; Representative Herman A. Metz. Opposed, Percy S. Straus, of R. H. Macy & Co.; E. W. Bloomingdale; Simon F. Rothschild, of Abraham & Straus; G. D. Beattys, Aeolian Co.; Harry Balie, Austin, Nichols & Co.

Dr. William C. Anderson officiated as chairman, and Francis L. Plummer as secretary, at a meeting of a committee to promote the interests of retail merchants, held on May 11, in the conference room of the Fifth avenue building. Others present were Henry Frank, Stationers' Association of New York; Alfred O. Woodruff, New York Association for Improving the Condition of the Poor; Ellis L. Howland, R. J. Atkinson, Brooklyn Hardware Dealers' Association; J. M. Kohlmeier, Hardware and Supply Dealers' Association of Manhattan and Bronx boroughs, Inc.; L. Berger, M. A. R. D.; L. W. Winckelman, president, United Retail Grocers' Association, Borough of Brooklyn; C. J. Cornell, secretary, Metropolitan Hardware Dealers' Association; Nicholas Ehrlich, M. Zimmerman, Printers' Ink, and an ERA representative.

Plans for a permanent delegate organization were discussed, the chairman pointing out that its immediate purpose would be the passage of the Stevens bill. The chair was instructed to appoint a sub-committee to take charge of the formation of a temporary conference to outline objects, frame constitution and by-laws and decided upon plan and scope generally of the proposed organization. The sub-committee appointed by Dr. Anderson consists of John Steeneck, New York Retail Grocers' Association; John G. Bromner, Eastern Talking Machine Dealers' Association; J. H. Boezer, Photographic Dealers' Association, and Messrs. Kohlmeier and Ehrlich. It was decided that the officials of the temporary conference be the same as those of the committee which called this meeting. It was further the sense of the meeting that constitution and by-laws be made elastic enough to permit the membership of individuals who are not duly accredited representatives of retail organizations.

#### N.Y.C.P. TO ABOLISH INITIATION FEE?

May Cut Annual Dues—Resolution Comes Up at Next Meeting—Practical Talks on Window Displays.

THAT the annual dues of members of the New York College of Pharmacy be reduced to \$1 and the initiation fee be abolished, was the meat of a resolution introduced at the May meeting by Hieronimus Herold, former attorney for the State board. Mr. Herold thought that the college should have several thousand members instead of 280; the larger number would have a certain advertising value and influence. Further, for the \$5 per year which the members now pay as dues they receive nothing. Since the college gave nothing it

should not charge much for it. Caswell A. Mayo foresaw considerable benefit to the college in enlarging its membership. Alderman Jacob Weil suggested a passive membership at \$1 per year. He expressed the opinion that an element detrimental and hostile to the future of the college might be admitted. Chairman McMann pointed out that the college was a stock company—a corporation—the members of which could at any time dissolve the institution and call for the proceeds. In fact, this action had been very narrowly averted about 25 years ago.

Alderman Weil spoke on the wood alcohol ordinance he is endeavoring to get through the aldermanic body. He asked that the college be represented at the hearing at the City Hall, especially requesting that Dr. H. V. Army be present. The secretary was instructed by resolution to send postal notices to each member of the hearing.

Charles W. Holzhauser, class of 1906, and now president of the New Jersey Ph. A., delivered a very practical lecture on "Drug Store Window Displays," which will be published in a later issue of the ERA. M. Zimmerman, of the editorial staff of *Printers' Ink*, talked very interestingly upon a study he had made of retail trade window displays while pushing a well-known proprietary dental cream in New England, and in New York and vicinity. He found the average dealer was not very efficient on window displays in the territory covered. One druggist, he found, had featured the same old display off and on for six years. The average druggist does the work himself, and has no time for window display work and is usually very glad when the manufacturer will send around a man to put in a display. Mr. Zimmerman asserted that the dealer should very early set and fix a price upon his windows. He should then stick to his price and accept a display upon its merits. The speaker advocated the use of mechanical devices to push sales, and gave two reasons for turning down a display: (1) The material sent cheapens the store; (2) the trim is out of all proportion to the size of the window.

An interesting discussion ensued in which Thomas Lamb and John W. Ferrier participated. The former expressed the opinion that the druggist was a little beyond window dressing. People came into his store, he said, regardless of window displays. He displayed ordinary drug-store articles and would not push patents.

The keynote of window display work, Mr. Ferrier asserted, was local conditions—sauce for the goose was not sauce for the gander. He was thoroughly unethical—if he put medicines in his window he couldn't sell them. He featured one thing at a time. His was a ten-cent window; he had found it out. He had co-operated with a manufacturer who featured a Broadway electric soap sign at \$2600 per month. The soap sold at 25 cents per cake. He sold three cakes in a week and figured he was out just \$24.25 that week. Ten-cent soap would have sold.

Mr. Ferrier couldn't sell candy at 10 cents per white box. But candy in blue boxes sold "great." He sold over 2000 blue boxes of candy at 10 cents each in a week. "Show what you want to sell," said Mr. Ferrier. "If you're selling candy, show the candy, not just the boxes. Break the candy open. Make their mouths water! And don't show just signs. Don't tell a long story. People won't stop long enough to read it through. Mechanical devices and pictures will help you. But don't show war pictures and pretty actresses. It might take a traffic cop to clear the sidewalk, but the people won't buy your goods. That kind of pictures distracts attention and doesn't sell anything. Find out what the trade will stand, and give it to 'em hot," concluded Mr. Ferrier. "I have a big rent but a 'cheap' window. I couldn't sell a dollar article but have sold 2100 10-cent articles in a week."

#### Recent Fires.

A second fire occurred recently in the drug and chemical factory of Allaire, Woodward & Co., which at one time threatened the entire plant and, as it was, almost asphyxiated a number of firemen. This fire, like the one a month previous, to which reference has already been made in the ERA, started in one of the machines used for making insect powder. Sneezing, stifling and almost blinded, the Peoria firemen had a strenuous battle before the blaze was subdued.

A \$25,000 fire on the third floor of the building at 178 West Randolph street, Chicago, occupied by the Hochschild-Kelner Co., a wholesale drug firm, was startling to the people of that section and brought thousands of sightseers to the scene. Green and purple flames and sharp explosions made it particularly spectacular. Three employees were overcome by fumes, and removed to the street by firemen. The blaze was confined to the third, fourth and fifth floors of the building, all occupied by the drug company.

## National Co-operative Drug Company.

*How the New Co-operative Wholesale Drug Company Owned and Operated by Retail Druggists Is Organized—Branches in Many Large Cities—More than 1000 Retail Members on May 1.*

FOR the past few months there has been an unusual interest in the question of co-operative buying. Reports from the "Mutual" and "Economy" and similar organizations of retailers in the Middle West have indicated such prosperity to the retail druggist members and such a saving in first costs that the trade papers have considered the whole question of co-operative buying as of equal importance with "chain store" and "department systematized" methods of doing business, finding a relationship between the two in the self-evident fact that co-operative buying by a small but united band of retailers enables such retailers to compete on a more equitable basis with the buying power of the chain stores. The small retailer has seen a way of getting some chain store advantages, at the same time retaining his business individuality. So much in the way of prologue.

The latest arrival in the field of National co-operative buying—in itself but an elaboration of the State and City mutual drug companies which have flourished in Ohio and other mid-Western States, and which, by the way is officered by the men who have won success in the State and city field—is the National Co-operative Drug Co.—"a co-operative wholesale drug company organized and owned by retail druggists," with a home office in St. Louis, and with branches organized or planned in other cities in different parts of the country. It has already leased 25,000 square feet of floor space at Fourth and Valentine streets, St. Louis, and there are more than 600,000 square feet available in the same building, right in the center of St. Louis wholesale druggdom.

The National Co-operative Drug Co. was incorporated under the laws of Delaware, with an authorized capital of \$1,000,000, divided into \$600,000 preferred and \$400,000 common stock, the preferred only to be sold, the common to be used, if necessary, in purchasing plants, at the determination of the board of directors; the proceeds of the sale of stock to be used first to establish and strengthen the central warehouse in St. Louis, and afterwards for the branches.

Within 90 days of incorporation enough members were enlisted in St. Louis to warrant the opening of the St. Louis house, where the headquarters will be maintained.

The officers of the company are: President, O. B. Thuma; 1st vice-president, Chas. W. J. H. Hahn; 2d vice-president, K. B. Bowerman; secretary, George E. Brown; assistant secretary, Harry R. Mulvey, and treasurer, George W. Platt. (One additional director from each city having a house, to be selected by the local board of control.) The directors are: Louis Roettig, Edward Kipp, George W. Platt, J. M. Satterfield, Chas. W. J. H. Hahn, Robert F. Miller, O. B. Thuma, K. B. Bowerman, O. J. Cloughly, A. S. Ludwig, Wm. F. Ittner and George E. Brown. The organization committee: Chas. H. Huhn, Minneapolis, Minn.; O. J. Cloughly, Chas. W. J. H. Hahn, A. S. Ludwig, Geo. W. McDuff, Wm. F. Ittner, Robert F. Miller and Geo. E. Brown, St. Louis; W. Gnerich, K. B. Bowerman, Nathan Schwartz, D. R. Rees and Harry R. Mulvey, San Francisco; O. B. Thuma, George W. Platt, Edward Kipp and Louis Roettig, Cincinnati; C. Wilfred Dare, Newark, N. J.; Charles Lyle, Memphis, Tenn.; E. J. Green, Dallas, Tex.; Louis Doerr, San Jose, Cal.; Frank S. Grey, Sacramento, Cal.; O. V. McCracken, Oakland, Cal.; J. A. Gance, Indianapolis; A. Di Trapani, August C. Flach and Henry Berlin, New Orleans.

It is announced at the St. Louis office that the Minneapolis branch will start with the merging in the branch of the Merritt Drug Co., co-operative, under the management of Chas. H. Huhn, former president of the N. A. R. D. H. J. Mitchell, assistant secretary of the new company, is in charge of the Minneapolis district work, with the organization committee composed as follows: C. H. Huhn, C. M. Pardoe, A. D. Thompson, G. A. Ball, F. A. Klenert, G. A. Rose, J. Jackson, E. A. Tupper, Newman Griffin and John Danck. The temporary quarters in Minneapolis will be those of the Merritt Drug Co. at 92-96 Western avenue.

Secretary Brown of the National said that branches were being organized in San Francisco—the first to be opened after

the opening in St. Louis—and Memphis; also in New Orleans, Louisville, Indianapolis and Fort Worth. Others will be opened in a number of other cities later, among those under consideration being Denver, Kansas City, Portland, Ore., and Salt Lake City. Secretary Brown also stated that the National had in the first part of May a total membership of nearly one thousand in the places where the main office and the branches are being established.

George E. Brown, secretary of the company, has been sales manager of the Cincinnati Economy Drug Co., which was organized in Cincinnati about six years ago, with a capital of \$30,000 and 10 members, all local retail druggists. The Cincinnati concern now has a capital of \$100,000, with nearly 300 members, and is doing a business of more than \$500,000 a year, according to the report for 1913.

At the solicitation of druggists from various parts of the country, says Secretary Brown, the plan for a National proposition along the lines which had made the Cincinnati enterprise successful was formed, with O. B. Thuma, originator and present manager of the Cincinnati company, as president of the National concern.

Brown came from Cincinnati a year ago last January and took up the proposition for the organization of the National with O. J. Cloughly, who recently closed his term as president of the St. Louis R. D. A., and the same month the plan was taken up with a committee of St. Louis retail druggists—O. J. Cloughly, C. W. H. Hahn, W. F. Ittner, Robert Miller and A. S. Ludwig.

"The National Co-operative Drug Co. is purely mutual," said Mr. Brown to a representative of the ERA. "Each druggist who buys through it must be a stockholder member. The plan is for each member to carry stock in the company to equal his average monthly purchases—if he buys \$500 a month, he must have \$500 in the company. One of the features will be to eliminate unnecessary expenses. All profit made in the business above the actual cost of handling the business is to be divided among the members. Our price will be one price to all. When we get started here we have promises that some of the biggest stores will join. Quantity buying will not cut any figure, but the membership with us of the big stores will cut down their big investment in carrying stock and give them a quick turn-over. The co-operative company will carry the stock. One of the most encouraging things to us is the attitude of the manufacturers. Manufacturers have come to us and offered not only to take stock but to stock up our branches with their lines complete. Wide-awake manufacturers see that the co-operative way of distributing goods is a successful way. In Memphis, Kansas City, Fort Worth and Cincinnati we have had overtures made to us by jobbers for us to buy them out."

The New Orleans branch organized May 7 with the following directors: Fred Earheart, chairman; Peter Rupp, E. S. Bernadas, E. Wunderlich, Edward H. Walsdorf. The New Orleans branch will be the distributing center for Louisiana, Mississippi and Eastern Texas.

### FROM THE BUSINESS FIELD.

Morgan & Millard, South and Baltimore streets, is one of the most progressive drug firms in Baltimore. When this firm went downtown several years ago, taking one of the principal corners in what was then and still is the financial district, many persons shook their heads and declared that no drug business could be successfully established there with the rent so high, and with the other heavy expenses. Morgan & Millard have signally disproved all predictions of failure and have shown that they are come to stay. They not only made the original place pay, but their patronage has so increased that the firm recently took in the adjacent store, doubling the space formerly occupied, and giving the pharmacy the form of an "L" with the floors generally unobstructed and with mahogany shelves and cases along the walls. Because of its success under essentially modern conditions, the members of this firm are entitled to speak with authority on the chances of the present day in the retail drug business.

H. H. Austin, of Minneapolis, some years ago was a traveling salesman for a large wholesale drug house, and, while going about, heard druggists in various parts of the

country. Across the country to buy somewhere or to sell the stores they were then conducting. They had no medium through which they could come in contact with the parties they wished to meet. Mr. Austin thought it might pay to act as a middleman and, for a time, he carried lists on the road with him. Lists of druggists who wished either to buy or sell stores. This list got so large that finally he decided to open an office, and to give up traveling. He then associated himself with W. G. Fowler, another druggist, and the two men built up a business that now includes, not only druggists, but grocers and other retailers.

**Chas. E. Matthews**, manager of Sharp & Dohme's Chicago branch, called upon his friends in the jobbing trade in St. Paul and Minneapolis recently. Messrs. Burke, Lund, Gilmore and Co. are Sharp and Dohme's salesmen in the Northwest, were called and to meet Mr. Matthews. J. C. Dysart, who represents Sharp & Dohme in Southwest Missouri, visited the St. Louis office recently and reported that the prospects are bright for a good year in his section of the State. E. T. Curtis, manager of Sharp & Dohme's St. Louis branch, has returned to his desk after an extended trip through Kansas and Southern Missouri. He reports business conditions as good, and indicates that Kansas expects a bumper wheat crop this year.

**Marshall Field & Co.**, of Chicago, have at last been persuaded to put a soda fountain in their State street store. Heretofore the management of this company has been opposed to a soda fountain, but, evidently, now has been forced to give way to the wishes of patrons. The fountain will be located in the tea-room in the main building, and the apparatus will be of unique design in circular form, and finished in white and gold. The contract for the same has been let to the Liquid Carbonic Co. This action on the part of what is probably the largest department store in the world is most significant as showing the growing importance of the soda fountain in department stores.

**The Geisen Drug Co., Inc.**, has been chartered at Shreveport, La., with a capital of \$25,000, and the following officers: President, C. A. Geisen; vice-president, Dr. S. C. Barrow; secretary-treasurer, David H. Deas. The president is a well-known traveling man and has been connected with the New Orleans firm of S & J Katz & Co. for 35 years. Dr. Barrow is a well-known local physician, and David H. Deas is an expert accountant and insurance man. The new company has purchased the A. H. Renfro stock, and will continue the business at the head of Texas street.

**The Dow drug store chain** in Cincinnati, now 10 in number, with an 11th soon to be added, has been celebrating its 29th anniversary, as it is entering upon its 30th year. The chain is owned by a woman—Miss C. Dow—who has been its active head for the entire period mentioned; and its continuing success shows exactly what may be done in the drug business by the use of aggressive modern methods. For some years, however, Miss Dow has had an able lieutenant, in the person of A. M. Hopkins, general and advertising manager of the business.

**The Louis K. Liggett Co.** are to erect an eight-story building costing in the vicinity of \$150,000 at Woodward and Grand River avenues, Detroit, the present site of one of the company's drug stores. According to Edson O. Geissler, vice-president and resident manager, the architecture will follow closely that of the company's building at Gratiot avenue and Farmer street, with an exterior of terracotta. Work will begin within a year. The drug company will occupy the entire lower floor, and the upper stories will be leased.

**The Henry K. Wampole & Co., Inc.**, Athletic Association, celebrated its second annual opening on the association's grounds, Philadelphia, on Saturday, May 2. Music, refreshments, a lively baseball game and several field events, in some of which the female members participated, were all highly enjoyable features on the day's entertainment. The members of the firm, and the officers of the association deserve high credit for their activities in fostering athletic pursuits and a social getting-together among the employees.

**The Columbus Pharmacal Co.**, Columbus, Ohio, has opened its new building at 339-336 Oak street, the occasion being marked by a formal housewarming with a dinner at which covers were laid for 90. Twenty-two of those present were traveling men, who cover eight States adjoining Ohio, in which

the company supplies physicians and surgeons. J. W. Haynie, general manager of the company, was presented with an office clock by the salesman, B. C. Woodrick, of Decatur, Ill., making the presentation speech.

**The E. E. Sutherland Medicine Co.**, of Paducah, Ky., one of the largest proprietary medicine firms in the South, has changed ownership. G. D. Merner, of St. Louis, with G. A. Pfeiffer, of Philadelphia, have purchased the holdings of W. P. Paxton and H. R. Lindsey, of Paducah, and of A. E. McBea, of New York. The price was not made public. The business will be moved at once to St. Louis.

**The National Co-operative Drug Co.** has decided upon New Orleans as its Southern headquarters, and, according to a recent dispatch, more than 100 retail drug stores in New Orleans had signified their intention of joining in the work of this organization, which is composed of retail druggists in all sections of the country, with general headquarters at St. Louis.

**The Riker-Jaynes** employees of Boston held their second annual ball on May 5. M. E. Adams was chairman of the general committee, W. F. Doherty secretary and A. M. Ridehout treasurer. H. D. Vatum was chairman of the entertainment committee, F. A. Gilbert of the refreshment committee, J. H. Spinney of the committee on decorations.

**The Radium Therapy Corporation**, of No. 170 William street, New York, has been incorporated with a capital of \$1,500,000. The company purposes to manufacture and deal in minerals and their products. The directors are William Jay Schieffelin, Schuyler Schieffelin and William Osgood Field.

**Frank B. Schutz**, postmaster of Milwaukee, has opened a contract postal station in the Goldsmith pharmacy. Although the pharmacy is only across the street, the Sunday and holiday closing of the post-office makes it necessary to have some nearby point where citizens may secure stamps and money orders at these times.

**The Builman-Nash Drug Co.**, of Charleston, W. Va., has been chartered to deal in drugs, wholesale and retail. The authorized capital stock is \$20,000. The incorporators are: W. G. Mathews, Walter J. Builman, McLean Nash and Geo. W. McClintic, all of Charleston.

**The Ellicott Drug Co.**, of Buffalo, N. Y., has elected Frank Marvin Clark, a well-known druggist of Jamestown, N. Y., president. The vote was unanimous. The Ellicott Drug Co. is a jobbing concern which does business in both New York and Pennsylvania.

**The Buffalo Foundry & Machine Co.**, of Buffalo, N. Y., are no longer represented in New York City by H. E. Jacoby. They request that manufacturers address them direct at Buffalo, regarding the requirements of vacuum apparatus, castings, patterns, etc.

**William O. Holz**, of Marinette, Wis., recently formally opened his drug store at 1331 Main street, formerly conducted by V. A. Lundgren. Mr. Holz, who managed the Lundgren business for the past five years, purchased the store last January.

**The Hoge-Davis Drug Co.**, Wheeling, W. Va., has purchased the Wingerter drug store at 1030 Main street. The basement of the newly purchased store will be converted into a tea room, and new fixtures will be installed.

**The Pike Rubber Co.**, Akron, Ohio, has been incorporated with \$50,000 to manufacture rubber sundries and druggists' supplies. The incorporators are Orville C. Pike, Fred Grether and Frank Selzer, the latter a local druggist.

**F. V. Nihart**, proprietor of the Opera House drug store, recently burned, of Decatur, Ill., has reopened for business—both wholesale and retail—at 147 South Water street, Decatur.

**The Carter Smart Weed Co.**, of Erie, Pa., has been sold to S. C. Wells & Co., of LeRoy, N. Y., and the plant will be removed to the latter town.

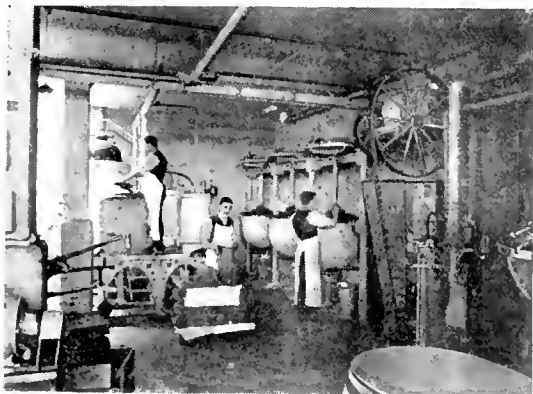
A new **Riker-Hegeman** drug store has just been opened at 165 Genesee street, Utica, N. Y. R. B. Howarth, of Utica, is the new manager.

**Silas C. Boucher**, well-known as a working druggist in Marquette, Mich., has opened a new store in that city.

**Waterville (Me.)** druggists have signed an agreement to close their stores on Sundays until further notice.



## John Gosnell &amp; Co., Ltd., of London — A House with Nearly 200 Years of History.



Two scenes in the workrooms of John Gosnell & Co., Ltd., Blackfriars Road, London, the home of many world-known toilet specialties.

IN Great Britain it is not an uncommon experience to have business dealings with the same houses with which the great-grandfathers of present-day patrons were accustomed to deal, and it is interesting to note how many commercial firms in a flourishing condition today were established a century or more ago. In the United States such conditions are seldom found, chiefly because of the comparative youth of this country, but American business men can readily understand how such long-established houses take a natural pride in tracing their beginning back to some hard-headed ancestor who laid the foundations upon which succeeding generations have erected a business edifice which has not only withstood the test of time but has grown in importance with the passing of the years. But while many British firms can trace their origin back to the days "when George the Fourth was King"—or possibly to the latter days of the reign of his predecessor—there are few which have a history as long as that of John Gosnell & Co.

John Gosnell & Co., Ltd.—to give the firm its full title—was founded nearly two centuries ago. The precise date is not known, for the reason that the ancient records were destroyed by a fire which swept the premises in Three King's Court, Lombard street, in 1865. But in a newspaper bearing the date of Aug. 9, 1819, appeared an advertisement of the firm, which then traded under the name of Price & Gosnell, in which it was stated that the house was established nearly a hundred years previous to the date of publication. That is, it was founded in the reign of George I, and has existed during eight reigns—those of George I, George II, George III, George IV, William IV, Victoria, Edward VII, and George V. In all probability the firm of John Gosnell & Co., Ltd., is the oldest of the English perfumers now in existence. During these successive reigns it has enjoyed royal patronage, and, in the advertisement referred to, it is described as: "Perfumers by Appointment to the Prince Regent," afterwards George IV.

From a collection of old British newspapers, all of which are nearly 100 years old, the writer has culled a number of advertisements in which the products of Price & Gosnell are advertised, and the following typical announcements from *Bell's Weekly Messenger*, of Jan. 28, 1821, will be found of interest:

#### PERSONAL BEAUTY.

The ladies are assured that all the cosmetics ever yet discovered do not possess, in an hundredth degree, the good qualities of Price & Gosnell's Patent Naples Cream as a beautifier & clearer of the skin. Sunburns, freckles, ring-worm, tetters, spots, tan, redness of the nose, etc., peculiar to delicate complexions; by the regular application of the Patent Naples Cream once a day, or twice or thrice a week, the skin & fluids are gradually cleansed & cooled & assume that clear transparent white & red, which denotes them in a healthful state. Its innocent & refreshing balsamic qualities, render it a salutary wash for infants, it keeps the skin cool and soft. Sold in London only by the patentees, Price & Gosnell, Perfumers to His Majesty, No. 12 Three King's Court, Lombard Street, price 5/- & 10/- per bottle. Also Price & Gosnell's Rose Bloom, prepared from roses, from which so much colour is extracted, as to impart an instantaneous, lasting & youthful colour to the cheeks & lips; bestowing a bloom, that defies the most curious observer from concluding it any other than the natural appearance of the most exalted beauty. Price 5 6d & 21/- per

bottle with directions for use. The Rose bloom from its innocence & striking effect is peculiarly adapted for the stage.

Another advertisement in the same paper sets forth that Messrs. Price & Gosnell "beg to caution the Royal Family, Nobility & Gentry, against the numberless pernicious preparations daily imposed upon the shopkeepers & public, by inexperienced and unprincipled speculators, by means of pirated bills & labels."

*Bell's Weekly Messenger* consists of six small pages, and its price was 17 cents, the stamp duty being 8 cents!

The firm received the patronage of the late Queen Victoria and a Royal Appointment exists which was granted by Queen Alexandra under date of May 4, 1863, when on her marriage with the future Edward VII she had become Princess of Wales. This was renewed when she became Queen upon the accession of the late Edward VII in 1901.

So much for the historical side of the Gosnell business; let us turn to the production of their specialties. A visit to the premises in Blackfriars Road, London, found a building with spacious floors, well-lighted and well-ventilated, and supplied with the newest devices in machinery and apparatus for the perfection of the firm's products. The firm originated the well-known "Cherry Tooth Paste," and have obtained their toothpaste pots from the English potteries since 1853. The original design is still used, although to meet the requirements of present-day taste this paste is also supplied in tubes. As an indication of the care exercised in the manufacture of all the Gosnell specialties, all the ingredients used in the "Cherry Tooth Paste" are passed through a sieve containing 32,000 holes to the square inch, the resulting powder being of surprising smoothness.

"Cherry Blossom," another Gosnell specialty, had its birth at the South Kensington Health Exhibition in 1884. Cherry soap and Cherry Blossom talcum powder are two other specialties of the firm, and one of the most astounding testimonials ever given a proprietary article was that received by the firm from one of the defenders of Mafeking during the memorable siege which was a feature of the South African War. The writer described with seeming gusto how a quantity of Gosnell's toilet powder had been discovered, and *had been converted into healthful and tasty dishes of blanc mange!* Despite such an encomium John Gosnell & Co., Ltd., are *not* advertising their product as a health food, even though it is admitted to be a harmless and absolutely pure talcum powder.

The Messrs. Gosnell claim to be the pioneers in lavish advertising expenditure to advance the sale of a single perfume, and as a result of the 30 years of persistent publicity, their perfume is now sold in every quarter of the globe. Such is the reputation of the individual members of the present firm that they were appointed members of the jury on their section at the recent Brussels and Turin expositions.

The American agents of the firm, E. Fougere & Co., Inc., of New York, are contemplating a more general introduction of the Gosnell products to the American public, and the firm is anticipating a still larger business than at present enjoyed "over the seas."

## A "Pure Food" Vanilla Since 1868.

**T**HERE is a firm in New York, N. Y., which made vanilla extract for 45 years. Its vanilla extract from selected vanilla beans is made with steam and water, without using sugar, glycerine or alcohol, and they are still making the same extract that is approved by all the pure food regulations which have been passed since they embarked in business. This business was founded by D. C. McMonagle and William H. Rogers, but in 1898 Mr. McMonagle sold his interest to Fred Rogers, and since that time father and son have conducted the business together. Fred Rogers, who is admitted to be one of the best judges of vanilla beans in this country, says any one can make vanilla extract—of a kind—but that the successful manufacturer of a fine vanilla extract depends almost entirely upon the knowledge pos-



FRED S. ROGERS

sessed of the beans themselves, how long they should be held before use, and when they have developed their full richness and aroma.

"There are lots of prime vanilla beans that are used before they should be," said Mr. Rogers to an ERA representative. "There are about as many varieties and conditions of vanilla beans as there are types in the human race," he continued, "and many a manufacturer, honest in his desire to use nothing but prime Mexican goods, finds foisted upon him cheaper varieties done up in Mexican style. Every bundle of vanilla beans used by us is passed upon for appearance, texture and flavor before it goes to the mills.

"When McMonagle & Rogers first started manufacture in 1868 they soon realized that vanilla extract as commonly sold varied greatly in quality and strength, according to the condition of the vanilla beans from year to year. In order to secure uniformity of product they began buying vanilla beans in large quantities whenever the right 'cure' could be found. It was next discovered that by storage of the extract in casks for some time its quality was improved, and this led to the adoption of the ageing process. Now, from the time the beans are put into process until the extract is ready for the market from a year and a half to two years elapse.

"We follow the old-fashioned method of slow, cold percolation in all our product. We have tried machinery, and while mechanical methods give a good product we found that slow percolation gives a better extract, and that the mass of vanilla bean still contained flavor which could be extracted by the old method after the mechanical process was supposed to have completely exhausted the flavor content.

"Our success has rested principally upon our ability to select and control large quantities of prime selected vanilla beans, to hold them until ripening has brought them to proper perfection for manufacturing purposes, and then to extract the full flavor by percolation. We are not alarmed by the disturbed conditions in Mexico, for should the supply of beans be cut off for two years our holdings are large enough to make us independent of supplies for that time."

While the McMonagle & Rogers vanilla has been sold through the high-class grocery and catering trade, Mr. Rogers has found from his druggist friends that the passage of pure food laws in the several States has added to the perplexities of druggist manufacturers of vanilla, and without advertising many druggists have turned to this firm for vanilla supplies, so many in fact that the firm has now decided to advertise to the retail druggists throughout the country. That McMonagle

& Rogers started in business as druggists, that their methods of manufacture are druggists' methods, combined with years of experience in the selection of vanilla beans, at once places them "right" with every druggist who is seeking a quality product, which antedated the pure food laws, made by a house which never changed a single step in their manufacturing processes because of any legal enactment.

Fred S. Rogers was president of the New York State Ph.A. in 1906; his father, William H. Rogers, was president of the same organization in 1884, this being the only instance in the history of the New York State association where father and son have both been honored by election to the presidency.

### Vending Stamps by Machines.

There is a growing demand by druggists for some dependable machine for the vending of postage stamps, to do away with the loss of time—and loss of money—where such "accommodation trade" is handled by a clerk from a stamp drawer or the till of the cash register. The following extracts from a letter received recently have an interesting bearing on the subject, and are printed for the benefit of druggists who may have "thought of" using vending machines, but who have not taken the necessary steps toward purchase:

"There are so many reasons why druggists ought to use stamp-vending machines that it seems to us a publication like your own could well afford to devote space to this subject. The druggist is the one business man who is asked to do more without recompense than any other class of business men in the world. He is asked, for instance, to sell stamps for mere accommodation, not only without any profit to himself but actually at a great loss to himself. The better druggists today realize that the opinion of some druggists who feel that by selling stamps at par they are attracting business to their store has absolutely no foundation in fact. This is substantiated in any number of cases where druggists who have had sub-postal stations have been only too glad to give them up.

"If selling stamps at par were to these druggists the advertising that many druggists are inclined to believe, a sub-postal station ought even to be of greater advertising value, and yet the experience of so many druggists on this very question shows that the advertising to be gained from the handling of stamps on this basis and the conducting of a sub-postal station actually loses money for the druggists. The druggist doesn't expect to put up a prescription without being paid for his time and without realizing on his investment. Why should he sell stamps without the same consideration for his own best interests?

"In the first place, what does it cost the druggist to sell stamps at par? Figure the loss in spoiled stamps, errors in handing out too many and in making change, time of the clerk in waiting on this trade which could be put to more profitable use, sales of profitable goods lost by being called away from a prospective customer by an insistent demand for a stamp, loss of time in putting up a prescription by being called away for a stamp and the work interrupted necessitating checking back, perhaps, a proportional part of the over-head expense, etc. The result would probably astound the druggist, as an exhaustive investigation of this matter has shown that it costs any druggist not less than 25 per cent., and many more than this, so there is a 25 per cent. loss to start with."

### Seneca Camera Departments an Asset.

F. K. Townsend, secretary of the Seneca Camera Mfg. Co., writes: "It seems to me that the reason we are doing such a large business this season is because our dealers are more than satisfied with their treatment and because our cameras are making good with their customers." The Seneca outfits for dealers which start at \$50 are complete, including quality goods of every variety. Readers of this issue of the ERA will find a photographic reproduction of one of these assortments in the company's advertisement elsewhere, which tells its own story. The assortment covers folding roll film and fixed focus box form cameras, film pack machines and dry plate instruments. The folding roll film Seneca is a new departure. It is made of aluminum and covered with genuine seal leather; it has a one-piece, fool-proof lock back that is positively light-tight. Most amateurs have difficulty in telling when a camera is level, so the Seneca has a spirit level placed close to the finder where both can be seen at the same time. The Scout camera loads with ease, and the shutter is "sure shot" every time. In all the Seneca hand-plate cameras film pack adapters

can be used, thus making two styles of camera in one. In addition to the cameras the Seneca company is prepared to furnish everything necessary for the photographer, both professional and amateur, and when the druggist has installed a department it is a very simple matter to add supplies in any line carried, or "sort up" the department. More complete details as to assortments and prices are instanced in the company's advertisement elsewhere in this issue.

#### 42% Profit on a Druggist's Investment.

To the druggist who believes in carrying goods that sell, in the line of toilet articles, soaps, bath salts and violet water, Müllhens & Kropff, the U.S. Branch of Ferd. Müllhens, of Cologne, Germany, are making a special combination offer, which includes free goods. The "4711 line" is known the country over, because of its quality and because it is nationally advertised in 20 high-class publications with a combined circulation of more than 13,000,000. Such a campaign has already created a demand which the druggist can take advantage of without additional publicity on his part. The "4711" White Rose Glycerin Soap, which is the product given the greater part of the publicity, although the famous "4711" cologne and toilet waters are by no means overlooked, is a fine, smooth and satisfactory soap with a growing reputation. In the two pages advertising the "4711" products in this issue of the ERA Müllhens & Kropff are making an offer which includes all their best sellers, quoting prices, and are also quoting the 1914 price on White Rose Glycerine Soap which can be obtained through any jobber. See the advertisement for details, and a list of the articles included in the offer.

#### No Lost Eyesight With S.K. & F. Tubes.

Ether tubes explode occasionally, and when they do the druggist or physician handling them is apt to be injured—he may even lose his eyesight. To prevent just such disasters the Smith, Kline & French Co. are packing their nitrous ether tubes in a patented bag covering, which, should the tube explode, prevents the glass from flying. These tubes of nitrous ether are packed in boxes containing one or six tubes, and can be obtained through all wholesale druggists. A sample will be sent on application to the Smith, Kline & French Co. See advertisement in this issue for further details.

#### "WOOD NAPHTHA" PROPONENTS AGAIN ACTIVE

##### Hearing Held on Proposed Ordinance by Board of Aldermen Public Health Committee—Weil Presides.

The committee on public health of the New York City Board of Aldermen gave a hearing recently on two ordinances to regulate the sale and use of wood alcohol. Alderman Jacob Weil presided. The ordinance favored by Mr. Weil provided for the name "wood naphtha" and the label statement "This fluid taken internally, inhaled or used externally, is likely to produce blindness and lead to death." Dr. Charles Baskerville presented a model for a uniform State and municipal law which is in part as follows:

Section 1. No person shall sell, offer for sale, deal in, supply or give away, or have in his possession with intent to sell, offer for sale, deal in, supply or give away any article of food or drink or any medicinal or toilet preparation intended for human use internally or externally which contains any wood alcohol, otherwise known as methyl alcohol, either crude or refined, under or by whatever name or trade-mark the same may be called or known.

Section 2. No person shall sell, offer for sale \* \* \* supply or give away any wood alcohol, otherwise known as methyl alcohol, \* \* \*, unless the container in which the same is sold \* \* \* shall have affixed thereto a label containing the following words, printed in type not less in size than eight point as known to the trade, in red letters on a white field, viz.:

"Poison.—Wood Alcohol.—It is unlawful to use this fluid in any article of food or drink, or mechanical or toilet preparation, for human use internal or external."

The opposition to the first ordinance included Professor Baskerville, Mr. Stevens, Wm. S. Gray, Albert Paut, Mr. Covey, Berry Bros., Detroit; Wm. C. McConnell, Board of Trade and Transportation, and Mr. Pierson, of Alexander & Green, attorneys for the Wood Products Co. The proponents included a representative of the Department of Health, who

supported the first ordinance in principle; a representative of the Society for the Prevention of Blindness; Henry Woodruff and others. Mr. McConnell and all the manufacturers present favored Dr. Baskerville's model.

#### Gathered in Philadelphia.

Stedman & Archer, Inc., of 16 South Front street, have taken up a line of automobile accessories in addition to their drug and paint trade.

A charter has been granted at Dover, Del., to Cleas Tilly, Inc., to conduct a wholesale drug business; capital, \$150,000. The incorporators are F. B. Hansell, Philadelphia; George H. B. Martin and S. C. Seymour, of Camden, N. J.

A new drug store was opened recently at Plainfield, N. J., in the Speer building.

The contract for the erection of a drug store and ice-cream parlor at Lewis and Baltimore avenues, Darby, Pa., has been awarded.

Owing to the constant increase in the volume of the business since they made a cut in the price of patent medicines about a year ago, the Smith, Kline & French Co. have found it necessary to open an additional office for the accommodation of their rapidly growing clerical force and have rented the building adjoining their entrance on Fifth street above Market. Mr. French says, in regard to the condition of business: "If the Government will cease consideration of laws further restricting and disrupting business and will confine itself to the enforcement of laws now on the statute books, it is believed that in consideration of the splendid prospects of growing crops business will again become very active, in spite of the further possible trouble with Mexico."

A bad case of rheumatism has kept Harry E. Robertson, of Frederick Brown & Co., away from business for several months, and as he is not improving very rapidly it is not known when he will return to work.

All indications point to an unusual exhibition by manufacturers at the exhibition of the N.A.R.D. in August. There are but nine display spaces left.

The drug store located at 1210 Market street, which the Riker-Hegeman Co. opened for business last November, was formally opened in April. The usual "opening sale" was held, and to the numerous articles handled by retail druggists this company has added fresh eggs. In order to stimulate the sale of eggs they gave a package of egg dye with each dozen purchased, and in the course of the day thousands of dozens were sold. While the women and girls consumed 2000 glasses of soda water and as many sundaes, the men took 5000 cigars and 5000 packs of cigarettes out of the establishment.

The will of the late J. Elwood Lee, vice-president of Johnson & Johnson, has been probated at Norristown, Pa. The estate is estimated at more than \$1,000,000.

J. F. Maurice, of the Philadelphia branch of Johnson & Johnson, is now covering the territory made vacant by the recent death of A. Swisher. Mr. Wertheim, who occupied an inside position, is looking after the territory formerly taken care of by Mr. Maurice.

#### Riker-Hegeman Co. Elects Officers.

Alfred H. Cosden was elected president of the Riker-Hegeman Drug Co. at the recent annual meeting of that company. Ex-president John H. Flegler was made chairman of the board of directors. H. S. Collins, formerly vice-president of the United Cigar Stores Company, was elected vice-president of the drug company. John S. Alley is another vice-president and R. B. Wattlely the secretary and treasurer. The stockholders elected as directors: H. S. Collins, R. B. Wattlely, Carl Schmidlap, D. Herman, E. Rubenoff, S. L. Marcus and W. S. Refus. The retiring directors are: R. B. Rathbone, W. D. Davis, Frederick H. Pouch, Wm. C. Bolton and H. D. Hutchins.

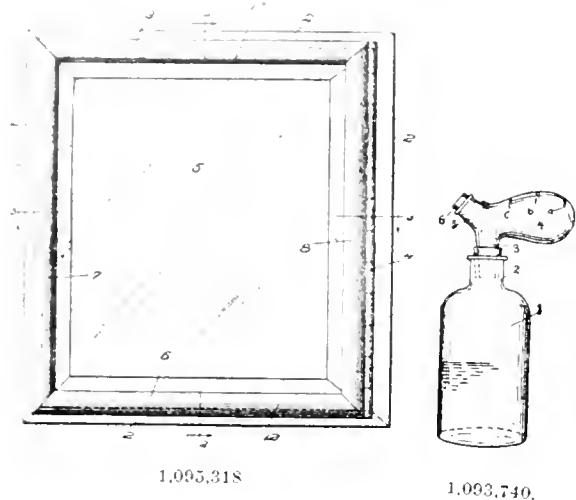
#### New York Bowlers Win Tournament.

The annual tournament of the American Drug Trade Bowling Association, Atlantic City, May 8-9, resulted in a victory for the New York Wholesale Drug Trade Bowling Association with 18 points won, Baltimore second with 10 points and Philadelphia third with eight points. These officers were elected: President, Charles C. Buchanan, Philadelphia; vice-president, George Armour, Baltimore; secretary-treasurer, Dr. Wm. B. Christine.

# PATENTS AND TRADE MARKS

## HOLDER FOR CARBOYS.

**HORACE M. McCORD**, Minn., ap'ls. Minn., assignor of five-tenths of the right in and to a patent, to Joseph F. McDonough, La Crosse, Wis., of the following letters patent on a carboy holder (No. 1,095,318), which comprises a frame, a pivoted support for a carboy consisting of a bottom platform, side and end walls, and a hinged wall adapted to swing clear of the support,



and means for holding the carboy on the pivoted support. The hinged wall is made to hold the support in horizontal position while the carboy is being placed thereon, and is also being adapted to swing up and firmly position the carboy within the walls. A box pivotally attached to the standards mounted on the frame of the holder supports the carboy, which is held therein by means of an adjustable rod, which is positioned by means of a hand-nut. The hinged side of the box when swung down, as before stated, is made to support the box in horizontal position to permit the insertion of the carboy.

### Medicine Cabinet.

This invention consists of a door for medicine cabinets comprising four bars at right angles to each other having beveled ends brazed together, the two uprights and the bottom bars of the frame constituting channel bars, while the top bar has a smooth inner face, whereby a mirror and a backing may be inserted into the frame from the top, an angle bar removably secured to the inner face of the top bar confining the upper edge of the mirror and the backing in the frame. The specifications also cover the combination with a medicine cabinet having a rectangular door receiving opening therein, of a door for said cabinet comprising four bars at right angles to each other having the beveled ends brazed together, three of the bars having heads at their outer edges extending in both directions beyond the intermediate member of the channel bars and overlapping the edges of the cabinet, hinges connecting the third of said bars to the cabinet, and the horizontal members of the door constituting channel bars in which are supported the mirror and backing which form a prominent part of the door. The inventor is Louis F. Eisele, Philadelphia, Pa. (Patent No. 1,095,315.)

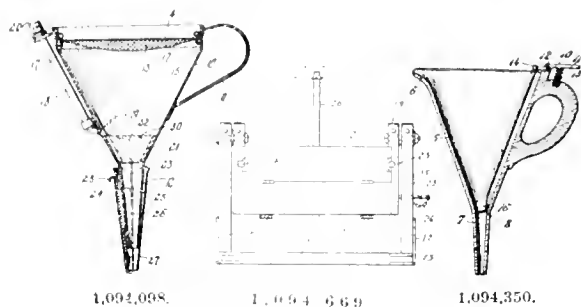
### Medicine Dose Measurer and Bottle Stopper.

This device is the invention of Alexander T. Stevenson, Portland, Ore. (Patent No. 1,093,740.) It is designed as a

combined measurer and stopper for bottles, comprising a graduated bulb having a neck projecting diagonally upward and outward in substantially the same plane with the long axis of the bulb; and a downwardly extending tubular branch connected to the bottom of the graduated bulb adapted to be inserted in and form a closure for the bottle.

### Combination Valve Funnel.

Among the numerous improvements made in funnels recently is the invention of Bertie Earl Walter, Tulsa, Okla. (Patent No. 1,094,350), which is shown in the accompanying engraving. It consists of the combination with a glass funnel having a



contracted neck forming a valve seat, of a rod working within the funnel, and a glass tube fixed to the rod throughout the length thereof for covering the same and formed with a glass ball terminal about the lower end of the rod to provide a valve engageable with the said seat.

### Funnel With Discharge Spout.

Another type of funnel is the invention of Bela Rakottay, Jersey City, N. J. (Patent No. 1,094,098), which consists of the combination with a funnel having a conical discharge spout, of a valve normally closing said spout, a hollow conical member shiftably arranged upon the outer face of the spout, and a wire attached to the outer surface of the conical body and connected with the valve whereby the latter is unseated when the conical member is moved toward the body portion of the funnel, the conical body also preventing that portion of the wire disposed on the outer surface from contacting with the inner surface of the bottle when the funnel is inserted into the bottle neck.

## PATENTS.

### Granted April 21, 1914.

- 1,093,740—Alexander T. Stevenson, Portland, Ore. Medicine dose measurer and bottle stopper.
- 1,094,098—Bela Rakottay, Jersey City, N. J. Funnel.
- 1,094,119—Jurgen Callsen, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Pharmaceutical compounds.
- 1,094,123—Ludwig Claisen, assignor to Synthetic Patents Co., Inc., New York, N. Y. C-Allyl salicylic acid.
- 1,094,159—Georg Merling, Otto Chrzescinski and Hugo Kohler, assignors to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Process of producing keto compounds from ketones and alkylaminomethanes.
- 1,094,182—Hans Wolf, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Process of producing oxides of nitrogen.
- 1,094,296—Peter Bergell, assignor to J. D. Riedel Aktiengesellschaft, Berlin-Britz, Germany. Pharmaceutical or medicinal compound and process for producing the same.
- 1,094,350—Bertie Earl Walter, Tulsa, Okla. Funnel.

### Granted April 28, 1914.

- 1,094,539—Konrad Delbruck and Kurt Meisenburg, assignors to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Process of producing 1,3-butylene glycol.
- 1,094,669—Horace M. McCord, Minneapolis, Minn., assignor of five-tenths to Joseph F. McDonough, La Crosse, Wis. Holder for carboys.
- 1,094,776—Louis H. Brinkman, Glen Ridge, N. J., assignor to General Industries Company, New York. Bottle capping machine.
- 1,094,784—Carl Henry Epple, Oakland, Cal. Sanitary bottle closer.



# THE DRUG MARKETS



## CITRIC ACID SCARCE AND HIGHER.

### Mexican War Prevents Shipment of Sarsaparilla Root and Quotations Are Advanced.

See pages 27 to 41 for Prices Current.

#### CHANGES SINCE LAST REPORT.

A—Acid, Citric, Crystal (kegs).....lb.	—	.54
Less .....	.70	— .75
Granulated .....	.72	— .75
Powdered .....	.73	— .77
A—Acid, Tannic, Pharmaceutical, 1-lb. cart. lb.	.75	— .90
Medicinal .....	.85	— 1.10
A—Acid, Tartaric, Powdered.....lb.	.36	— .42
A—Atropine, 1/8-oz. vials.....oz.	9.00	— 9.25
A—Atropine Sulphate, 1/8-oz. vials.....oz.	8.00	— 8.25
D—Balsam Tolu .....	.75	— .85
A—Calcium Bromide .....	.75	— .80
A—Cantharides, Russian, Sifted.....lb.	2.10	— 2.25
Powdered .....	2.25	— 2.40
D—Ergot .....	.70	— 1.20
Powdered .....	.80	— 1.45
D—Fennel Seed .....	.16	— .20
D—Guaiacol, Liquid .....	2.30	— 2.40
A—Guaiacol, Carbonate (lb. 3.20).....oz.	.26	— .28
A—Guaiacol, Salicylate (Guaiac-Salol).....oz.	—	1.60
A—Hops (1913) .....	.30	— .36
A—Lead Acetate (Sugar of Lead).....lb.	.12	— .26
A—Lead Chloride .....	.50	— .75
D—Manna, Small Flake.....lb.	.45	— .50
D—Oil Bergamot .....	5.85	— 6.00
D—Oil Birch, Black (Betula).....lb.	1.50	— 1.60
A—Oil Citronella .....	.48	— .54
D—Oil Lavender, Garden French.....lb.	.90	— 1.00
D—Oil Orange, Sweet .....	2.50	— 2.60
A—Oil Peppermint, New York.....lb.	4.50	— 4.75
Hotchkiss .....	4.25	— 4.50
D—Oil Sassafras .....	.65	— .75
A—Opium, Natural .....	6.60	— 7.25
A—Sarsaparilla Root, Mexican, Cut.....lb.	.52	— .56
Powdered.....lb.	.55	— .60
D—Strontium Salicylate .....	—	.60

NOTE—A, advanced; D, declined; C, correction; N, new.

NEW YORK, May 22.—Purchasing operations in drugs and chemicals in this market have been of a restricted character and confined principally to replenishment of stocks and routine business. The advances in prices, however, outnumber the reductions, the most important changes being the decline in the quotations on oils of bergamot, birch, lavender and sweet orange. Natural opium is higher, due principally to the scanty supply of stocks. Quinine is firm and still obtainable at last month's quotations. Citric acid is higher, and advances are also noted in the quotations on tannic and tartaric acids. Balsam tolu is lower, although a fair buying movement is reported. Oil of peppermint is higher and firmly held on the lack of new offerings from growers in Michigan and other Western sections. Cod liver oil is unchanged in price, notwithstanding continued reports of a falling off in the number of fish caught and amount of oil produced during the season as compared with the statistics of former years. Ergot is easier and lower in price. Atropine alkaloid and sulphate have been advanced, and guaiacol and combinations show a revision in prices. Sarsaparilla root, Mexican, has again advanced, local stocks being considerably curtailed, owing to the hold-up of shipments in the country of production. Cantharides are higher.

OPPIUM—The market is firm and jobbers have advanced quotations on natural to \$6.60@87.25 per pound, prices for granulated and U.S.P. powdered remaining unchanged at last month's quotations, viz., \$8.25@88.35 for the former, and \$8.15@88.35 for the latter. The statistics showing the imports of this drug for the nine months ending March 31 are as follows: 330,413 pounds, valued at \$1,279,258; the figures for

the corresponding period of the preceding year were 372,317 pounds, valued at \$1,909,224; for 1912, 346,675 pounds, valued at \$2,129,069. Reports from abroad indicate that operators in the primary markets continue to hold their stocks very strongly, and that there is a growing scarcity in these centers which cannot be replenished until the arrival of the new crop next month.

QUININE—Continues firm and in good demand at 26 cents per ounce for bulk in 100-ounce tins. Some interest has been evinced in this article during the past few weeks owing to the fact that several large contracts were placed for the febrifuge by the U.S. Government, presumably in anticipation of a possible future need of the drug by the armies and naval forces now in or to be sent to Mexico. Government statistics for March show the importation of 467,606 ounces of quinine, valued at \$106,804, as compared with 551,534 ounces, valued at \$98,817 for the corresponding period last year.

COD LIVER OIL—Norwegian is firm and unchanged in price. Cables from primary sources report an upward tendency, influenced by the falling short of the anticipated yield of the season's production. The total catch to the week ending May 16 amounted to 66,800,000 fish, with a yield of 42,540 barrels of oil, against 59,200,000 fish caught in the corresponding period a year ago, which yielded 31,900 barrels of oil.

CITRIC ACID—Scarcity of supplies has caused a marked advance in quotations, as follows: Crystal, in kegs, 54 cents per pound; less, 70c.@75c.; granulated, 72c.@75c.; powdered, 73c.@77c. Advices from Hamburg state that all of last year's production and what remained of old stock has been sold and the Camera Agrumaria has stopped sales.

CANTHARIDES—All grades are in limited supply and higher, jobbers quoting \$2.10@2.25 per pound for sifted, and \$2.25@2.40 for powdered. Chinese flies are also higher abroad, but still obtainable at nominal quotations in this market.

OIL BERGAMOT—In common with other Sicilian essences this oil shows a downward tendency, quotations ranging from \$5.85 @ \$6 per pound. Further reductions are likely, advices from producing centers indicating that the season's yield will be satisfactory both in quality and quantity.

OIL ORANGE—This article is also lower in price, sweet being quoted at \$2.50@2.60 per pound. In common with other citrus oils this product is assuming its former normal price, due to the reports of the large production of new crop.

OIL PEPPERMINT—Is firmly held on the lack of new offerings from growers in Michigan and other Western sections. Jobbers have advanced quotations to \$4.50@4.75 for New York, and \$4.25@4.50 for Hotchkiss. The market for menthol is also firm, but quotations are unchanged.

OIL CITRONELLA—Ceylon oil has been strong and active in the local market, and quotations have been advanced to 48c. @54c. per pound. As a mosquito repeller citronella oil has some reputation, and the increased demand of the oil for this purpose at this time of the year is not without its effect on the market. It is also noted that spot offerings from primary markets have been virtually withdrawn.

OIL LAVENDER—Garden (French) is easier and quotations have been reduced to 90c.@ \$1 per pound.

MANNA—Small Flake shows a lower range and prices have declined to 45c.@50c. per pound, notwithstanding the reports that stocks in some quarters are largely depleted.

ATROPINE—Following an advance in quotations by manufacturers of this alkaloid and its salt, jobbers have marked up their prices and now quote \$9@ \$9.25 per ounce for alkaloid in 1/8-ounce vials, and \$8@ \$8.25 per ounce for sulphate, also in 1/8-ounce vials.

HOPS—Prices for 1913 crop are higher, the ruling quotations being 30c.@36c. per pound.

SENNA LEAVES—Lack quotable change, but the market retains a strong tone and the tendency of prices seem to be moving upward. The customs authorities are exercising a very strict supervision of the quality of leaves now permitted entry.

CANNABIS INDICA—Is firmer, owing to the strength of the primary situation and diminished stocks here, dealers quoting

**SUGAR.**—SUGAR, WHITE, ROBERT, advices from London 100 lbs. \$1.85, 50 lbs. \$1.00.

**TANNIN.**—TANNIN, CASHEW, 100 lbs., inquiry and the market is steady. SUGAR, WHITE, 100 lbs., \$3.25 to \$3.50; 50 lbs., \$1.85 to \$2.00. Light and the indications are for a further rise in the present season.

**SUGAR, WHITE, MEXICAN.**—It has been advanced to 52c to 55c per pound, the former to 55c to 60c per pound. The latter grades have been unable to replenish their stock owing to the suspension of shipments from Tuxpan and Tampico, the only points coming in to those points from the producing districts are within the zone of active hostilities and the rest of the country. Honduras root is also selling at 40c to 45c per pound.

**GUANO.**—GUANO, PERU, has undergone a revision since our last issue. It is now obtainable at \$2.50 to \$2.70 per pound, or \$2.25 to \$2.40 per pound, or 20c to 28c per ounce, and \$1.00 to \$1.25 per cask.

**SUGAR, ISLAND.**—It is \$13 to \$13.25 for true Valencia. Cable reports indicate a downward tendency abroad owing to a shortage of the yield due to dry weather in the Spanish producing districts.

**OR BIRD.**—BLACK (betula) shows a marked decline, jobbers quoting \$1.50 to \$1.60 per pound.

**OR SASSAFRAS.**—It is also lower and in good supply, quotations ranging from 65c to 75c per pound.

## THE ERA COURSE IN PHARMACY

Information for Era Course Students

The E. Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, and intended especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures; it can be completed in a year or less, depending on the experience of the Student; its cost is merely nominal. A complete Prospectus can be had by addressing

Director ERA COURSE IN PHARMACY,  
c/o D. O. Haynes & Co.,  
NO. 3 PARK PLACE, NEW YORK.

Matriculation Number.	Graduates to May 20, 1914.	Graduation Average.
7592—	Walter H. Hayles, Fort Madison, Iowa.....	96
7801—	Fred Ed. Wiltshire, Cleveland, Ohio.....	91
7878—	Howard E. Robinson, Altamont, Mo.....	86
7990—	Leon C. Rothgeb, Luray, Va.....	96
8058—	Edward A. Bank, Brooklyn, N. Y.....	94
8189—	J. I. Gelly, Nokomis, Ill.....	94

### What Our Graduates Think of It.

"I think your Course is fine, and cannot praise it enough. The only objection I can see is that you sell it too cheap."  
—H. E. ROBINSON, Altamont, Mo.

"I have certainly enjoyed the study, and I have learned many new and fine points that I couldn't have learned myself. I think the Course worth many times more than the price charged."  
—L. W. TOZIER, Montpelier, Idaho.

"This is to inform you of the fact that I am now a hospital steward, having passed the examination before I completed the ERA Course. My success I base on the thorough study of your Lectures. I must say that a man certainly gets his ten dollars' worth and more."  
—HENRY TOPP, Navy Yard, Norfolk, Va.

"I can say that I was benefited to a great extent by this Course, and have recommended it to several who are seeking advancement."  
—JOS. C. FAGAN, Naval Medical School, Washington, D. C.

### St. Louis C. of P.

Charles F. Nagel, former Secretary of Commerce and Labor in the National cabinet, delivered the valedictory address at the 48th commencement exercises of the St. Louis College of Pharmacy. Fifty-eight students, including three women, were graduated. Degrees were conferred by Dr. J. C. Falk, college president. A gold medal for the best examination in all branches was won by Franz Friedrich Berg, of Colorado Springs, Col.; the college silver medal by Frank John Helms, Addicks, Ill.; the recommendation for membership in the American Pharmaceutical Association, with dues for 1914, given by the college, to Junius Blanton Linn, of Canton, Mo.

Honorable mention in the graduate of pharmacy class: Miss Cressie Delahae Pamhorst, Staunton, Ill.; Miss Lydia Frankie Radolf, Freeburg, Ill.; Fred George Messerschmidt, St. Louis; Alexander Pearlstone, St. Louis; Walter Freudenberg, Belleville, Ill.; William Paul Messock, Decatur, Ill. Honorable mention in the bachelor of pharmacy class, William Henry Duckworth, St. Clair, Mo.

The junior class scholarships and prizes follow: Edward Mallinckrodt scholarship for 1914-15, to Joseph Frey, St. Louis; Meyer Brothers scholarship for 1914-15, to Glenn Adrian Burkhardt, St. Louis; J. S. Merrell scholarship for 1914-15, to Roland Henry Kraeger, Yorkton, Tex.; the alumni prize, some standard work on the subject of pharmacy or allied branches, awarded for excellence in examination, to Herbert W. Dixon, Middlebrook, Mo.; honorable mention: Joseph Frank Evans, Mountain Grove, Mo.; Sam Honiberg and Philip Ludger Chiles, St. Louis.

### New Jersey College of Pharmacy.

The annual commencement of the New Jersey College of Pharmacy at Newark was held May 12 at Wallace Hall, when 29 graduates received their diplomas. There were two ladies, both Sisters of Charity, and one of them, Sister Inez Marie took the highest honors in the class, and won the prize of \$25 in gold awarded by the trustees, and one other award, the presentation being made by President William O. Kuebler. An address was made by Dean P. E. Hummel, and the address to the graduates was made by N. Kussy, Esq., on "Professional Ethics." The valedictory was delivered by Isadore Leventhal, and the diplomas were bestowed by President Kuebler. This was the largest graduating class in the history of the college.

At the annual meeting May 20 all the old officers were re-elected. The college is in a very substantial condition, with neither debts nor mortgages, and there is a substantial balance in the treasury.

### New Orleans College of Pharmacy.

Twenty graduates received diplomas at the commencement of the New Orleans College of Pharmacy. The alumni gold medal to the student making the highest mark was presented by President Joseph P. Walker to Ernest F. Buckley, of Slidell; the State Ph.A. medal to Pascal J. Liuzza, of New Orleans; membership in the A.Ph.A., awarded by the dean, to Emile J. Burvant, of New Orleans. The faculty medal to the junior making the highest marks went to P. H. Corbett, of Colfax. Emile J. Burvant, of New Orleans, was salutatorian, and Marion W. Stewart, of Amite, valedictorian.

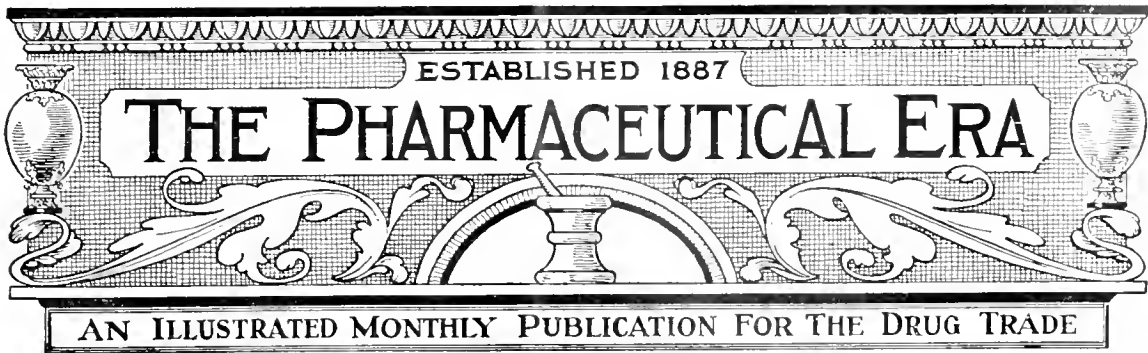
The Indianapolis College of Pharmacy has been incorporated with \$50,000 capital, by F. A. Mueller, L. H. Niles and J. V. Rawlings.

Campbell A. Neptune, of Parkersburg, West Va., has just completed a canvass of the high school students of the State to see how many are interested in the establishment of a course in pharmacy at West Virginia University. Neptune, who is secretary of the State Ph.A., received affirmative replies from 71 would-be students, and President Hodges, of the university, has received a sufficient number of applications to justify the opening of a pharmacy department if an appropriation can be secured from the State. The State association will take the matter up at its annual meeting this month.

### Dinner at Chemists' Club Honor of Prof. Remington.

Prof. Joseph P. Remington was the guest of honor at a dinner held at the Chemists' Club, 52 East 41st street, before the recent meeting of the N. Y. Ph. A. branch. Among those present were: Dr. H. V. Army, Dr. W. A. Bastedo, John Roemer, Otto Raubenheimer, J. Leon Lascoff, Dr. Wm. C. Anderson, Dr. Joseph Mayer, J. H. Rehffuss, Prof. E. Fullerton Cook, Caswell A. Mayo, Prof. Charles LaWall, Dr. Virgil Coblenz, Prof. G. N. Horstmann, Frank L. McCartney, Clarence O. Bigelow, Thomas Latham, Louis Berger, Felix Hirseman, Hugo Kantrowitz, V. C. Daggett, E. K. James, Thomas F. Main, R. S. Lehman, E. H. Gane, Mrs. St. Clair-Ramsford Gay and others.

The Wassell Pharmacy, 4239 Broadway, are about to open a branch drug store at Broadway and 142th street, New York City.



# THE PHARMACEUTICAL ERA.

PUBLISHED ON THE FIRST OF EACH MONTH

D. O. HAYNES & CO. . . . Publishers

No. 3 PARK PLACE, NEW YORK.

Telephone, 7646 Barclay.

Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico,  
the Philippines and Mexico.....\$1.00 a year  
To Canada, postpaid..... 1.50 a year  
To Foreign Countries in Postal Union..... 2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.

REMIT BY P.O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection charges if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, D. O. Haynes; vice-president, E. J. Kennedy; secretary, N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

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## Table of Contents.

### READING SECTION.

EDITORIAL AND PHARMACEUTICAL.....	Pages	307-326
Editorials .....		307-310
Books Reviewed .....		310-311
Proposed Changes in the U.S.P.....		312-314
Preparation and Analysis of Vlemineck's Solution Dr. Jos. L. Mayer.....		314
Pure Drugs and Public Health, M. I. Wilbert.....		315-316
Liquid Petrolatum (Russian Mineral Oil).....		316-317
Classical Discoveries in Pharmacy, VII—The Medicinal Wines .....		318-319
Selected Formulas .....		320
Foreign Abstracts .....		321-322
Question Box .....		323-324
Women in Pharmacy.....		325-326
<hr/>		
NEWS SECTION.....	Pages	327-344
Mostly Personal .....		327-330
Obituaries .....		330-331
Associations .....		332-340
Schools and Colleges.....		341-343
Board Examinations .....		343-344
<hr/>		
TRADE SECTION.....	Pages	345-354
Market Reports.....		353
<hr/>		
INDEX TO ADVERTISERS.....	Page	55
INDEX TO GOODS ADVERTISED.....	Pages	51-54
INDEX TO READING PAGES.....	Page	56

### AND THIS IS WHAT WE PAY FOR!

Two new enactments in New York State, made laws without perfecting clauses or without necessary appropriations, have created a remarkable situation in the drug trade. The Boylan bill, hailed as a progressive and supposedly fair law for the control of the sale of narcotic drugs, carried with it a proviso that on and after July 1, 1914, all orders for cocaine, etc., shall be made upon official order-blanks, prepared and furnished by the State Commissioner of Health, and furnished by the local health officers to all physicians, dentists, pharmacists and veterinarians, duly licensed. Any sale of the stipulated narcotics in any other method than by the use of these official blanks is declared unlawful. The druggists, wholesale and retail, stand ready to abide by the law, but *thousands of requests for blanks have been made to the State Health Department without result*—the uniform reply from the State officials has been this: *No blanks have been printed and no appropriation has been made for them.*

What the effect of such unbusinesslike methods and lack of foresight will be no one at this writing pretends even to surmise!

The second measure concerning which there is a similar difficulty, although in this instance due to lack of definite stipulation, is the 'Workmen's Compensation Act' which requires general insurance of workmen to provide for the generous damages awarded under the law to workmen injured while engaged in their customary occupations, and still larger damages in the case of death through accident. Efforts have been made by the New York State Ph.A. and by other organizations to obtain from the State Department of Labor and the Compensation Commission at Albany a ruling as to whether or not this act applies to the average retail pharmacy where neither power nor machinery is used. Up till the time of going to press no decision had been announced by the State boards, while the experts of the liability companies frankly admitted they were in doubt as to whether or not pharmacists came under the application of the act.

The great National associations have, as a rule, protected themselves and their membership from such disquieting conditions by the employment of legal council, attorneys versed in the intricacies of legislative enactment. It is unfortunate that the

retail druggists have been without such legal aid, for no layman, nor body of laymen in a legislative committee, work as hard as they will and as conscientiously as they have—and the legislative committee of the New York State Association last year was second to none in efficiency and wholehearted effort to surmount such purely technical difficulties in the application of new laws.

The situation is a deplorable one, although by no means without precedent in these days of semi-digested legislative enactment.

#### EVADING A PLAIN RESPONSIBILITY.

The manner in which Secretary-Treasurer Mandabach disposes of the Druggists' National Home in his report to the annual meeting of the National Drug Clerks' Association, an abstract of whose proceedings are printed in this issue of the ERA, is not very reassuring as to the future success of that laudable undertaking. Further, the report gives no information as to the work that either he or his organization have done in connection with the Home. The disposition of the subject in such short shrift lends color to the belief expressed in some quarters that the association undertook to found an institution without first fully counting the cost or considering the work that the "fathering" of such a project involved.

The motives which prompted this endeavor were no doubt altruistic enough and worthy of any humanitarian effort, and we would not criticize anyone actuated by such ideals. But organized effort to obtain results of this character must be backed by something more than ideals; it must be intelligently directed and must have experience and influence to carry the endeavor to successful fruition. The noticeable lack of information upon these points tends to show that those directing the affairs of the association would seek to minimize their responsibility in the project and place it upon a board of trustees. Reading between the lines of the Secretary's report, one cannot help but arrive at this conclusion. The Druggists' National Home may have been "presented to the druggists of the United States" at the last convention of the Drug Clerks' Association, as Secretary Mandabach affirms, but it yet remains for some one to discharge the outstanding obligations against the Home before the "present" really becomes a "gift." The ERA wants to see the institution put upon a substantial basis and has conscientiously tried to do its share in pushing this worthy project to completion, because it is a worthy object. But the proposition is greater than any individual or set of individuals can well carry forward. It needs men who can and will devote their time to the work, not for self-glorification, but for the real good they may do the drug trade of the country.

#### EFFECTIVE WORK AT ALBANY.

THE work of the legislative committee of the New York State Pharmaceutical Association was admirably summarized in the report presented by President Rehfuess at the recent annual meeting of

that organization held at Saratoga. Of more than 1500 bills introduced in the Legislature, there were at least 30 affecting retail pharmacists, quite enough to engage the attention of any committee for many days. It is creditable to the committee that the bills as finally placed on the statute books are not considered to be inimical to pharmacy. The work done on the Boylan bill showed masterful activity on the part of the association's representatives at the last moment—practically snatching victory out of anticipated defeat. It is to be regretted that the omission to provide an appropriation for preparing the necessary official blanks to be used in connection with the sale of narcotics named in the laws was not anticipated, the one drawback to what has been declared to be an admirable piece of legislation.

Persons who have not followed legislative matters closely upon the ground can have little idea of the trials and troubles of the legislative committee-man, the loss of time and the expense of making numerous trips to Albany and the oft-times difficult task of trying to convince the law-makers against their will that a measure ought either to be enacted or killed. The members of the New York State Association have reason to feel proud of the committee representing them at the Capitol last Winter, for it did effective work and is entitled to great praise.

#### EXTENSION OF THE GUARANTY LEGEND.

MANUFACTURERS, jobbers, and members of the drug trade generally are pleased to learn of the action of the Secretaries of the Treasury, Agriculture and Commerce in extending the time of the discontinuation of the guaranty legend and serial number from May 1, 1915, to May 1, 1916, the supplementary decision (F. I. D. No. 155) containing the text of the order appearing on another page of this issue of the ERA.

A study of the decision discloses the provision that on products packed and labeled before May 1, 1916, in compliance with regulations in force before May 5, 1914, manufacturers will have until Nov. 1, 1916, to dispose of goods so labeled. This, we believe, is a just recognition by the authorities of the sacrifices that manufacturers would have to make in order to conform to the decision which would have terminated the use of the legend and serial number on labels on May 1, 1915. That large losses would accrue to citizens who have expended their money for labels in good faith and in an effort to comply with existing regulations, was self-evident, and the authorities were wise in considering this loss and providing for reducing it to a minimum by a further extension of time before enforcing the radical provisions embodied in the new regulation.

The ERA views this decision with some satisfaction, as it was one of the first, if not the first journal to set forth the difficulties involved and the sacrifices that would have to be made by manufacturers in attempting to comply with the law, and that in justice to them they should be allowed a sufficient time in which to use up their present stock of labels. To stringently enforce a decision



which differed so radically from that formerly obtaining and thereby order the destruction of a stock of labels involving thousands of dollars would have been confiscatory to a paramount degree, and more characteristic of bureaucratic methods than of a liberal and enlightened policy.

Too much emphasis cannot be placed upon the fact that the change in procedure contemplated by the new ruling will necessitate a much closer scrutiny of goods on the part of jobbers and dealers, who under the new order of things will be compelled to assure themselves of the quality of the goods they may sell, instead of simply assuring themselves that the labels of the goods carry a guaranty legend and serial number.

Another question that has been raised is the right of the manufacturer to continue some form of a personal guaranty on the label after the time the new regulation becomes effective, but the logic of the situation would seem to imply that this trade custom, which is more or less followed by some manufacturers, will not be affected, if the manufacturer makes it plain that the guaranty as printed is his own individual statement and carries with it no suggestion of Government authorization or ratification. Most consumers are now aware that putting the legend on labels by manufacturers is entirely voluntary and that, to use the words of the authorities, "the Government never guarantees the wholesomeness or purity of food or drug products."

#### TRUE CONVENTION EFFICIENCY.

THERE is a movement on the part of pharmacists and druggists, members of State and National associations, to so concentrate their programmes that much useless vocalization will be eliminated. From the simple gathering of druggists of a few decades ago when important matters were considered, acted upon, and then the delegates were left free to enjoy a period of wholesome recreation, the elaborate, complicated and overlapping programme of the average association today is a marked change—for the worse. There are too many annexes, too many appendages, too many talk-fests. In the maze of diverse interests the main object of these conventions—to do something—is often overshadowed or made impossible simply by the lack of unification which cannot but result when members of so many sections or branches, each with its own work to do, attempt to really accomplish something through the main organization.

This criticism is true to a greater or less degree of every great National organization. The political parties have simplified the machinery to an executive committee and a largely cut and dried programme, which policy is not to be recommended to any body of intelligent professional or business men who wish to accomplish anything themselves.

The druggists are beginning to see the economy of talk regulation. This year it has been announced by several programme committees of State associations that the dull, the uninteresting, and the unimportant would be eliminated entirely from the programme of the general sessions and that

executive committees—in the line of their duty—would transact all the routine business possible.

There has been a strong appeal on behalf of both the N. A. R. D. and A. Ph. A. to centralize the interest and the work of the National conventions so that more will be accomplished, without the necessity of a continuous session of some section or branch or committee from 8 a. m. until 12 midnight every convention day. And this movement has found a growing support. The whole tendency of the present convention system is toward elaboration—not concentration—not recreation. Many druggists and pharmacists take their vacations at the time of the National conventions—they are interested in the deliberations of the delegates because directly affected by the issues—but when to participate in the deliberations calls for the expenditure of practically the entire time of the druggist attendant upon the conventions there seems to be at least a reasonable basis for the argument that more will be accomplished, a more general attendance will be gained, and a more enjoyable annual session will be assured if as much skill shall be temporarily exercised in programme pruning as there has been in programme elaboration during the past few years.

#### PAPERS FOR STATE ASSOCIATIONS.

As a means of imparting information and creating interest in the meetings of the average pharmaceutical association, the carefully prepared paper read by the author holds first place, but how to get a sufficient number of these papers to make a good "showing" is the hardest problem with which the members of the committees on papers and queries have to deal. Various means have been tried to arouse interest in this direction, but not all the plans proposed have been as productive as could be wished.

We have had occasion to look at the programmes arranged for various association meetings to be held this year, and while, to paraphrase the agricultural expert's formula, the Season's crop looks favorable, there is yet much to be done to awaken interest in this most helpful part of the association's activities. Papers prepared and read before any gathering of pharmacists, aside from their own intrinsic worth, are of value in inducing members with ideas to break the ice of discussion and to contribute their experiences for the benefit of their fellow pharmacists. An active and interested committee whose membership knows what it wants and then proceeds in a business-like manner to get the members of the association interested and to contribute, is sure to land something of value. The custom of preparing sets of subjects for papers by such committees, perhaps, has been the most successful of any of the schemes that have been tried, as may be seen from the results obtained in Pennsylvania, Missouri, and some of the other State associations. This custom when considered in its entirety, is something more than invitation to prepare papers; besides being suggestive, it instructs the new members in the range of subjects that may be properly handled by them for the edification of

those who attend the meetings. The nature of the subjects that are likely to provoke discussions of a helpful character are so numerous that it is strange that programme committees do not make more use of this time-honored plan of arousing interest in their association meetings. A half-dozen 10-minute papers on live subjects is more provocative of discussion of a genuinely helpful character to the average member of a State association than a dozen long-winded disquisitions on the relations of the pharmacist and physician or any description like that of the attempt to decarboxylate histidine by heat alone.

#### MEDICINAL WINES FROM TINCTURES.

PARMENTIER'S account of a new method for preparing medicinal wines, published in this issue, differs somewhat from the preceding articles of the "Classical Discoveries" series in that it is not a discovery, in the true sense of the word. The author himself is explicit in his statements that the proposed administration of medicinal principles of vegetable drugs by mixing a tincture with wine is no innovation. Nevertheless, the account has been included by reason of the great importance attaching to the subject at the time when the change was suggested, and also because Parmentier's method became the basis of the procedure now to be found in the U.S.P. From the fact that he had made such an extended study of the subject, and that his discussion was so detailed and complete, and accompanied by working formulas for the new class of preparations, it came about that Parmentier had the satisfaction of seeing the new process adopted by Governmental officials, and given a thorough trial, which ultimately resulted in the displacement of the old maceration method for medicinal wines.

## BOOKS REVIEWED

THE SIMPLER NATURAL BASES. By George Barger, M.A., D.Sc., professor of chemistry in the Royal Holloway College, University of London. 8vo., 215 pages. \$1.80. London, New York, Bombay and Calcutta. Longmans, Green & Co.

This is a recent addition to the series of monographs on biochemistry issued by these enterprising publishers under the editorial supervision of Drs. R. H. A. Plimmer and F. G. Hopkins, and as such, it represents a successful attempt to present the reader with a very complete account of what is known at the present time of the position of the simpler natural bases in the field of scientific investigation. In contradistinction to the typical vegetable alkaloids, these bases, as defined by the author, have a simple chemical constitution, and are of general biological interest, either because of their wide distribution, or on account of their close relationship to the proteins and phosphatides.

Present-day studies tend to show that some of the earlier conceptions of some of these products are not tenable, and even some terms used to designate certain bodies are now no longer employed. The term "ptomaine," originally applied by Selmi to bases from corpses, and which afterwards became identical with putrefaction base, has fallen into disuse, while "eucomaine," the term used by Gautier for animal bases such as creatinine, which are not formed by putrefaction, is now obsolete. Pharmacists and physicians who have a desire to have the latest summary on this most interesting subject will find this book most helpful. The arrangement of the various products into groups is logical and will greatly aid

one in obtaining a comprehensive view of the relationship of these natural bases, as shown by the following outline of the several chapter headings: Amines Derived from Protein; Amino Acids and other Bases containing a Carboxyl Group; Betaines; Choline and Allied Substances; Creatine, Creatinine, Glycoxyamine, and Guanidines; Adrenaline; Bases of Unknown Constitution; Practical Chemical Methods and Details. The bibliography appended is most complete and indicative of the original sources of information that have been consulted in the preparation of the volume.

DIGEST OF COMMENTS on the Pharmacopoeia of the United States (8th Decennial Revision) and on the National Formulary (4th Revision) for the calendar year 1912. 8vo., 495 pages. Bulletin No. 93, Hygienic Laboratory, Washington, Government Printing Office.

This is the eighth bulletin of the present series, which, according to Messrs. Motter and Wilbert, the compilers, rounds out three decades of the systematic compilation of comments on the Pharmacopoeia as instigated by the late Charles Rice, who, as chairman of the Committee of Revision of the U.S.P., began compiling notes and abstracts in 1883. The user who is familiar with the earlier volumes of the series, will quickly note that the material presented in this bulletin has been "hoiled down" to the lowest form in order to save space, with the result that the bulletin in many instances is an elaborated index of pharmacopoeial articles.

Briefness and economy of space are two important factors that must be considered in the production of any publication, and a bibliography is of great help to the scientific investigator who would quickly ascertain what has been done in a given field. But with the large majority of pharmacists who have not the facilities for consulting original sources, the mere enumeration of a title and the naming of an author leave much to be desired in the way of helpful information, and this abbreviated treatment of some of the references cited in this bulletin will prove a disappointment to those who are looking for a "digest" or synopsis of what a given authority asserts or has found in his work. As a whole, however, the bulletin gives a very good resumé of the year's comment, and with the exception we have noted, the work of the compilers is to be commended.

PHARMACEUTICAL EDUCATION IN THE DIFFERENT COUNTRIES. By Henry L. Taylor, Ph.D., Albany, N. Y. 8vo., 59 pages. Paper.

This reprint, under the above title, embodies the result of the author's study in an attempt to bring to the attention of the pharmaceutical world through the 11th International Pharmaceutical Congress at The Hague, 1913, the essentials of pharmaceutical education in the different countries of the civilized world. In this study the author has closely followed his endeavor to keep in mind when comparing educational requirements two factors, viz., the general education prerequisite to entering on professional study, and the professional education required for entering on professional practice, and he has summarized his findings in the several countries enumerated in alphabetic order. These are supplemented by five graphics showing the French system of education as exemplified in Paris, the German system as exemplified in Prussia, a conspectus of educational organization in Scotland, the Swiss school system in Zurich, and the American system as exemplified in the State of New York. The frontispiece is a reproduction in halftone of New York's Palace of Education at Albany. Viewed in any light, this study is interesting and informative, and the facts one can be sure are authoritatively stated.

PROCEEDINGS OF THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION, 39th Annual Meeting, Jacksonville, November 18 to 20, 1913. 8vo., 28 pages. Cloth. New York. Burr Printing House.

This volume contains a stenographic report of the meeting of the association which was held in the Florida city last year, as well as the full text of the various committee reports on anti-narcotic legislation, commercial travelers and selling methods, credits and collections, fire insurance, legislation, prevention of adulteration, increase in freight rates, and other subjects germane to the jobbing business, all of which as here massed, give the reader a far broader view of the magnitude and ramifications of the wholesale drug trade than he could get in any other way. There are also illustrations of all of the present officers, and halftone cuts of the members of the asso-

ciation who have died since the previous meeting. According to the report of Secretary J. E. Toms, under whose direction the volume has been prepared, the association had on March 1 of the present year 262 active and 347 associate members, an increase of one active and 18 associate members since the corresponding date last year. The next annual meeting will be held in Indianapolis during the week beginning September 14 of the present year

SEMI-ANNUAL REPORT ON ESSENTIAL OILS, Synthetic Perfumes, Etc. April, 1914.

This valuable report, covering 148 pages, published by Schimmel & Co. (Fritzsche Brothers), of Miltitz, near Leipzig, Germany, contains a review of the commercial results of the year 1913 in their relations to the principal articles of trade in which these manufacturers are most interested; commercial notes and scientific information on essential oils, chemical preparations and drugs, and notes—bibliographic, analytical, pharmaco-physiological, phyto-physiological and chemical—on recent research work, etc. There is also a very interesting resumé of the researches of Dunbar and his collaborators into the pathology of hay fever and the evolution of the antitoxic serum now known as "pollantin," one of the Schimmel specialties. This study is accompanied by a full-page illustration in color showing the gathering of the pollen of goldenrod for immunizing hay fever horses. The pollen is collected on blue paper beneath zinc vessels filled with water which contain the goldenrod, the flowering tops of the plants extending over the sides of the vessels and shedding their pollen on the paper beneath.

Volume 6 (January-December, 1913) of "Reports of the Chemical Laboratory, A.M.A.," published under the direction of Prof. W. A. Puckner, secretary of the Council on Pharmacy and Chemistry of the A.M.A. and chief of the association's laboratory, contains considerable data of particular interest to pharmacists in regard to the various nostrums which have been discussed in the *Journal* of that organization during the past year. This material is assembled under three heads: Reprints of Contributions; Reports Abstracted from the *Journal*, and Reports not Previously Published. As it is the practice of this laboratory to publish along with the results also the methods of analysis used, the volume should be of great value to those who are engaged in the chemical examination of drugs and chemicals. Copies may be obtained from the American Medical Association, publishers, 535 North Dearborn street, Chicago, Ill., at 25 cents each.

Compound Acetic Tincture of Gentian.\*

By ALBERT N. DOERSCHUK.

President of the Kansas City Drug Club.

THE specimen presented herewith is a compound acetic tincture of gentian, of U.S.P. drug strength, that has stood for over a year with no precipitation, and has the following proportion in each 100 parts: Gentian root, 10 parts; recent bitter orange peel, to the equivalent of four (4) parts of dried peel; cardamom, one part, as extractive carried in 6 per cent. acetic acid, with water sufficient to make 10 parts (no alcohol being present), as against the official U.S.P. tincture of the same drug strength in three parts of alcohol to two parts of water. Here is also a small quantity of the official hydro-alcoholic tincture, containing about 19 fl. ounces of alcohol to each quart; a tablespoonful of this three times a day is equivalent in alcoholic strength to giving a patient an average bar drink of whiskey three times a day. The acetic acid present in the acetic tincture is equivalent in strength to that of U.S.P. dilute acetic acid.

Acetic acid was slow to be recognized as a solvent for the active principles of organic drugs, but now the official fluid-extracts of sanguinaria, squill and lobelia are entirely made with acetic acid dilutions, while nux vomica, ergot and conium are extracted with a hydro-acetic-alcoholic menstruum.

Compound acetic tincture of gentian appeals for favor by its full, mellow and completely true aroma and its distinctive

\*A paper read before the Kansas City Drug Club, which is the successor to the Kansas City R.D.A.

bitter tonic taste, bringing out the marked characteristic of each drug and representing the root fully, much, no doubt, as is found in an extract of a fresh specimen and quite in contradistinction to the alcoholic smell and burned taste of the official tincture. The glucoside, pectin, and the gentianose of the fresh root undergo oxidation in the presence of alcohol, and an aged alcoholic tincture is practically inert and worthless. Acetic acid, in itself, has a marked food value, is a refrigerant tonic, and promotes excretions. As combined in this tincture, it has only a mild acid reaction, and develops no acetic ether. For all practical purposes the acid used in manufacture is neutralized by combination with the organic bases found in these drugs, as it also combines in the form of acetates with the valuable organic salts of calcium, potassium, sodium, iron, etc., of the drugs which are mostly left behind in the process for the alcoholic tincture.

Compound acetic tincture of gentian is recommended for continued use in large doses, and combines nicely in mixtures with other drugs. Gentian is a valuable drug, but it has fallen into disuse mainly because there has been no really available official preparation containing it since the abandonment of the infusion in general practice. As acetic acid is now produced in a high state of purity at a nominal cost it is to be hoped that its medicinal and solvent virtues will become better known, and that acetic tinctures and extracts will be brought into general use.

Below is a formula for the compound acetic tincture of gentian:

- Gentian root, in fine powder..... 5 tr. ounces
- Bitter orange peel, from the fresh fruit,  
in thin shavings and narrow shreds,  
cut with a bright knife..... 5 tr. ounces  
(This is equivalent to 2 tr. ounces of dried peel.)
- Cardamom seed, recently powdered.... 1 1/2 tr. ounce
- Acetic acid, in distilled water (10%).. 50 fl. ounces

Place all the above in a bottle, macerate for seven days in a warm place with frequent shaking, express (avoiding contact with metal), wash the residue with sufficient 6 per cent. acetic acid to make the finished quantity measure 50 fl. ounces. Filter through coarsely powdered charcoal previously well-washed with dilute acetic acid. The 10 per cent. acetic acid originally added is neutralized to the extent of about 4 per cent., so that the finished product contains about 6 per cent. of acetic acid.

Milk of Magnesia without Gelatin.

By H. L. TILLY, R.P., Memphis, Tenn.

- Magnesium sulphate..... 350 gm.
- Sodium hydroxide..... 119 gm.
- Distilled water, enough to make..... 1000 cc

Dissolve the magnesium sulphate in 400 cc. of distilled water and filter the solution through paper. Dissolve the sodium hydroxide in 400 cc. of distilled water; take of this solution 400 cc. and heat to boiling; to the hot solution add 100 cc. of the solution of magnesium sulphate and heat the mixture for 10 minutes more; then add the remainder of the solution of magnesium sulphate. Dilute the resulting mixture to 3000 cc., and allow the magma to settle to the 1000 mark. Wash the magma with water until it gives but a slight turbidity with barium chloride test solution.



H. L. TILLY

(This formula, contributed by Mr. Tilly, is a modification of that proposed by S. L. Hilton, of Washington, D. C., some years ago, and so far as we can discover, the only difference is in the omission of gelatin from the formula and a variation in the method of procedure.—Ed.)

University Rub for Athletes.

- Methyl salicylate..... 1 cc.
- Spirit of camphor..... 20 cc.
- Extract of witch hazel..... 25 cc.
- Alcohol ..... 50 cc.

## Changes in the New Pharmacopoeia—Fourth Instalment—Standards for Drugs.\*

Changes in the New Pharmacopoeia and Standards  
 Resins, Gums, and Glycerates. Origin submitted  
 to the Pharmacopoeial Convention for inclusion into the next  
 edition of the Pharmacopoeia.

262 June 1914

**OPHIOPHYLLON**—Defined as the dried stem and roots of *Papaver somniferum* Linné and its varieties (Fam. Papaveraceæ), with not more than 5 per cent. of foreign matter. Usually in the form of capsules and leaves of the poppy (*Rosa*), or stems and roots of foreign matter. In more or less flattened masses of variable size, usually not at 8 to 15 cm. in diameter, externally grayish-brown, with fragments of poppy leaves and with some traces of stems and roots, adhering from packing; more or less striated, rough, becoming hard and brittle on keeping; internally grayish, interspersed with lighter areas, somewhat lustrous, odor characteristic, narcotic; taste bitter, characteristic.

**PEPSIUM**—Defined as the "dried" seeds of cultivated varieties of the genus *Pisum* (Fam. Cucurbitaceæ), with not more than 5 per cent. of other harmless seeds. Broadly elliptical, about 15 to 25 mm. in length and 2 to 3 mm. in thickness; externally yellowish-white, very smooth, occasionally with thin, transparent fragments of adhering pulp, and with a shallow groove parallel to and within 1 mm. of the margin; fracture short; seed coat consisting of a white coriaceous outer layer and a membranous inner layer occasionally of a dark green color; embryo whitish, straight, with a small conical hypocotyl and two plano-convex cotyledons; slightly odorous when wetted; taste bland and oily. Characteristics under the microscope are given.

**PETROSelinum Fructus**—The dried ripe fruits of *Petroselinum sativum* Hoffmann (Fam. Umbelliferae), with not more than 5 per cent. of foreign seeds and other vegetable matter. Mericarps usually separated, ovoid crescent shaped, 2 to 3 mm. in length, 1 mm. in diameter; externally grayish-brown becoming grayish or brownish on aging, having 5 yellowish, filiform, prominent ribs, alternating with the coarsely roughened furrows; in transverse section nearly hemispherical, the commissural surface with 2 vittæ, or oil-tubes, the dorsal surface usually with a single vittæ, occasionally 2 vittæ, in the grooves between the primary ribs; endosperm large, oily, enclosing a small embryo; odor and taste characteristic and distinctly aromatic, especially when bruised. Appearance of sections under the microscope described. Powder. Grayish-brown, mostly of large, irregular fragments; cells of endosperm with aleurone grains, each usually containing a rosette aggregate of calcium oxalate, 0.25 to 0.7 mm. in diameter; fragments with light yellow vittæ and the yellowish-brown cells of the pericarp; fragments with narrow trachea and more or less lignified sclerenchymatous fibres.

**PHYCITIGUS**—Defined as the "dried" seeds. Oblong or ellipsoidal, somewhat compressed reniform, 15 to 30 cm. in length, 10 to 15 mm. in thickness; externally reddish or chocolate brown, smooth, somewhat wrinkled near the brownish-black groove, the latter being 2 mm. in width and extending almost the entire length of the convex edge and in which is found frequently the remains of the white membranous funiculus, the margins of the seed coat on both sides of the groove somewhat elevated, of a yellowish-red or brownish-red color and somewhat thickened; embryo large, white, with short hypocotyl and two concave-convex cotyledons; taste at first starchy, afterwards acid. Powder described. Ash not exceeding 5 per cent.

**Pilocarpus**—The dried leaflets of *Pilocarpus Jaborandi* Holmes, in commerce known as Pernambuco Jaborandi, or of *Pilocarpus microphyllus*, Stapf, known in commerce as Maranhão Jaborandi. (Fam. Rutaceæ), with not more than 5 per cent. of the rachis (stalks), bearing the leaflets and stems of the same plant. Pernambuco Jaborandi: Leaflets when entire, oval, oblong, or elliptical, 4 to 10.5 cm. in length and 2 to 4 cm. in breadth and with short, stout petiolules; summits more or less rounded or acute and emarginate; bases rounded or acute and mostly unequal; margins, entire and narrowly revolute; very smooth, shiny, coriaceous and glandular-punctate; upper surface grayish to brownish-green, mid-ribs mostly depressed, under surfaces yellowish- or greenish-brown and slightly pubescent on the prominent midvein; peculiarly aromatic when crushed; taste bitterish, becoming somewhat pungent and having a sialagogue effect. Maranhão Jaborandi: Leaflets rhomboidally oval to obovate or elliptical, 1.5 to 5 cm. in length and 1 to 3 cm. in breadth, the lateral ones nearly sessile, the terminal ones on margined petiolules, 0.5 to 1.5 cm. in length; of a nearly uniform grayish or yellowish-green color, rather thin but otherwise resembling Pernambuco Jaborandi. Microscopical characteristics are given. Ash not exceeding 7 per cent.

**Piper**—It may include not more than 2 per cent. of stems and foreign matter. Nery globose, 3.5 to 6 mm. in diameter, epicarp very thin, easily separable from the sarcocarp; externally blackish-brown or grayish-black, coarsely reticulate; 1-locular, 1-seeded, seed whitish, hollow, adhering to the pericarp, odor aromatic, slightly empyreumatic; taste aromatic and very pungent. Powder microscopically described. Non-volatile ether extract, not less than 6 per cent.; starch, not less than 25 per cent. Ash not exceeding 7 per cent. Ash insoluble in diluted hydrochloric acid, not exceeding 2 per cent.

**Podophyllum**—Defined as the "dried rhizome and roots." Podophyllum should yield, by the method given under Resina Podophylli, not less than 3 per cent. of resin which should conform to the requirements and tests for Resin of podophyllum. Horizontal, nearly cylindrical, jointed, compressed on the upper and lower surfaces, sometimes branched; in pieces from 3 to 20 cm. in length, the internodes 2 to 9 mm. in diameter; externally dark brown, longitudinally wrinkled or nearly smooth with irregular, somewhat V-shaped scars of scale leaves, nodes annulate, upper portion marked with large, circular, depressed stem-scars and sometimes with buds or stem-bases; at or near the nodes on the lower portion, occur numerous root-scars or roots from 2 to 7 cm. in length and about 2 mm. in thickness; fracture short; internally, bark light brown, wood with small, yellowish, vascular bundles, pith large and white; odor slight; taste sweetish, disagreeably bitter and acid. Microscopical characteristics of whole drug and in powder are given.

**Prunus Virginiana**—To consist of the "stem-bark." Usually in transversely curved pieces from 2.5 to 8 cm. in length and 0.5 to 4 mm. in thickness; outer surfaces light brown or greenish-brown, smooth, except for numerous lenticels from 3 to 4 mm. in length; inner surfaces light brown, longitudinally striate and occasionally fissured; fracture short, granular; odor distinct, bitter-almond-like, when macerated in water; taste astringent, aromatic, and agreeably bitter. Microscopical characteristics of both whole and powdered bark are given.

**Pyrethrum**—Defined as the "dried" root. Nearly cylindrical, slightly tapering, usually in pieces, 2.5 to 10 cm. in length, 5 to 20 mm. in diameter; externally dark brown, deeply longitudinally furrowed and somewhat wrinkled, occasionally bearing short, tough, hair-like rootlets, crown more or less annulate and occasionally tufted with coarse fibres or with long, soft-woolly nearly straight, 1-celled hairs; fracture short; bark dark brown with 1 or 2 circular rows of resin ducts, closely adhering to the light yellow, radiate, porous wood, in the medullary rays of which occur 1 to 3 rows of resin ducts; odor distinct; taste sweetish, pungent, very acrid, tingling and producing a strong sialagogue effect. Microscopical characteristics of the powder are given. Ash not exceeding 5 per cent.

**Quassia**—Jamaica Quassia: Usually in chips, raspings or shavings, occasionally in billets; yellowish-white or bright yellow, with a few light gray pieces somewhat coarsely grained; fracture tough, fibrous; odor slight; taste bitter. Surinam Quassia: The crude drug and microscopic sections closely resemble the Jamaica variety; tracheæ usually single or in pairs, sometimes in groups of 3 or 4; medullary rays in narrower and larger groups than in the Jamaica variety, from 1 to 4 cells wide and from 10 to 30 rows deep; calcium oxalate crystals few or entirely wanting and distinguishing this variety from Jamaica quassia.

**Rhamnus Purshiana**—The dried bark of the trunk and branches of *Rhamnus Purshiana* De Candolle (Fam. Rhamnaceæ). Usually in flattened or transversely curved pieces, occasionally in quills, bark 1 to 5 mm. in thickness; outer

\*Permission to use granted by the Chairman of the Board of Trustees, United States Pharmacopoeial Convention.

surface dark brown or brownish-red, longitudinally ridged, often nearly covered with grayish or whitish lichens, bearing small blackish apothecia, sometimes with numerous lenticels; and occasionally with mosses; inner surface light yellow, light brown, or reddish-brown, longitudinally striate, turning red when moistened with solutions of the alkalis; fracture short, with projections of bast-fibres in the inner bark; in cross section inner bark shows diagonal or curved medullary rays, forming converging groups, the outer bark showing yellowish groups of stone cells which are especially apparent on moistening the freshly cut surface with phloroglucinol T.S. and hydrochloric acid; odor distinct; taste disagreeable, bitter, slightly acid. Microscopical characteristics are given. Powder microscopically described. Ash not exceeding 8 per cent.

*Rheum*—In subcylindrical, barrel-shaped, conical pieces known in commerce as "rounds," or in plano-convex pieces known in commerce as "flats" or irregular pieces, frequently with a perforation; hard and moderately heavy; attaining a length of 17 cm. and a diameter of 10 cm., or cut in pieces of variable form and size; outer surface yellowish-brown, mottled, with alternating, longitudinal striae of grayish-white parenchyma and reddish or brownish medullary rays, small stellate groups of fibro-vascular tissue and occasionally reddish-brown cork patches, smooth and sometimes covered with a bright, brownish-yellow powder; fracture uneven and granular, presenting a characteristic, mottled appearance; odor aromatic, characteristic; taste slightly bitter, astringent; gritty when chewed, tingeing the saliva yellow. Microscopical characteristics are given. Diluted alcohol extractive, not less than 30 per cent. Ash not exceeding 13 per cent.

*Saba*—The partially dried, ripe fruits of *Serenia serrulata* (Roemer and Shultes) *Hooker filius* (Fam. Palmæ). Ellipsoid or ovoid, occasionally compressed, 1.5 to 3 cm. in length, 1 to 1.5 cm. in diameter; externally brownish-black to bluish-black, smooth and somewhat oily, with a few large, somewhat angular depressions due to the contraction of the inner layer on drying, summit marked by scar of style, and base either with a short stalk or stem-scar; epicarp and sarcocarp together forming a thin coriaceous shell enclosing a hard but thin endocarp which is externally reddish-brown and somewhat fibrous as is also the inner layer of the sarcocarp; inner layer of endocarp smooth, enclosing a hard ellipsoidal or ovoid, somewhat flattened, reddish-brown seed; odor pronounced, aromatic; taste sweetish, aromatic, slightly acid.

*Sanguinaria*—The dried rhizome "and roots" of *Sanguinaria canadensis* "collected after the death of the foliage" is omitted. Of horizontal growth, occasionally branching, more or less cylindrical, somewhat flattened, from 2 to 7 cm. in length, and from 5 to 15 mm. in diameter; externally dark brown, slightly annulate, with a few stem scars on the upper surface and numerous more or less broken filiform roots and root-scars on the lower surface; fracture short and somewhat waxy, brownish-red, occasionally yellowish-white, with numerous, small, circular, yellowish fibro-vascular bundles within about 1 mm. of the epidermis, pith very large; odor slight; taste persistently acrid and bitter. Microscopical characteristics are given.

*Santalum Rubrum*—Usually in the form of a coarse powder, of a brownish-red or dark saffron color and nearly inodorous and tasteless. Add 0.500 gm. of red saunders to 10 cc. of alcohol; the solution should become distinctly red. Add 0.500 gm. of red saunders to 10 cc. of ether; the solution should assume an orange-yellow color and when held in a bright light should show a distinct, greenish fluorescence. Add 0.005 gm. of red saunders to 10 cc. of water; the solution should remain clear and colorless. Ash not exceeding 3 per cent.

*Sarsaparilla*—The dried root of *Smilax medica* Chamisso and Schlechtendal, known in commerce as Mexican sarsaparilla; or *Smilax officinalis* Kunth, or an undetermined species of *Smilax*, known in commerce as Honduras sarsaparilla; or *Smilax papyracea* DuRoi, known in commerce as para sarsaparilla; or *Smilax ornata* Hooker filius known in commerce as Jamaica sarsaparilla (Fam. Liliaceæ). Mexican sarsaparilla: In loose bundles, or pressed into bales, single bundles attaining a length of 60 cm. and composed of 20 to 35 folded roots attached to a crown with one or more stout stems; roots 3.5 to 6 mm. in diameter; externally grayish-brown to dark brown, minutely hairy, longitudinally furrowed, the furrows containing more or less of a blackish earth; fracture tough, fibrous; internally light brown with a more or less shrunken, mealy or sometimes horny cortex surrounding the porous cen-

tral cylinder, pith distinct; nearly inodorous; taste mucilaginous, somewhat sweetish and acid. The woody, knotty crown with portions of the overground stems should be removed. Honduras sarsaparilla: In more or less compact, cylindrical bundles, attaining a length of 55 cm. and a diameter from 8 to 15 cm., consisting of the long, folded roots bound together by roots of the same plant; roots 2 to 6 mm. in diameter; externally dark or reddish-brown, longitudinally furrowed, the furrows usually free from soil; fracture fibrous; internally consisting of a grayish-white or dark brown cortex, a light yellow and porous central cylinder and a whitish pith; taste mucilaginous and slightly acid. Para sarsaparilla: In very compact, cylindrical bundles, attaining a length of 1 m. and a diameter of 20 cm., closely bound with the stem of a vine and with the ends evenly trimmed; the roots otherwise resembling those of Honduras sarsaparilla. Jamaica sarsaparilla: In more or less compact and somewhat flattened bundles, 30 to 45 cm. in length, 10 to 15 cm. in width, consisting of the folded roots loosely bound with roots of the same plant; roots 2 to 5 mm. in diameter; externally grayish-brown to reddish-brown, longitudinally wrinkled, more or less furrowed and bearing numerous coarse fibrous rootlets, taste slightly sweetish and bitterish.

*Sassafras*—The drug may include not more than 2 per cent. of adhering wood. In irregularly transversely curved or quilled pieces, 1 to 15 cm. in length, 1 to 4 mm. in thickness; outer surface orange-brown, nearly smooth and marked with more or less irregular ridges; inner surface light to dark, reddish-brown, obscurely short-striate; fracture short with a thin, reddish-brown, corky layer and a yellowish-white inner bark; odor aromatic; taste slightly mucilaginous, astringent, aromatic and somewhat pungent. Microscopical characteristics are given. Ash not exceeding 30 per cent.

*Scammony Radix*—The dried root of *Convolvulus Scammonia*, Linné (Fam. Convolvulaceæ), yielding when assayed by the official process, not less than 8 per cent. of total resins of scammony root. Cylindrical or somewhat tapering, from 10 to 25 cm. in length, 1 to 4.5 cm. in thickness; externally grayish to reddish-brown; usually distinctly twisted, deeply longitudinally furrowed, marked by distinct root scars, otherwise nearly smooth except for the lenticels and abraded cork, the upper portion terminated usually by a number of short stem branches; hard and heavy; fracture tough, irregular with projecting wood-fibres; internally somewhat mottled showing yellowish, porous wood-wedges separated by whitish parenchyma containing starch and resin; bark thin; odor slight, resembling that of ja'ap; taste very slightly sweet becoming slightly acid.

*Scilla*—The fleshy, inner scales of the bulb of the white variety of *Urginea maritima* Linné Baker (Fam. Liliaceæ) cut into pieces and carefully dried. In irregular, more or less curved, somewhat flattened and translucent pieces, 0.5 to 5 cm. in length, yellowish-white, nearly smooth and shiny with slight projections of fibro-vascular bundles, brittle when dry and somewhat flexible when damp; odor slight; taste bitter and acid. Ash not exceeding 8 per cent.

*Senna*—The roots may include not more than 5 per cent. of stems and other foreign matter. Usually in broken pieces, when entire, slenderly conical, more or less tortuous, somewhat branched, 3 to 15 cm. in length and 2 to 10 mm. in thickness and bearing a few rootlets; crown knotty with numerous buds and short stem-bases; externally brownish-yellow, the crown rose-tinted, longitudinally wrinkled, frequently marked by a keel; fracture short, wood pale yellow, usually eccentrically developed, odor peculiar, penetrating, taste sweetish, afterwards acid. Ash not exceeding 5 per cent.

*Senna*—The drug may include not more than 10 per cent. of stem tissues, pods, seeds, and other impurities. Alexandria Senna: Usually entire, sometimes more or less broken, leaflets inequilaterally lanceolate or lance-ovate, from 2 to 3.5 cm. in length, from 6 to 10 mm. in breadth, having extremely short, stout petiolules; acutely cuspidate, entire, subcoriaceous brittle, pale green or grayish-green, sparsely and obscurely hairy, especially beneath, the hairs appressed; odor characteristic; taste somewhat mucilaginous and bitterish. Pods few, broadly elliptical, somewhat reniform, dark green, thin and membranous. India senna: Leaflets usually entire, from 2 to 5 cm. in length, and from 6 to 14 mm. in breadth, usually more abruptly pointed than those of Alexandria senna, yellowish-green and smooth above, paler beneath; in odor and taste closely resembling Alexandria senna. Pods few, elliptical, more or less reniform and from 4 to 5 cm. in length. Mix

0.5 gm. of pow.—18 gm. with 10 cc. of a solution of potassium hydroxide in alcohol (1 in 10), boil the mixture for about 2 minutes, dilute it with 10 cc. of water and filter. Then acidify the filtrate with hydrochloric acid, shake it with ether, remove the ethereal layer and shake it with 5 cc. of ammonia water. The latter should be colored yellowish-red. Ash not exceeding 12 per cent. Ash insoluble in hydrochloric acid not exceeding 3 per cent.

*Sinapis Alba*.—The drug may include not more than 10 per cent. of stems. Rhizome oblique, subcylindrical, more or less curved, from 10 to 30 mm. in length and from 1 to 2 mm. in diameter, externally dark brown, upper portion with short hairs, internally yellowish-white, wood with broad, eccentric

stem-bases, from lower and lateral portions, and numerous, long, thin, nearly straight, yellowish-brown roots; fracture wedges; odor terebinthinate; taste bitter, aromatic.

*Sinapis Alba*.—The drug may include not more than 5 per cent. of other harmless seeds and other foreign matter. Subglobose, from 1.5 to 2.5 mm. in diameter; testa yellowish, nearly smooth; embryo yellowish, oily, with 2 large cotyledons; inodorous, taste mildly pungent, acrid. Powder microscopically described. White mustard does not yield allyl isothiocyanate upon distillation with steam (distinction from black mustard). Starch not exceeding 2.5 per cent. Starch test of U.S.P. VIII omitted. Ash not exceeding 9 per cent.

(Concluded in August ERA.)

## “Preparation and Analysis of Vlemineckx's Solution”, (\*) by DR. JOSEPH L. MAYER.

“A SHORT time ago two samples of Vlemineckx's solution were submitted to me with a request that in view of the fact that the color of one sample was markedly different from the other, analyses be made to ascertain if they were properly prepared.

“Since the National Formulary only contains a formula for the preparation, and various pharmaceutical authorities consulted made no reference to a standard, it was necessary to make samples in an effort to determine how the solution should be prepared and what should be the strength of the finished product. The following work was therefore undertaken.

“Referring to page 81, 3d edition of the National Formulary, we found that ‘Liquor Calcis Sulphurate’—‘Vlemineckx's Solution’ was directed to be prepared as follows:

“Lime, freshly slaked.....165 grammes  
 “Sublimed sulphur .....250 grammes  
 “Water, a sufficient quantity to make..1000 grammes

“Mix the slaked lime with the sulphur, and add the mixture gradually to 1750 c.c. of boiling water. Then boil the whole, under constant stirring, until it is reduced to 1000 grammes, strain, and having allowed the solution to become clear by standing in a well-stoppered bottle, decant the clear brown liquid, and keep it in completely filled and well-stoppered bottles.

“We accordingly made up one-tenth of this formula by taring a 600 cc. porcelain evaporating dish, adding 175 cc. of water, heating to boiling and then slowly adding the mixture of freshly slaked lime and sulphur, constantly stirring while heating until the weight was reduced to 100 grammes. The material was then decanted into a 4-oz. cork-stoppered bottle, allowed to stand until the next day, filtered and assayed for total sulphur by the following method:

“Measure 10 c.c. of the clear sample in a 100-c.c. measuring flask and fill to the mark. Analyze 10 c.c. aliquots of this solution. Treat with 3 c.c. of saturated solution potassium hydroxide or sodium hydroxide solution, following by 50 c.c. hydrogen peroxide free from sulphates. Heat on the steam bath for one-half hour exactly and then acidify with hydrochloric acid, precipitate with barium chloride in the usual way in boiling solution, and finally weigh as barium sulphate.

“Of course, multiplying the weight of barium sulphate by the proper factor gives the quantity of sulphur and this multiplied by 100 gives the percentage.

“We ran blanks on the reagents and determined the quantity of sulphate present which was then deducted from the sulphate found in the actual analysis.

“This is Avery's method, which is recommended by the Association of Official Agricultural Chemists for the analysis of lime-sulphur dips and lime-sulphur-salt mixture (U.S. Dept. Agr. Bureau of Chemistry, Bul. 107 rev. page 34). It is an extremely accurate and simple method and one which in our hands yielded remarkably close duplicates.

“We also analyzed the sample for total sulphur in solution, monosulphur equivalent, thiosulphate sulphur, sulphate and sulphite sulphur, total sulphite sulphur and total lime (CaO) in solution, following the method in U.S. Dept. Agr. Bureau of Chemistry, Bul. 162, page 29, but seeing no advantage in its use over the Avery method, we employed the latter

in all our analyses and simply determined the total sulphur of which the above sample showed the presence of 10.838 grammes in 100 c.c. of solution.

“Another 100-gramme lot made up in the same manner contained 14.581 grammes of total sulphur in 100 c.c. of solution.

“This great variation in results indicated difficulty in properly preparing the solution. We therefore referred to the directions in the N.F. and found that it was there directed to add the lime and sulphur mixture gradually to 1750 c.c. of boiling water. Then boil the whole under constant stirring until it is reduced to 1000 grammes; this procedure differs from mine in that it directs the water to be heated to boiling, the mixture of lime and sulphur added and the whole boiled under constant stirring until the weight is reduced to 1000 grammes.

“Another 100-gramme lot was then made by strictly adhering to these directions and when assayed showed the presence of 4.448 grammes of total sulphur in 100 c.c. solution.

“My original reading of the process was as above noted, to heat the water to boiling and then while the water was still on the fire to gradually add the lime and sulphur under constant stirring and boiling until the proper weight was produced, whereas the last product was made by strictly following the N.F. by heating the water to boiling, taking it off the fire, stirring all the lime and sulphur in, putting the mixture back on the fire, stirring and heating until the proper weight was attained.

“The above figures clearly indicated that the wording of the directions for manipulation employed by the N.F. was faulty, therefore another batch of 100 grammes, employing the official quantities, was made by taring a 250 c.c. Erlenmeyer flask, adding 175 c.c. of water, heating on the hot plate until boiling, and then adding the lime and sulphur previously mixed and boiling on the hot plate without stirring or further attention until the weight was reduced to 100 grammes; this mixture was then transferred to a 4-oz. cork-stoppered bottle, allowed to stand until the next day, when it was filtered and assayed. The solution contained 29.162 grammes of total sulphur in 100 c.c.

“Another lot made by the same method contained 29.593 grammes of total sulphur in 100 c.c. solution. These figures indicate that if the solution is prepared in a flask the product will practically be of uniform strength.

“It is true the N.F. does not state whether a flask or evaporating dish should be employed. The failure to specifically state that a flask or similar vessel be used is shown by the analyses to result in preparations of indefinite strength. If a large enough flask is not at hand, vessels which are deep should be employed, the object being to avoid too rapid evaporation of water as the proper preparation of the product requires several hours.

“In view of the above results, and to insure a uniform product, the Committee on National Formulary should revise the wording of the directions for the preparation of Vlemineckx's solution. Of course, if thought necessary, a standard could be fixed for the solution and a method of assay appended.

“I would take this opportunity to acknowledge my indebtedness to my assistant, J. H. Wiener, Ph.C., for assistance rendered in the preparation and analyses of some of the samples.”

## Pure Drugs and the Public Health—What Government Investigation Has Shown.

*Abstracted from a Report by Martin I. Wilbert, Assistant in Pharmacology, Hygienic Laboratory, U.S. Public Health Service, in Public Health Reports, Vol. 29, No. 19, May 8, 1914.*

A COMPILATION of analytical reports shows that out of a total of more than 9000 samples of six pharmacopoeial preparations reported upon from 1907 to 1911 more than 4000, or approximately 45 per cent., were found not to be in compliance with the requirements of the U.S. Pharmacopoeia. Later reports show this ratio to hold good. For instance, the chemist of the Indiana State Board of Health for 1912 shows that of 365 samples of drugs analyzed 156, or 42.7 per cent., did not comply with requirements. The food and drug commissioner of South Dakota reports that of 326 samples examined 36.3 per cent. were not passed; in New Hampshire, of 421 samples examined by the chemist of the board of health 42.8 per cent. were not conformable.

The limitations imposed by the present method of enforcing the drug feature of food and drugs laws is illustrated by a table prepared by L. P. Brown, food and drug commissioner of Tennessee, which shows that no less than 44 political divisions of the United States make some attempt to enforce laws of this type. The total number of employees recorded is 465, an average of 10 to each State. The total number of samples examined in one year is given as 83,498, and not more than from 20 to 25 per cent. of these samples represent drug products or products used as drugs.

When one remembers that in the United States alone there are no less than 40,000 retail drug stores and that each one of these stores has in stock from 1000 to 20,000 separate articles used or offered for use as medicine *the futility of endeavoring to control or even to seriously influence the nature and purity of products sold as medicines by an occasional examination of one or more preparations is at once apparent.*

An article that has been materially improved through systematic examination and accompanying publicity is "solution of hydrogen peroxide." This preparation is also used quite extensively in the arts as a bleaching material, and formerly it was quite common to find the comparatively impure and usually weak technical product on sale in drug stores for medicinal purposes. Improved methods of manufacture, the use of preservatives, and the exercise of a little additional care in keeping the preparation have evidently combined to change this preparation from one that was considered to be uniformly impure to one that complies fairly well with the spirit, though not the exact letter, of the present pharmacopoeial requirements. Disregarding the frequent presence of a preservative only 8.7 per cent. of the preparations examined during 1912 were found to be deficient in strength or contaminated.

The opposite of these rather promising conditions is found in connection with asafetida, a drug product of somewhat uncertain value that is, nevertheless, used quite extensively, largely perhaps because of its penetrating odor and disagreeable taste. The pharmacopoeial requirements for this drug are unnecessarily high, and the chemical tests for identity and purity quite inadequate. It is, therefore, not at all surprising to learn that more than 78 per cent. of the samples of asafetida examined did not comply with the requirements of the Pharmacopoeia. This drug, however, is but one of a number of articles that are of uncertain medicinal value, are difficult to control from a chemical point of view, and are more frequently found to be below standard than above. This one fact, that there are hundreds of more or less widely-used drugs for which we have little or no data on which to base a chemical control of the finished preparation, serves to further illustrate the difficulty of exercising any adequate control of medicinal preparations through a city, State or Federal laboratory.

The reports of the several officials entrusted with the enforcement of laws relating to the production and sale of drugs have emphasized time and again that much of the material that is now being sold as medicine in this country is either directly harmful or absolutely useless, and that from a public-health point of view considerable progress is necessary before the consumer is as adequately safeguarded as he should be.

It is generally recognized that once a seal is broken, a package opened or a cork drawn the manufacturer can no longer be held responsible for the content of the package, and, quite

irrespective of the nature of the medicine, the pharmacist in dispensing a portion of an original package assumes all responsibility for the nature and the purity of the article.

That this responsibility of the druggist is as yet not appreciated and that much progress must be made in the enforcement of existing laws before the public is as adequately protected as it should be or has a right to expect is evidenced by the shortcomings of pharmaceutical preparations as shown by tests, particularly those preparations made on a small scale in the retail drug store. From the point of view of State or National officials these preparations offer the most serious difficulties in the way of control through the intervention of Federal or State laboratories, and yet they are of considerable importance from a medical point of view in that they include some of the most widely-used medicines we have. It has been well said that medicine, particularly the use of medicines, as a science, can make little or no progress until physicians know more of the nature and the composition of the articles they use as medicines and of the action or influence of these articles on the healthy as well as on the diseased organisms.

How little actual reliance can be put in the average drug preparation at the present time will be appreciated when we learn that fully 50 per cent. of such widely-used articles as aromatic spirit of ammonia, spirit of camphor, tincture of iodine, tincture of opium, spirit of peppermint and spirit of nitrous ether have been found to be adulterated or below standard.

The general subject of changes produced in a drug because of deterioration due to improper keeping has received altogether too little attention, and it is not generally recognized that many of the formerly well-known drugs have probably been discredited because of their failure to accomplish the object for which they were administered, a failure perhaps largely due to some form of contamination or to decomposition not recognized by the dispenser.

In addition to this possible deterioration of medicaments which can be averted, to a considerable degree at least, by constant care and watchfulness, there are a number of other factors that should be taken into consideration in connection with the dispensing of medicines to the consumer. Not the least important of these several factors is the accuracy and also the sensitiveness of scales, weights and measures. One observer found that not one of 36 graduates examined was correct. Some were better than others but all were bad. In the State of Kansas nearly one-half of the prescription weights examined were condemned, and of the 718 prescription scales examined 195 were found unfit for use.

The inability or unwillingness of retail druggists to assume proper responsibility is further evidenced by the recommendation of one man to use ready-made tablets in place of weighing out small quantities of potent drugs. The fallacy of this advice has more latterly been emphasized by the fact that compressed as well as other tablets, even under the most favorable conditions, may vary from 10 to 30 per cent. from the quantities claimed. Under conditions not so favorable even greater variations have been observed, and in cases where tablets have been made to sell at inordinately low prices it has been found that expensive chemicals were present only in traces sufficient to give qualitative tests.

In conclusion, it may be reiterated that the more evident shortcoming in the present-day enforcement of pure drugs laws is the general failure to properly place the responsibility for the nature, kind and purity of the medicines supplied to the consumer where it belongs. This shortcoming is being corrected by recently-enacted laws to regulate the practice of pharmacy by placing the responsibility squarely on the person dispensing the drug.

The proper enforcement of laws designed to regulate the practice of pharmacy in conjunction with pure drugs laws should relieve physicians and the public of any doubt as to the composition, purity, quality and strength of all drugs and medicinal preparations used in the treatment of disease. As these laws are enforced at the present time it is plainly evident that the methods of control are inadequate and do not serve to safeguard public health as well as they could or should.

Boards of health and other Federal and State officials entrusted with the enforcement of these laws should endeavor

to call attention to the desirability of having druggists exercise a close scrutiny of the drugs and preparations included in their stock, to keep drugs and chemicals and preparations in suitable containers, to throw away old and useless material, and to see that scales, weights and measures are reliable and accurate under the conditions imposed upon them.

Some effort should also be made to see that drug stores are equipped with the necessary analytical apparatus with which to analyze or examine all supplies and thus assist in maintaining a more efficient control of the articles sold as medicine.

Consistent and efficient control of the identity, purity and strength of all drugs and preparations as furnished the consumer would make for progress in the science of medicine and should prove to be an important factor in promoting public health.

## Liquid Petrolatum: Russian Mineral Oil.\*

PETROLEUM has been in use as a medicine from time immemorial. It was known to Herodotus 400 years before Christ and is mentioned by Plutarch, Dioscorides, Pliny and other early writers. It was extensively used by the Arabians and evidently played an important part in the practice of medicine in India, being known to the Bengalese as Muthe Katel. The raw product was the substance used in earlier times and differed much in character and composition, as obtained from different sources.

As an internal remedy it was early employed in chronic pulmonary affections, in obstinate skin diseases, in rheumatism, and for the expelling of tapeworms. It was extensively used for these several purposes in France under the name "Oleum Gabianum" and in North America as "Seneka oil." The internal use of the refined product may be traced to a patent granted to Robert A. Chesebrough, of New York, in June, 1872, for the manufacture of a "new and useful product from petroleum, named vaseline." This name was originally applied only to a semisolid preparation, but later a liquid product known as liquid vaseline was marketed and for a time exploited as a cure for coughs, colds, consumption and a number of other diseases and conditions.

The liquid petrolatum has since become known under a variety of names, proprietary and otherwise, in addition to being used as a substitute or an adulterant for other, more costly, fats and oils. Some of the names applied to the product are:

Adepsine Oil	Neutralol
Amilee	Olo
Atoleine	Paraffin Oil
Atolin	Paroline
Blandine	Petalol
Crysmalin	Petro
Deeline	Petrolax
Glyco	Petrolia
Glycoline	Petronol
Glymol	Petrosio
Heavy Petroleum Oil	Rock Oil
Liquid Albolene	Russian Liquid Petrolatum
Liquid Cosmoline	Russian Mineral Oil
Liquid Fossiline	Russian Paraffin Oil
Liquid Geoline	Russol
Liquid Paraffin	Saxol
Liquid Petrolatum	Terraline
Liquid Saxoline	Terralbolia
Liquid Vaseline	Ussoline
Mineral Glycerin	Water-white Mineral Oil
Mineral Oil	White Paraffin Oil.

A preparation similar to that official in the Pharmacopoeia of the United States as liquid petrolatum has been included in many, if not all, of the foreign pharmacopoeias, the official title under which this preparation is recognized being as follows:

Petrolatum liquidum, U.S. Pharmacopoeia; Paraffinum liquidum, pharmacopoeias of Great Britain, Germany, the Netherlands, Japan, Belgium, Austria, Denmark, Switzerland, Sweden, Servia, Italy, Hungary and Russia; Oleum Paraffinae, Spanish Pharmacopoeia; Vaselinum liquidum, French Pharmacopoeia, and Oleum vaselini (as a synonym) pharmacopoeias of Denmark and Russia.

The requirements of the several pharmacopoeias differ somewhat and the specific gravity as given is as follows:

U. S. P. VIII, 1905.....	0.870 to 0.940 at 25°
Ph. Brit. IV, 1895.....	0.885 to 0.890 at 15.5°

R. P. C. II, 1911, usually.....	0.875 or lower at 15°
Ph. Germ. V, 1910, at least.....	0.885 at 15°
Ph. Ross. VI, 1910.....	0.880 to 0.885 at 15°
Ph. Hung. III, 1909.....	0.888 to 0.89 at 15°
Ph. Ital. III, 1909.....	0.875 to 0.890 at 15°
Ph. Fr. V, 1908, about.....	0.875 at 15°
Ph. Serb. II, 1908, about.....	0.880 at 15°
Ph. Svec. IX, 1908.....	0.88 to 0.90 at 15°
Ph. Helv. IV, 1907.....	0.880 to 0.885 at 15°
Ph. Dan. VII, 1907, at least.....	0.880 at 15°
Ph. Austr. VIII, 1906, at least.....	0.880 at 15°
Ph. Belg. III, 1906, not below.....	0.880 at 15°
Ph. Japon. III, 1906.....	0.875 to 0.945 at 15°
Ph. Ndl. IV, 1905, not below.....	0.860 at 15°
Ph. Hisp. VII, 1905.....	0.840 at 15°

For pharmaceutical purposes, liquid petrolatum may be divided into two grades, the lighter or more limpid oil, used extensively as a vehicle for oil sprays, and the heavier, more viscid oil generally recognized in European pharmacopoeias and used as an ingredient of ointments and more recently as a remedy in the treatment of intestinal stasis.

Under petrolatum liquidum the U. S. P. recognizes a mixture of hydrocarbons, chiefly of the methane series, which occurs as a colorless or very slightly yellowish, oily, transparent liquid without odor or taste and having a specific gravity of about 0.870 to 0.940 at 25 C. For the U. S. P. IX, it is proposed to change this requirement somewhat so as to have it apply to a transparent liquid free from fluorescence, without odor or taste and having a specific gravity of from 0.845 to 0.940 at 25 C.

Such a requirement would include all of the available paraffin oils irrespective of origin. The now commonly available commercial liquid petrolatum, used for pharmaceutical purposes, is practically colorless and all of the better grades are free from odor or taste. The specific gravity varies from 0.855 to 0.895. The lighter oils, having a specific gravity of from 0.860 to 0.870, are usually preferred in the making of oil sprays or solutions of substances to be used as local applications. The product having a specific gravity above 0.875 evidently contains a considerable amount of dissolved solid paraffin which separates out at temperatures at or below 0 C., but readily dissolves again at temperatures above 10 C.

There is considerable difference in the chemical composition of the paraffin oils obtained from various sources. The American oil consists largely of hydrocarbons of the methane series, while the Russian oil contains naphthenes or hydrocarbons of the benzene series, having the empirical composition of ethylene (C<sub>n</sub>H<sub>2n</sub>) which may be considered as hydrogenated aromatic hydrocarbons, though they behave with reagents very much in the same way as do the hydrocarbons of the methane series.

Mineral oils with a naphthene base are best suited for making white petrolatum, and at the present time the production of the colorless water-white liquid petrolatum appears to be confined largely or almost exclusively to the crude product of the Baku district of Russia, though it is asserted that it is now also made from the Hanover (Germany) crude oil and that some is being produced by "cracking" the white solid paraffin.

It is also said that the American oil can be made water white but that it is not being so produced at present for economic reasons; the yellowish oil, free from fluorescence, having a very wide sale, both as a lubricant and as a substitute for lard oil and other of the more costly lubricating oils.

From a pharmaceutical point of view, it would appear important to note the physical characteristics of the oil and to insist on absence of color, absence of odor and taste, absence of acid and of alkali and a specific gravity in harmony with the purposes for which the oil is to be used.

During the past year or two liquid petrolatum has attracted considerable attention as a remedy in the treatment of intestinal stasis or chronic constipation, the practice of using it having been developed largely through its recommendation by Sir W. Arbuthnot Lane and his associates. This use of liquid petrolatum and of petrolatum products generally is by no means novel. N. A. Randolph,<sup>1</sup> of Philadelphia, was among the first to suggest its use for this purpose in an article published in 1885. Randolph also appears to have been the first to experiment with petrolatum and to determine its non-absorbability from the intestinal tract. In an article<sup>2</sup> in 1884 he concludes that "pure petrolatum while entirely unirritating to the digestive tract is valueless as a foodstuff."

The experiments recorded by Randolph were evidently prompted by the fact that vaseline and a number of imitation products then on the market were being sold as substitutes for lard and butter, and opinions regarding the food value of

\*Advance proof of Report of the Council of Pharmacy and Chemistry for publication in the "Journal" of the A.M.A.



petroleum products appear to have differed very materially. Following the experiments of Randolph, Robert Hutchison in 1899 made a series of experiments to demonstrate that petroleum, petrolatum, paraffin and related products were absolutely unassailable by any of the digestive fluids, despite the "large vogue that had of late years been given to various petroleum emulsions, chiefly by ingenious and unterrified advertising." He came to practically the same conclusions arrived at by Randolph 15 years earlier and pointed out that "liquid paraffin in one sense may be regarded as an artificial intestinal mucus and might in that way have some value on certain forms of constipation."

William Duffield Robinson<sup>3</sup> reports on the use of a perfectly refined colorless and odorless petrolatum, supposedly of American origin. He was able to show that all of the product passed unchanged through the intestinal tract and could be regained from the feces. In his conclusions he expressed the belief that the effect of the administration of these petroleum products is far more than as a simple intestinal lubricant. In over 50 selected cases in which nutrition, digestion and body-weight were impaired, and the purest oil administered in 1- or 2-dram doses each day for a period of from four to six months, there was in every instance an improvement of weight, health and feeling of well-being. The administration of refined paraffin oil gave no discomfort in any instance, even in cases in which nearly a pint was given in a few hours.

William Ewart<sup>4</sup> suggests liquid paraffin as a safe agent for the local treatment of the lesions in typhoid fever. He says in part: "Mineral oil, such as petrolatum or paraffin, is neither absorbed nor dissolved; therefore, after all absorbable ingestions are taken up by the lacteals, it will remain in the bowel. In this way pure liquid paraffin is valuable, precisely because it is inert; moreover, it might some day, perhaps, be made the vehicle for effective topical remedies."

A. D. Schmidt<sup>5</sup> quotes Stubenrath as having given liquid paraffin in the treatment of chronic constipation, and he himself gave as much as 20 gm. of liquid paraffin to adults without observing any injurious effect whatever. He says, "As a result of the administration of liquid paraffin, the feces are softened considerably and are found under the microscope to contain numerous minute globules of paraffin." He was, however, unable to recover from the feces the entire quantity of paraffin administered and believes that a certain portion of it, probably the fractions with a low boiling-point, are absorbed or possibly oxidized in the organism.

Maurice Vejux Tyrode<sup>6</sup> also refers to the use of liquid petrolatum in the treatment of constipation.

Sir W. Arbuthnot Lane in his recommendations of liquid petrolatum calls it an ideal remedy for stasis, but cautions against the use of the lighter oil as extensively prescribed in this country as a vehicle for sprays in nose and throat work.

Paraffin oil is not absorbed from the alimentary tract and so far as known exerts no deleterious influence. It is usually given in quantities of from 10 to 20 cc. half an hour or an hour before meals or in larger doses, from 30 to 50 cc., at one time on retiring. From available evidence it appears that comparatively huge doses may be administered without the production of any untoward results. According to many observers, liquid paraffin should not be given with or after meals because of the inhibiting influence that it may have on the digestion of food. It is not soluble in water or the ordinary solvents and therefore cannot be diluted. The denser oils are preferably slightly warmed or drunk with warm water so as to obviate the disagreeable slimy sensation that persists when taken cold.

Volatile oils may be used in moderate amounts to give a distinctive taste to the otherwise rather insipidly tasteless paraffin oil. Among the more desirable oils to be used for this purpose would be oil of peppermint, oil of cinnamon, oil of betula or methyl salicylate and oil of cloves. From 2 to 10 drops of any of these oils can be added to a pint of the oil. When larger doses of the oil are to be given at one time, it would, of course, be advisable to use a comparatively smaller quantity of the volatile oil as a flavor.<sup>7</sup>

From the foregoing it would appear that apart from the Pharmacopœia of the United States, practically all other known pharmacopœias describe a water-white mineral oil under the title "Paraffinum Liquidum" or "Liquid Paraffin" as a colorless, odorless, tasteless, non-fluorescent, oily liquid, free from acids, alkalies and organic impurities. As explained before, the specific gravity of the preparation as recognized

in other countries and as offered on the American market at the present time varies considerably, and there appears to be some difference of opinion as to the exact nature of the product that is preferable for use for different purposes. This matter requires further investigation.

Since the definition of liquid petrolatum in the U.S. Pharmacopœia permits the use of fluorescent products of widely varying specific gravities, it is recommended that physicians who desire the water-white non-fluorescent (Russian) mineral oil should use the term "Petrolatum Liquidum, Grave," or "Paraffinum Liquidum, B.P.," if the heavy product recommended by Lane is desired, and "Petrolatum Liquidum, Leve," if the light varieties are required. It is further recommended that under the foregoing names, manufacturers and pharmacists be requested to dispense the products, in accordance with the following descriptions:

**Petrolatum Liquidum, Grave.**—Heavy (Russian) Liquid Petrolatum.—Paraffinum Liquidum, B.P., liquid paraffin.—A transparent, colorless, tasteless, non-fluorescent, oily liquid, odorless when cold but giving off a faint petroleum odor on heating. This preparation should correspond to the requirements of the British Pharmacopœia for liquid paraffin and have a specific gravity of about 0.885 to 0.890 at 15 C. It is insoluble in water or alcohol, but soluble in boiling absolute alcohol and readily soluble in ether, chloroform, carbon disulphide, petroleum benzine, benzene and fixed and volatile oils. It serves as a solvent for volatile oils and related substances like camphor, menthol and thymol.

This is the type of preparation used by Sir W. Arbuthnot Lane, and his associates for internal administration. It is also used as a basis for ointments and salves and as a local application to wounds, ulcers and in certain forms of skin diseases in which a simple protective is desired.

**Petrolatum Liquidum, Leve.**—Light (Russian) — Liquid Petrolatum.—A transparent, colorless, tasteless, non-fluorescent, oily liquid, odorless when cold, but giving off a faint petroleum odor on heating. In other respects this preparation should correspond to the pharmacopœial tests for liquid petrolatum and have a specific gravity of about 0.860 to 0.875 at 15 C. Like the heavy variety of liquid petrolatum, it is insoluble in water and alcohol, but soluble in boiling absolute alcohol and readily soluble in ether, chloroform, carbon disulphide, petroleum benzine, benzene and fixed and volatile oils. It serves as a solvent for volatile oils and related substances like camphor, menthol and thymol.

This is a type of preparation extensively used as a vehicle for the oily sprays in nose and throat work. It is also being used as one of the constituents in the now popular paraffin oil cold cream and has been used to some extent for internal administration in the treatment of chronic stasis. Being more limpid than the preparation preferred by Lane, it is more readily taken, though greater care must be exercised in securing a sample devoid of the lighter fractions of petroleum distillates.

<sup>1</sup>Randolph, N. A.: Therap. Gaz., 1885, ix, 732.  
<sup>2</sup>Randolph, N. A.: Proc. Acad. Nat. Sc., Philadelphia, 1884, p. 281.  
<sup>3</sup>Robinson: William Duffield: Med. News, 1900, lxxvii, 36.  
<sup>4</sup>Ewart, William: Brit. Med. Jour., 1902, ii, 1505.  
<sup>5</sup>Schmidt, A. D.: Muenchen. med. Wchschr., 1905, liii, 1970.  
<sup>6</sup>Tyrode, Maurice Vejux: Boston Med. and Surg. Jour., 1910, cxlii, 673.

<sup>7</sup>In addition to the articles referred to in the preceding footnotes, the following are of interest in connection with this subject:  
 Editorial, Therap. Gaz., 1885, ix, 353.  
 Junker, F. A.: Med. Record, London, 1885, xliii, 506.  
 Editorial, Med. News, 1886, xlviii, 105.  
 Dunbar: Deutsch. med. Wchschr., 1896, xxii, 33.  
 Stubenrath, Franz Casimir: Muenchen, med. Wchschr., 1897, xlii, 639.  
 London Letter, Med. News, 1899, lxxiv, 504.  
 Hutchison, Robert: Brit. Med. Jour., 1899, i, 724.  
 Schlesinger, E. G.: Boston Med. and Surg. Jour., 1913, cxix, 14.  
 Lane, W. Arbuthnot: Brit. Med. Jour., 1913, ii, 1126; Proc. Roy. Soc. Med., 1913, vi, 49; Surg. Gynec. and Obst., 1913, xvi, No. 6.  
 Jordan, Alfred C.: Practitioner, London, February, 1913.  
 Chrysopathes, J. G.: Zentralbl. f. Chir., 1913, No. 45; abstr., "The Journal A.M.A.," Dec. 13, 1913, p. 2201.

**Cheap Mucilage.**

Dextrine .....	½ pound
Alcohol .....	4 fl. ounces
Acetic acid .....	4 fl. ounces
Water .....	20 fl. ounces

Mix.

## VII. Classical Discoveries in Pharmacy—The Medicinal Wines.

**C**HIEFLY of historical interest are the four articles by Antoine-Augustin Parmentier on the subject of medicinal wines. These preparations have now fallen largely into disuse, but at the beginning of the nineteenth century wine was one of the four principal menstrua of the pharmacist, and in countries like France, where wine was a staple article of drink among all classes, medicated wines were a favorite form of tonic for convalescents. It is interesting to note, however, that Parmentier's suggestions have so far prevailed that they are still embodied in the U.S.P. directions for medicinal wines, which, except wine of opium, are made by mixing wine with a fluidextract, the latter taking the place of Parmentier's so-called tinctures.

Parmentier was a prominent figure in his day. Born at Montdidier, in 1737, he practiced pharmacy for some time in his native town. During the Seven Years' War he was field apothecary of the French Army in Germany, where he learned to know the value of the potato as food. Later he was assistant apothecary at the Invalides, in Paris, and then became professor of economy and agronomy at the *École Centrale*. Finally he was made inspector-general of medical affairs. He was an authority on agriculture and its chemistry, and wrote many treatises on fertilizers, grains, sugar and its extraction, wines, brandies and syrups, the preservation of foods, chocolate, and similar subjects. His most striking achievement was his overcoming of the French prejudice against potatoes as food, which had been used by surrounding nations for many years.

The papers from which the following extracts are taken appear in the *Annales de Chimie*, Vol. 35, pp. 58-73; Vol. 39, pp. 225-241; Vol. 50, pp. 33-57, during the years 1800, 1801, and 1804, under the titles "Experiences and Observations on Medicinal Wines," and "New Observations on Medicinal Wines." A fourth discussion, on "Alcoholic Medicinal Tinctures," is closely connected in subject matter with the others, and contains a large amount of repetition of statements found elsewhere. It appears in Vol. 40, pp. 257-272, and in it Parmentier states the reasons which lead him to believe a tincture made with alcohol of 20 degrees would be preferable to one with 24° alcohol, as previously prescribed. The stronger alcohol, it was feared, might not extract all the active principles of the drugs, and a tincture made with it was likely to precipitate when mixed with the less spirituous wine. In all the discussion and formulas cover 74 pages, and the paragraphs below, taken in the order in which they appear in the originals, but not in immediate sequence, are merely to present the main line of thought in a series of rather long-winded papers.

### Experiences and Observations on Medicinal Wines.

"For a long time water, wine, alcohol, and acetic acid have been regarded in pharmacies as the most suitable vehicles for extracting from vegetables, by some form of digestion, their most essential parts, thus offering the art of healing more or less active remedies; but one of these vehicles—wine—which by its composition unites all the solvent properties belonging to the other three fluids, since it takes up equally the aroma, resinous extracts, resino-extractives, resins, and oils—wine cannot combine with these different substances without changing its nature, without necessarily losing a large part of the properties which it had in the natural state.

"Medicinal wines have long enjoyed, and still enjoy today in some cantons, a certain celebrity. To prepare them, our oldest pharmacologists indicated two methods, one by fermentation, the other by infusion or maceration; the first takes place by mixing with the saccharine and recently expressed juices the substances whose properties it is intended to transmit to the vinous liquors; the second consists in immediately applying the substances to wine already prepared.

"If in the first case, the vegetable drugs, of whatever nature they may be, when put to macerate in grape juice undergo, like this mucous and saccharine liquid, through the internal motion, some notable changes; in the second case, on the contrary, it is the vinous liquor itself which, in associating to itself the medicinal principles loses, if not all, at least in part, its tonic and restorative properties, so that the health officer who prescribes can no longer count on the effect that he aims to produce.

"It does not suffice to have shown that wine, while exerting

its action on one of the principles of the drugs with which it is macerating, and leaving in their expressed marc a large part of the alcohol which constitutes its strength, is no longer wine; we must show still that the simple operation of preparing medicinal wines is also another means to their deterioration.

"The vessel in which the maceration takes place cannot be filled completely or perfectly stoppered; the wine remains exposed to a temperature prejudicial to its conservation. To decant it from above the substance on which it has rested for a greater or less time, it must be strained, submitted to the press, filtered, and distributed in bottles; there you have it, always exposed to the influence of the atmosphere; the wine, according to its nature, undergoes other changes; only a glassful, or two at most, are administered in a day; it remains in ullage for a longer or shorter period, according to the capacity of the container.

"Thus with all these alternations of heat and cold, infusions, expressions, filtration, and distribution, the patient receives, in place of a cordial, strengthening and tonic wine, nothing but the dregs; the wine is no longer what it should be to the eye, smell or taste; in short, it has all the characteristics of a turned or stale wine. Should one be astonished that we are often justified in complaining of the use of medicinal wines, and forced to discontinue their use before being freed of the indisposition for which this remedy was indicated?

"Since the art of healing can gain little or no aid from medicinal wines obtained by fermentation or infusion, it appears advantageous to us to abandon this mode of preparation, and to prefer a good wine to which one would add, at the instant when it is to be administered, a few drops of a tincture prepared in advance; that is to say, with alcohol of 24°, charged as much as possible with the principles that the wine would have been used to extract, in following the old process.

"Medicinal wines thus compounded according to need, and by the simple mixing of a few drops of a tincture appropriate to the effect one wishes to produce, would no longer be exposed during their preparation, their conservation, or their distribution, to the influence of the host of causes which always bring about variations in the action of the solvent, the quantity of material dissolved, and the nature and the effects of the compound which results.

"The Board of Health, impressed by the inconveniences attached to the ordinary manner of preparing medicinal wines, and the advantages which exist for the welfare of the sick, the facility of service, and for economy, in introducing some useful changes into that part of medicine, has just ordered the central pharmacy of military hospitals to compound as many tinctures as there are medicinal wines in the pharmaceutical formulry of the army, so as to be able to judge finally, by trials repeated under their own eyes, of the effects on our organs, and in the animal economy.

"My last response to the objections which can be alleged in favor of medicinal wines prepared by the method against which I have taken my stand, is that physicians, in prescribing this class of medicines, intend to administer first, wine; then, an extract in solution which adds to its tonic, cordial, and restorative properties. Now, chemistry, experience, and observation all prove that often the patient gets neither the one nor the other; that the wine, whether pure, or decomposed and near to vinegar, must exercise, under these different modifications as a solvent, an action likewise different, and produce results on which one can no longer depend; thus, far from repairing the forces of the weakened stomach, it contributes still further to derange the functions of that organ.

### Preparation of Alcoholic Tinctures.

"The alcohol most suitable for the preparation of tinctures destined to form, by their mixture with wine, those medicaments called in all the pharmacopoeias, medicinal wines, should show 20° on the Baumé areometer. The solvent having always the same fixed degree of strength, constantly exercising the same action on vegetable substances which are submitted to it; it removes at the same time both the resinous extractive and the resino-extractive. Whence results a compound fluid which, mixed in certain proportions with wine, changes neither its transparency nor its specific properties.

"Another rule useful to establish in the general preparation

of alcoholic medicinal tinctures, is to proceed in two stages, and to begin the digestion of the ingredients with only one-half the prescribed amount of alcohol, so that it may charge itself at first with extract, and dispose the marc to yield more easily that which it still contains. By means of this precaution the alcohol becomes saturated as fully as can be, with the two extractives which are most essential to the medicinal effect intended.

**Tincture of Gentian.**

Take Gentian root ..... 64 gr. (2 ounces)  
 Orange peel ..... 32 gr. (1 ounce)  
 Alcohol at 20° ..... 1½ kilo. (3 pounds)

"The gentian and the orange peel being coarsely powdered, are placed in a matrass, with one-half of the alcohol indicated. The vessel remains for 6 days, exposed to the sun or the heat of the sand bath, according to the season, shaking frequently; decant and recommence digestion for the same space of time, pouring on the marc the other part of alcohol. Express strongly, unite the two liquors for filtering, and distribute them in bottles of a capacity of two deciliters, which are stoppered and laid away in a cool place for use.

**Preparation of Medicinal Wines.**

"The custom of administering alcoholic tinctures by mixing them with wine at the instant of taking is in no wise an innovation in medicine. Quercetan, Bauderon, and Charas, although partisans of medicinal wines prepared by the old method, praise this custom: to be sure, it must be noted that it is only in a very concentrated state that these famous pharmacologists prescribe the use of alcohol, and that, also for fear of diminishing their strength, they take great care to demand that the drugs shall be previously dried.

"We shall observe, before indicating the proportion of the tincture, that it has been determined by repeated trials in civil and military hospitals that every kind of tincture may be employed in the proportion of from 16 to 8 parts, to one of wine:\* that by this means the restorative and tonic properties of the latter are increased, not only because of the extractive principle it contains, but also by the small portion of free alcohol which, in a weak wine, makes of it on the spot a generous wine, more homogeneous than if one had added alcohol as a condiment too late."

**Bitter Wine.**

Tincture of Gentian..... 24 gr. (6 drams)  
 Red wine ..... 1 kilo. (2 pounds)

**Stomachic Wine.**

Red or white wine..... 1 kilo. (2 pounds)  
 Tincture of elecampane, from.... 32 gr. (1 ounce)  
 to.... 64 gr. (2 ounces)

\*This is apparently inverted in error, the correct proportions being, as shown by the formulas, one part of tincture to from 8 to 16 parts of wine.

**NEW REMEDIES**

*Ampyrofen* is dimethylamino-antipyrin-caffeine citrate, used as an antipyretic and tonic.

*Arnicoform* is a combination of arnica with 15 per cent. of formaldehyde solution and eucalyptus oil. It is used as a wash and disinfectant.

*Arsalyt* is bismethylamino-tetramino-arsenobenzene.

*Azymon* capsules contain olive oil, magnesium and sodium choleate, and magnesium and sodium carbonate. Used in hyperacidity of the stomach.

*Cavalin* contains camphor, olive oil, Japan wax, lead carbonate, and minium.

*Chromoform* is the dichromate of methyl-hexamethylenetetramine, an orange-red crystalline powder, soluble in water. On the addition of acids or alkalis, and also on warming the solution, formaldehyde is set free.

*Diabetoson* contains magnesium peroxide, effervescent lithium citrate, potassium sulphoguaiacolate, calcium glycerophosphate, ovolecithin, and sodium caseinate.

*Droserin Syrup* contains droserin, 1 per cent. of bromine, and 5 per cent. of valerian.

*Fondant iodotannique* contains in each dose 0.01 g. of iodine and 0.15 g. of tormentilla tannin.

*Glykamben*, a cough rem.dy, contains codeine, benzoic acid, extract of ipecac, camphor, and anisated ammonia.

*Gold cantharidin* is cantharidyl-ethylene-diamino-aurocyanide, used in intravenous injections of a 2.5 per cent. solution.

*Gonophen* tablets contain kava resin and extract of pichi.

*Goudron-Guyot* is a mixture of vegetable tar, sodium bicarbonate, and water, used in tuberculosis, catarrh, etc.

*Heuran* consists of 0.005 g. menthol, 1 g. anesthesin, 1 g. boric acid, 4 drops adrenalin solution, and vaselin to make 20 g. A hay fever remedy.

*Hydrastopon* contains in 100 g., 0.08 g. of hydrastinine hydrochloride and 0.2 g. of papaverine hydrochloride, and is used in dysmenorrhoea.

*Inhibin*, a new hemostatic, contains adrenalin, stypticin, ferripyrin, quinine sulphate, solution iron chloride, antipyrin, and effervescing constituents.

*Kinetin* tablets contain quinine and hectine, and are used in colds, hay fever, and influenza.

*Lacalut* is aluminum lactate in solid form, used in aqueous solutions of ½-2 per cent. for rinsing the bladder and urethra.

*Lecigahaemin* is a tuberculosis remedy containing lecithin, hemoglobin and guaiacol.

*Lecimark* is a cod liver oil emulsion with egg yolk.

*Lecithæmin* is a liquid lecithin-hemoglobin preparation, with glycerophosphoric acid. *Arsalecithæmin* contains in addition 0.0015 g. of arsenic in a teaspoonful.

*Maltobonaco* consists of malt extract, banana meal, calcium glycerophosphate, cacao and sugar.

*Nicosabin* is said to be a nicotine salicylate preparation, containing boric acid and menthol. Used in treatment of itch.

*Phosphocose* contains somatose and sodium glycerophosphate.

*Pyocyzneoprotein Houl* is prepared from bouillon cultures of *B. pyocyaneus*, and has given good results in cases of inflammation of the mouth, pharynx and larynx.

*Pyralgin Injections* are sterile solutions containing in each cc. 0.5 g. melubrin, 0.00275 g. of sodium chloride, 0.00025 g. of calcium chloride, and 0.0005 g. of glucose. Used in rheumatic affections.

*Rhodoform* is said to be hexamethylenetetramine-methylsulphocyanate, forming a white powder, melting at 193°. It is used in affections of the mouth and gums.

*Sagrotan* is a molecular mixture of chlor-xylenol and chlor-cresol, possessing double the bactericidal activity of the sum of the constituents. It is a light-brown, oily liquid, miscible with water. Non-toxicity is a special feature.

*Sal Hycolin*, a disinfectant, contains 60 per cent. of creosote oil, 4.6 per cent. of glue, and 35.4 per cent. of water.

*Sanamark Emulsion* contains cod liver oil, lime salts, and sodium glycerophosphate.

*Sanitafer* contains casein and sodium glycerophosphate.

*Saposalin* is a soap containing salicylic acid, eucalyptol, and terpeneol.

*Septan* is a disinfectant containing formaldehyde, and used in 1-5 per cent. solution. It is said to be superior to any other agent for similar purposes, has a pleasant odor, does not attack metals or fabrics, and is miscible with water, alcohol, and glycerol.

*Tenuidin* tablets contain potassium iodide, aloes, borax, and dried extract of cascara.

*Testormon Richter* has been used in sexual neurasthenia, impotence, and affections of the prostate gland. One ampule contains 1.1 cc., and represents about 2.5 g. of fresh glands.

*Toxodesmin* consists of 5 parts of chemically and biologically tested animal charcoal, 2.5 parts of sodium sulphate, and 2.5 parts of magnesium sulphate. It is intended to be a general antidote for all poisons, except strong acids and alkalis, and is further useful in inflammation of the intestinal tracts, and as a dietetic.

*Valymbin* is yohimbine valerate.

*Venericide* tablets contain mercurous chromate.

*Veroglandol* is an extract of the corpus lutea, used in uterine hemorrhages.

*Vesalkine S* is hexamethylenetetramine salicylate.

*Vishimbin* consists of lecithin and yohimbin.

*Vosselin Ointment* contains olive oil, yellow wax, and balsam of Peru.



# SELECTED FORMULAS

**Milk of Olives.**

Soft soap	2 drams
Glycerin	10 ounces
Powdered soap	2 drams
Olive oil	10 ounces
Oil of peppermint	5 drams
Solution of caustic	3 drams
Water	10 ounces
Perfume	3 drams

Mix. (Pr. &amp; Co.) Dr.

**Violet Cold Cream.**

Oily soap	1000 grams
White wax	100 grams
Spermaceti	100 grams
Distilled water	1000 cc.
Ionone	10 grams

Melt the white wax and spermaceti, and incorporate the oil. Then when slightly cooled, mix in the distilled water previously warmed, lastly adding the ionone.

**Flaxseed Cosmetic Cream.**

Flaxseed	2 ounces
Water	12 fl. ounces
Salicylic acid	2 grains
Glycerin	12½ ounces
Alcohol	2½ fl. ounces
Carbolic acid	1 fl. dram
Cologne water	1½ fl. drams

Make a mucilage by macerating the flaxseed in the water for three days with frequent shaking; then strain through muslin; dissolve the salicylic acid in the alcohol and add with the remaining ingredients to the glycerin; shake well and let stand for 24 hours, strain again through muslin, and bottle.

**Non-Sticky Cosmetic Cream.**

Cornstarch, in fine powder	5 drams
Boric acid	2 drams
Carbolic acid	20 minims
Glycerin	6 fl. ounces
Distilled water	14 fl. ounces
Perfume (any desired extract)	½ fl. ounce

Boil the cornstarch with the water until a perfect paste is formed. Dissolve the boric and carbolic acids in the glycerin and add to the first mixture. Lastly add the perfume.

**Compound Menthol Snuff, B.P.C.**

Menthol, in powder	50 grains
Ammonium chloride	100 grains
Boric acid, in powder	200 grains
Lycopodium	650 grains

Mix the powders

**Salol Mouth Wash, B.P.C.**

Salol	½ ounce
Thymol	22 grains
Spirit of anise	96 minims
Oil of peppermint	48 minims
Elixir of gluside	½ fl. ounce
Alcohol, enough to make	20 fl. ounces

Dissolve the salol and thymol in 10 fl. ounces of alcohol, heating gently if necessary; then add the oil of peppermint, spirit of anise, and elixir of gluside, make up to the required volume by the addition of alcohol, and filter. This solution forms a refreshing antiseptic mouth wash if a few drops be added to a wineglassful of water.

**Sulphur Lotion, B.P.C.**

Precipitated sulphur	1 oz. 162½ grains
Glycerin	300 minims
Alcohol	2½ fl. ounces
Rose water, diluted	8 fl. ounces
Solution of lime, enough to make	20 fl. ounces

Triturate the precipitated sulphur with the glycerin, and some of the diluted rose water to form a smooth paste, and add the other liquids. This lotion is used in acne and other skin diseases.

**Dentifrice Essence.**

Thymol	0.2 gram
Oil of peppermint	0.6 gram
Benzoic acid	2.4 grams
Tincture of eucalyptus	12.0 grams
Alcohol	84.8 grams

Mix.

**Hair Water With Quinine.**

(Eau de Quinine)

Quinine sulphate	1.0 gram
Cologne water	10.0 grams
Alcohol	100.0 grams
Rum	150.0 grams
Rose water	600.0 grams
Alkannin	q. s.

Mix.

**Vaseline Cream.**

Vaseline	24 ounces
White wax	12 ounces
Spermaceti	12 ounces
Glycerin	3 ounces
Oil of rose geranium	1 dram

Melt the white wax and spermaceti over a water bath, add the vaseline, stir until nearly cold, then add the glycerin and oil of rose geranium.

**Mackenzie's Eye Lotion.**

Mercuric chloride	1 grain
Ammonium chloride	6 grains
Cochineal	1½ grains
Alcohol	1 fl. dram
Water, enough to make	8 fl. ounces

Mix. After 12 hours filter the solution.

**Fumigating Compound for Greenhouses.**

Nicotine, 30 parts; camphor, 5 parts; oil of camphor, 25 parts; oil of citronella, 20 parts; methylated spirit, enough to make 100 parts. Half an ounce of this compound is generally sufficient for each 1000 cubic feet of space. It should be placed in a porcelain dish over an alcohol lamp, the operator then leaving the house, which should not be entered for at least two hours.

**Saponified Solution of Formaldehyde.**

Solution of caustic potash	20 grams
Alcohol	15 grams
Redistilled olein	20 grams
Solution of formaldehyde	45 grams
Oil of lavender	5 drops

Mix. For disinfecting purposes.

**German Wart Paint.**

Chloral hydrate	6 parts
Acetic acid	6 parts
Salicylic acid	4 parts
Ether	4 parts
Collodion	15 parts

Mix, and apply with a camel-hair pencil.

**A General Insecticide.**

Green soap	40 parts
Extract of tobacco	60 parts
Empyreumatic oil	50 parts
Alcohol	200 parts
Water	650 parts

Mix according to art. For use, dilute one part with five parts of water.

**Sausage Flavoring.**

Celery seed	2 drams
Mace	1 dram
Nutmeg	1 dram
Black pepper	2 ounces
Common salt	2 ounces
Ground rice	6 ounces

Mix well, tinting the powder a dark salmon with powdered red sandalwood.



## FOREIGN ABSTRACTS

### FROM WORKERS IN OTHER LANDS.

#### Rattlesnake Venom Valuable in Epilepsy—Barladean on Distilled Water—Physiological Assay of Digitalis Not Yet Practicable for Pharmacists.

FROM France comes confirmation of reports, heard here and there, that the dread disease epilepsy is materially affected for the better by the venom of the rattlesnake tribe. Apparently, the effects are due to the violent hemolytic action of the poison. Good results are reported in nearly every case treated. Barladean again points out the dire results that may follow the introduction into distilled water, by sterilization, of saline matter from the glass containers. Pharmacists may be glad to learn that Gottlieb is of the opinion that the various physiological assay methods for digitalis have not yet been sufficiently well worked out to justify the adoption of any one for ordinary drug store use. Other items of interest to analysis are Lehmann's account of the chief adulterants of vanillin, the cause of the alteration of potassium iodide on standing, a simple determination of *B. Coli* in milk, and identity reactions of fluidextract of hydrastis.

#### Rattlesnake Venom for Epilepsy—

Self, of Texas, has related the case of an epileptic who was cured by being bitten by a rattlesnake. Others have reported similar cases. The authors have conducted a series of experiments on a number of female lunatics, with hypodermic injections of physiological solution of the venom of *Crotalus adamanteus*. All patients were suffering from "essential" epilepsy. The doses of sterilized venom were exactly graduated, and the patients kept under observation for a long period. The results have been striking. The treatment has been favorable in almost every case, and the number of fits per annum has been greatly reduced. The younger subjects, more generally healthy, gave better results than the old. The crises are arrested in their progression and accelerated in their diminution. The number sometimes remains stationary, or continues to diminish after the treatment has been stopped. No other drug of any kind was given. One case showed a decrease in the number of attacks from 648 in 1911 to 148 in 1913, after treatment. Others varied from a diminution of 64.9 per cent. to only 3.3 per cent. Venom which had been heated for five minutes to 100° was found to be inert when tried in similar doses. The authors express no opinion on the manner in which these favorable results are brought about, but they note provisionally the following points. Those drugs which give the best results in the treatment of epilepsy either act as sedatives on the nervous system, or modify the viscosity of the blood. Those maladies which appear to have a beneficial tendency on the disease, such as jaundice, are accompanied by hemoglobinaemia. (Calmette and Mezié, Comptes rend., 1914, p. 845; through Pharm. J.)

#### Sterilized Distilled Water—

It is generally believed that water intended for intravenous injections, as with salvarsan, should be sterilized just before use, in order to destroy all bacteria, which have been shown to play an important rôle in the secondary effects of the injections. The objection has been raised to this procedure, that it allows the endotoxins from the bacteria to remain in the water. Barladean has shown that sterilization not only leaves the endotoxins in the water, but introduces many saline constituents from the glass containers. The effect of alkali from glass bottles on morphine and epinephrin solutions is well known. There is also evidence from various quarters that the ingestion of water or other liquids containing silica, which would also be introduced into water by sterilization, has a constipating effect. Barladean collected the middle portion of some distilled water from a tin-lined copper still, in a large Erlenmeyer flask, which had been carefully cleansed and steamed. Half of the water was then placed in a smaller flask, and the other half in a similar flask, the latter, with its contents, being sterilized for 45 minutes. In each flask grains of wheat were made to grow. After four days the differences in the plants were striking. In the unsterilized water, the rootlets were short, while the sprouts were dark gray, soft and not trans-

lucent. In the sterilized water the roots were twice as long, and the sprouts were pure white, translucent, firm, and covered with short hairs. The differences are attributed to the presence in the sterilized water of traces of sodium, potassium, calcium and silica, derived from the glass of the flask; these substances in some degree counteracting the harmful effect of the metallic impurities from the still. Similar results were obtained from Jena glass, quartz, and platinum stills, and with water sterilized in Jena glass. Barladean thus thinks he has proved that by sterilization the action of the bacteria is avoided, but another effect of unknown magnitude is introduced, in the form of soluble constituents of the glass. This explains the so-called "thermolability" of the endotoxins, which has nothing to do with the phenomena. In conclusion, Barladean states that for biological and medicinal purposes only freshly distilled water, collected under aseptic conditions, should be used, and that water subsequently sterilized is not allowable. (Barladean, Schweiz. Apoth. Ztg., 1914, p. 205.)

#### Physiological Assays of Digitalis—

Gottlieb is of the opinion that the physiological assay method for digitalis, consisting in finding the minimum dose producing stoppage of the frog heart, is not a light task, even in the simplest forms, and that accurate and trustworthy results can only be obtained if all possible sources of error are known, and the results are judged in the light of long experience. The method is still far from being so well worked out that simple directions can be given to allow novices to carry it out. It thus resembles many chemical and analytical processes, which, in spite of the simplicity of the principle, give good results only in the hands of experts. For this reason the author deems it inadvisable to recommend the adoption of physiological assays for the pharmacist. Even when performed by those with biological training, the methods may give erroneous results, if sufficient experience is not also possessed to avoid the numerous sources of error. (Gottlieb, Münch. Med. Wochschr., 1914, No. 15.)

#### Vanillin and Its Adulterations—

The chief adulterants are guaiacal carbonate, cumarin, heliotropin, benzoic, salicylic, and acetylsalicylic acids, acetanilid and phthalic anhydride. A table of sintering and melting points is given for vanillin adulterated in various proportions with the several adulterants. If the sintering point of a sample of vanillin is found to be abnormal, adulteration has almost certainly been practiced. If chemical analysis, taste, or odor shows the presence of sugar, heliotropin, or cumarin, the amount can be gauged approximately from the table. But often a mixture of substances has been added, which introduces complications. In one case 3 per cent. of cumarin had been used as a perfume for vanillin adulterated with 30 per cent. of acetanilid or acetylsalicylic acid. (Lehmann, Sonderabdruck Chem. Ztg., 1914, Nos. 36 and 37.)

#### Alkaloids of Ipecac—

Hesse finds five alkaloids in genuine ipecac, whether wild or cultivated. Emetine and cephaeline are most important in quantity, and also possess the greatest physiological activity. The others are hydroipecamine, isomeric with cephaeline, and psychotrine and ipecamine, isomeric, and having two hydrogen atoms less than the former two. Emetine is a white powder, easily soluble in ether, alcohol, and chloroform. It is dibasic, and forms well crystallized salts. Four methoxyl groups are present. Cephaeline contains three methoxyl groups, and forms salts similarly to emetine. Psychotrine forms glittering prisms, containing four molecules of water, has a strong bitter taste, and easily causes nausea. The isomeric ipecamine is a white crystalline powder, easily soluble in the usual solvents. Hydroipecamine forms another white powder, easily becoming electrified by friction. It soon turns yellow in the light, and later dark brown. Its solutions are also highly sensitive. (Hesse, Annalen, 1914, Heft 405, p. 1.)

#### Alteration of Potassium Iodide—

It is a well-known fact that potassium iodide which has been kept for some time acquires numerous reddish spots on the surface of the crystals, even though chemical examination proves no impurity is present. These spots are often taken

for traces of a gas liberated by light and air. Van de Vorst has recently shown that they are not a chemical phenomenon at all, but a botanical growth. Three kilos of pure potassium iodide were kept in a store room in a blue bottle, exposed to strong light. After a time all the crystals had taken on a reddish color, and some were entirely red. On heating some of the salt in a crucible, instead of the red color disappearing, which would have been the case had it been due to free iodine, the color changed to black, and an empyreumatic odor was noticed. On dissolving the crystals in water, a colorless solution resulted, with a red precipitate. Examined under the microscope, the latter showed well defined cell-complexes, constituents of some kind of mold. (Van de Vorst, J. Pharm. d'Anvers, 1914, March 31.)

#### Simple Determination of B. Coli in Milk—

The organisms are grown in tubes containing the following medium, in which gas is produced only by organisms of the *Bacillus coli* type: Lemco, 5 g.; peptone, 10 g.; lactose, 10 g.; sodium chloride, 5 g.; sodium taurocholate, 5 g.; gelatin, 120 g.; water, 1000 cc. Boil, neutralize with sodium carbonate, clarify and filter; then pour into test tubes, plugged with cotton wool, and sterilize at 100°. Each tube should contain about 15 cc. Ten cc. of milk are added to 990 cc. of sterile water, and thoroughly mixed. Quantities of 1 cc., 0.5 cc., and 0.1 cc. of the diluted milk are added to a series of tubes at a temperature of 40°, which are well shaken and incubated for 48 hours at 20°. When the gas bubbles produced in the medium are counted. When the process is carefully carried out, the divergence in the number of gas bubbles in tubes from the same sample, and of the same dilution, does not exceed 5 per cent. of the total average. (MacGinnis, Brit. Med. J., 1914, p. 709; through Pharm. J.)

#### Determination of Alcohol in Tinctures—

Anselmino has proposed a method for determining alcohol in tinctures, by which the usual distillation is done away with. The specific gravity of the tincture being determined, as well as the amount of residue, the alcohol is proportional to the specific gravity minus the residue, multiplied by a certain empirical factor, which is practically the same for all tinctures, and in the neighborhood of 0.0036. Richter criticised the method on the ground that the dry residues cannot again be brought into solution, and that they take no account of the volatile constituents, which also affect the specific gravity. Richter proposed another empirical relation, which is not considered entirely satisfactory by the authors. The latter base their method on the critical solution temperatures of the tinctures in benzene, which is completely soluble in the cold only in strong alcohol, and gives turbid solutions with weaker spirits. Ten cc. of tincture and 2 cc. of benzene, measured at 15°, are placed in a thick-walled test tube, and closed securely with a cork carrying a thermometer. The tube must be strong enough to withstand the vapor pressure of the liquid after heating, and also to allow the firm insertion of the cork. The temperature is slowly raised by immersion in hot water, with constant shaking, and the temperature noted at which the solution becomes clear. The temperature is then allowed to fall, and the point on the thermometer at which turbidity just makes its appearance is taken as the critical temperature. From a table the alcohol strength can be read off directly. The table is calculated for tinctures prepared with dilute alcohol alone (sp. gr. 0.892 to 0.896) and would therefore appear to be of limited usefulness. The alcoholic percentages vary from 51.83 to 63.62 by weight, and 59.68 to 71.10 by volume. An advantage of this method of alcohol determination is that it permits the detection of as little as 4 per cent. of methyl alcohol, the critical solution temperatures of which are much higher than for grain alcohol. If the alcoholic strength found from the table does not agree with that calculated from the dry residue, the specific gravity, and the correction factor (0.0033), the presence of methyl alcohol may be suspected. (Mossler and Markus, Pharm. Post, 1914, Nos. 37 and 39.)

#### Preparation of Thiosulphate Solutions—

According to Bohrisch, these solutions can be kept for a long time without change, if they are properly prepared and stored. The water used should be freshly distilled, or recently boiled. Bottles should be filled completely, but it is immaterial whether they are kept in a cool place or at room temperature. If full, the bottles need not be protected from light. Under these conditions the solutions will keep for at least a

year. In brown bottles, often exposed to the air for removing some of the solution, the titer does not change in six months. White bottles, partly filled, and often opened, cause rapid decomposition with precipitation of sulphur. (Bohrisch, Pharm. Ztg., 1914, No. 36.)

#### Reactions of Fluidextract of Hydrastis—

For berberine: Dissolve one drop of the extract in 10 cc. of fuming hydrochloric acid, add a drop of hydrogen peroxide solution, and shake. After 5 or 10 minutes the mixture takes on a violet color, which persists for a long time and is still perceptible if diluted with hydrochloric acid in the proportion of 1 : 25. For hydrastine: Treat 5 drops of extract, mixed with 5 cc. of a 5 per cent. solution of sodium bicarbonate, with 5 cc. of ether; wash the ether with water, filter, and evaporate. Dissolve the residue in 10 cc. of sulphuric acid, and treat with 12 to 15 drops of a 1 : 1000 solution of permanganate. On shaking for some time, the solution is decolorized. Dilute with 5 volumes of water, and the solution should be colorless by transmitted light and should show a marked violet fluorescence by reflected light. (Glücksman, Rep. Pharm., 1913.)

#### Ignition of Magnesium Ammonium Phosphate—

The residue of magnesium pyrophosphate often has a gray color after ignition, which is not removed by an elevation of temperature. This has usually been ascribed to carbon from the filter, or from impurities in the ammonia, for instance pyridine. Some experiments by Pereira throw an interesting light on the question. Precipitations were made with an acid magnesia mixture, so as to avoid a large amount of ammonia salts. Ignition was made in a platinum crucible; first, the precipitate being wet, and heated rapidly; second, under the same conditions, with gradual heating at the outset; and third, after first drying the precipitate. All three methods gave a uniformly white mass. Ammonia free of pyridine was used in these experiments, and the Gooch filters were provided with asbestos mats. In another series, a drop of pyridine, a trace of paper, a drop of a solution of ammonium citrate, and a trace of ordinary ammonia water were added. In each case the residue was gray. The white residues did not attack platinum, and gave no reaction for phosphides. The gray residues, on the other hand, showed partial decomposition of the phosphate. (Pereira, J. Pharm. Chim., 1914, p. 469.)

#### Origin of Chaulmoogra Oil—

Until the year 1900 it was assumed that chaulmoogra oil was derived from the seeds of *Gynocardia odorata*. Holmes later showed that the true oil came from the seeds of *Taraktogenos Kurzii*. At the present time an oil called "Oleum Gynocardiace" is on the market, which can be regarded, however, only as a substitute for chaulmoogra oil. Since 1913 the oil of *Hydnocarpus Wightiana*, from Malabar, has come into trade as Gynocardia oil, but differs from chaulmoogra oil in odor and fatty acid content. *Taraktogenos Kurzii* grows in the evergreen forests of Burma, and in Assam, but in no other parts of India. The genuine oil costs three times as much in India as Hydnocarpus oil, which is sold at high prices in Europe as true chaulmoogra oil. (Francis, J. Pharm. Chim., 1914, p. 388.)

#### Fate of Salvarsan in the Body—

In the first 24 hours about 9 per cent. of the arsenic introduced circulates in the blood. It can be detected in small amount in the spleen, kidneys, and lungs; in traces also in the heart and brain. Deposition in the skin increases gradually, until at the end of three weeks 12 per cent. of the arsenic can be found. At this period it is contained in the other organs only in traces, and after three months these have vanished. The elimination takes place preferably by means of the digestive tract and the kidneys, and in slight amounts also through the skin, mammary glands, and the lungs. (Burnschoff, Nouveaux Remedes, 1914, p. 159.)

#### Ammonia in Potassium Salt—

The presence of ammonia in potassium iron tartrate is very frequent in commercial products. This comes from the iron hydroxide used in manufacture, which is thrown down by ammonium hydroxide, the latter being incompletely removed in the subsequent washings. Lemaire found ammonia in eight samples claimed to be pure. According to the supply houses, the manufacture of ferric potassium tartrate entirely free of ammonia is very difficult. (Lemaire, Rep. Pharm., 1913, p. 529.)

? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**Metchnikoff's Calomel Salve.**

(O.D.Co.)—The preparation under the above title does not seem to be extensively known to dispensers in this country, although a formula is given in the British Pharmaceutical Codex Formulary under the synonym "Metchnikoff's Calomel Ointment," which we assume to be the preparation wanted, the Latin title of the same being "Unguentum Hydrargyri Subchloridi Forte," and the English name, "Strong Mercurous Chloride Ointment." The formula is as follows:

- Mercurous chloride..... 1 ounce
- Hydrous woolfat..... 3 ounces

This ointment is recommended by Metchnikoff as a prophylactic against syphilis.

**Bath Powder.**

(R.C.S.)—The purpose of most preparations of this character is to soften and perfume the water in which the bath is to be taken. The following typical formulas are taken from the new ERA Formulary:

(1)

- Powdered borax ..... 4 ounces
- Salicylic acid ..... 1 dram
- Extract of cassia..... 1 dram
- Extract of jasmine..... 1 dram
- Oil of lavender..... 20 minims

Rub the oil and extracts with the borax until the alcohol has evaporated, and put into a wooden box. Use a heaping teaspoonful to the body bath, or about one-eighth teaspoonful for a face bath.

(2)

- Powdered borax ..... 8 ounces
- Powdered white castile soap..... 8 ounces
- Essence of bergamot..... 6 fl. drams
- Essence of lemon..... 3 fl. drams
- Oil of neroli..... 3 fl. drams
- Oil of petit grain..... 8 minims
- Oil of origanum..... 30 minims
- Oil of rosemary..... 30 minims
- Oil of rose..... 5 minims

Mix the powders, add the essential oils, and rub together in a mortar. A tablespoonful of this added to the bath water gives the odor of cologne.

(3)

- Tartaric acid ..... 10 ounces
- Sodium bicarbonate ..... 9 ounces
- Rice flour ..... 6 ounces
- Mix and perfume with a mixture of the following oils:
- Oil of neroli..... 2 drams
- Oil of rosemary..... 1 dram
- Oil of bergamot..... 1 dram
- Oil of cedrat..... 2 1/4 drams
- Oil of orange..... 2 1/4 drams

Mix. A fluid dram of this mixture is sufficient to perfume one pound of the above bath powder.

**Horn Fly Repellent.**

(H.D.Co.)—Almost any greasy substance applied to the skin and the horns of the animal will keep the flies off for several days. Among the remedies named by the Bureau of Animal Industry, Washington, D. C., for the purpose are common axle grease, whale oil, train oil, carbolized oil, etc. Mixtures of fish oil and tar have also been recommended.

In the Southwest these flies usually become very abundant in the Spring and again in the Fall, the hot weather checking

breeding. Rainy seasons of the Spring and Fall are most favorable and cause the insects to appear in greatest numbers. The flies spend the greater part of their existence on the animal, leaving only for a few seconds at a time to deposit eggs in freshly dropped cow manure, in which the larvae develop rapidly. They usually work downward to the surface of the earth and there transform to reddish-brown pupae, from which the adult flies emerge in from 10 to 20 days from the date the eggs were deposited. Under ordinary conditions, and where few animals are kept on the farm, breeding can be largely prevented by scattering the manure every three or four days. This allows it to dry out and thus prevents development of the immature stages. The use of manure spreaders has been recommended for this purpose. Where animals are under control, repellent substances, such as train oil, placed on the parts most attacked have given fair satisfaction. All such substances have to be applied at frequent intervals, thus entailing some labor and expense. According to information furnished by the Department of Agriculture, it has been found that where dipping of cattle is practiced against the Texas fever tick, mange, or lice the vats may be provided with splash boards along the sides so as to turn the spray over the animals as they plunge into the dip and thus destroy a large percentage of the flies which are on them. For further information concerning this pest we suggest that you address the director of your State Experiment Station, as also the Bureau of Animal Industry, Washington, D. C.

**Lettering on Cloth or Canvas.**

(E.E.D.)—The preparation of cloth or canvas for sign painting depends somewhat on the ideas of the painter and also on the character of the cloth. However, a practical sign painter gives us the following outline: Before lettering on canvas or duck, wet it thoroughly with a sponge soaked in water, wipe off the superfluous water and then letter in oil while damp. On muslin the same plan is followed, excepting that the color is mixed with varnish and japan. When the letterer is very expert, he can use boiled linseed oil, but usually the varnish and japan is the safer method. The pigment (color) to be used is left to the judgment of the artist. "Laying off" may be done with a charcoal crayon used very lightly, but an outline faintly sketched with a lead pencil will answer very well.

**Curd Soap.**

(P.H.H.)—According to the standard definition, "curd soap" is a soap made with soda lye and a purified animal fat consisting principally of stearin. By usage, the process has been extended to include the addition of fatty vegetable oils, as in the formula given on page 287 of the ERA Formulary to which you refer. In this formula the specific quantity of soda lye is not given, except to indicate that enough should be used to produce a clear jelly when the lye is saponified with the tallow. The amount necessary is always a variable quantity and the manufacturer must use his experience and judgment in preparing the soap, adding the solution cautiously until the proper stage is reached. In the formula, the strength of the lye is given as 15° (although lye of other strength may be used), the figures referring to the specific gravity of the lye as indicated by the Beaume hydrometer. A solution of soda lye of 15° would have a specific gravity of about 1.1154. In practice, a solution of this strength is the best to use, as it saponifies readily with the fat, although a stronger or lighter solution can be employed, if desired, by taking less or more of such solutions as may be needed to produce the desired reaction. Twaddell's hydrometer is also used in many soap works for measuring the strength of lye. A lye of 15° B., weighing 100 pounds, will contain about 10.05 pounds of caustic soda, which, if the soda be chemically pure, should saponify a little more than 50 pounds of tallow. Practical soapmakers state that tallow combines most readily with lye of not much over 10° B. in strength, if made of low degree of caustic; but when saponification has been induced, the strength of the lye can be rapidly increased up to 20° B. or over. Coconut oil

combines most readily with strong lye. The stronger the lye used, the less water is unnecessarily introduced into the kettle, and the resulting soap more easily managed. On the other hand, a weak lye of caustic soda dissolved in too large a volume of water is apt to induce "frothing," a condition that the practical soapmaker has to take into consideration. By following the hints suggested and trying the process experimentally you should have no serious trouble with the formula, which is one frequently used by soapmakers.

#### Luminous Paint.

(J. F. C.)—Here are some formulas for luminous or phosphorescent paint from the ERA Formulary:

##### Orange.

Mix 40 parts of varnish with 17.5 parts of prepared barium sulphate, 1 part of Indian yellow, 1.5 parts prepared madder lake, and 38 parts of luminous calcium sulphide.

##### Yellow.

Mix 48 parts of varnish with 10 parts prepared barium sulphate, 8 parts barium chromate, and 34 parts of luminous calcium sulphide.

##### Green.

Mix 48 parts of varnish with 10 parts of prepared barium sulphate, 8 parts of green chromium oxide, and 34 parts of luminous calcium sulphide.

Luminous colors for artists' use are prepared by using pure East India poppy oil in the same quantity instead of varnish, as directed in the preceding formulas, taking pains to grind the materials as fine as possible. For luminous oil color paints, similar quantities of pure linseed oil are used in place of varnish. The linseed oil must be cold-pressed and thickened by heat. The luminous paints can also be used as wax colors for painting on glass and similar objects by adding, instead of varnish, 10 per cent. more of Japan wax and 5 per cent. of olive oil. The wax colors thus prepared may be used for porcelain, which, after painting, is then carefully burned without access to air. Paintings of this kind can also be treated with waterglass.

It is also possible for you to make use of the old-fashioned "luminous vial" by dissolving 5 grains of phosphorus in 1 ounce of olive oil by the aid of heat. Half an ounce of this product is poured into a 4-ounce stoppered bottle and shaken so as to cover the whole interior of the bottle, whose surface then becomes luminous in the dark. The stopper is loosened occasionally to favor oxidation of the phosphorus which is the cause of the luminosity.

#### Fuller's Earth for Filtering Oils.

(T. H. R.)—For bleaching, clarifying or filtering of fats, greases and oils, fuller's earth is the medium generally employed. The common practice with mineral oils is to dry the earth carefully after it has been ground to 30 to 60 mesh and run it into long cylinders, through which the crude, black mineral oils are allowed to percolate slowly. As a result the oil that first comes out is perfectly water-white and much thinner than that which follows. The oil is allowed to continue percolating through the earth until the color reaches a certain maximum shade. With the vegetable oils the process is radically different. The oil is heated beyond the boiling point of water in large tanks, from 5 to 10 per cent. of its weight of fuller's earth being added, the mixture vigorously stirred, and then filtered off through bag filters. The coloring matter remains with the earth, the filtered oil being of a pale straw color, provided the operation has been conducted with sufficient care. Considerable information on fuller's earth as a filtering medium has been published in various bulletins issued by the U. S. Geological Survey, Washington, D. C.

#### Dry Fire Extinguisher.

(E. F. W.) The formula for "dry fire extinguisher," page 369, ERA Formulary, composed of alum, ammonium sulphate and ferrous sulphate, is given by a number of authorities as one producing a satisfactory product for extinguishing fires. The theory underlying its use is based upon the fact that when the mixture is subjected to a high degree of heat, the ammonia of the ammonium sulphate is liberated, thereby displacing the atmospheric oxygen necessary to combustion. The other salts of the mixture, more particularly the alum, are more or less decomposed or melted by the heat, and in this condition are spread over and cover the burning substance with a fireproof film or deposit.

The "caking" of the mixture is undoubtedly due to the water of crystallization found in ordinary alum and ferrous sulphate (copperas), and, on theoretical grounds, these salts should be well dried before being combined in the mixture, which should then be quickly enclosed in 1-pound water-proof pasteboard boxes and stored in a dry place. To use, the boxes are thrown into the fire in the same manner as that followed in using the old-fashioned hand grenade. If you will follow these suggestions we think you will get the best results in using the mixture. One drawback to the use of all dry compounds for extinguishing fires, however, is the difficulty experienced in spreading the powder over the seat of the fire, but in this respect the above mixture is probably as "workable" as any of the "dry" class.

#### Linimentum Album: White Liniment.

(A. S.)—"Linimentum album" is one of the synonyms given in the National Formulary for "linimentum terebinthinae aceticum" or "acetic turpentine liniment." According to the British Pharmaceutical Codex, the title is also employed, but the formula directed therefor differs materially from that of the National Formulary, as will be seen from the following (B. P. C., page 1236):

Acetic acid .....	816 minims
Oil of lemon .....	144 minims
Oil of turpentine.....	8 fl. ounces
Yolk and white of egg, by volume....	2 fl. ounces
Distilled water, enough to make.....	20 fl. ounces

Emulsify the turpentine and oil of lemon with the egg, gradually add a portion of the distilled water, and finally the acetic acid previously diluted with distilled water.

According to Dunglison ("Dictionary of Medical Science"), the title has also been employed as a synonym for "unguentum catelai," and for "linimentum ad ambustiones" or liniment of lime-water (Carron oil). In addition to these preparations, the name has been indiscriminately applied to many variant formulas, as reference to pharmaceutical journals published during the past five or 10 years will show. Here are two formulas of this character:

(1)

Oleic acid.....	1 ounce
Oil of turpentine.....	9 ounces
Ammonia water.....	3 ounces
Solution of potassa.....	1½ ounces
Water, enough to make.....	20 ounces

Mix thoroughly by agitation in a 40-ounce bottle.

(2)

White castile soap, in shavings.....	13 drams
Ammonium carbonate .....	2 ounces
Ammonia water .....	4 ounces
Water .....	60 ounces
Camphor .....	2 ounces
Alcohol .....	3 ounces
Oil of turpentine.....	13 ounces

Dissolve the soap in 3 pints of water, and the ammonium carbonate in the remaining 12 ounces of water and the ammonia water. Mix these two solutions. Then reduce the camphor to a thin paste with the alcohol and add in small portions to the soap mixture, agitating briskly after each addition. Then add the oil of turpentine gradually, thoroughly incorporating after each addition and continuing until an emulsion-like mixture results.

#### Toothache Gum.

(M. W.)—The ERA Formulary is authority for the following formulas under the above title:

(1)

Venice turpentine, ½ ounce; paraffin oil, 4 fl. ounces; salol, ¾ ounce; yellow wax, 3¼ ounces; alkanet root, q. s. to color. Triturate together the salol, turpentine and oil, then add the wax, previously melted and colored with the alkanet root; allow to cool and roll into sticks or pencils.

(2)

Paraffin, 3 ounces; Burgundy pitch, 3 ounces; oil of cloves, 1 ounce; carbolic acid, 1 ounce. Melt the paraffin and pitch together and stir in the other ingredients; when nearly cold, mix with the cotton and cut into small rods; wrap in thin waxed paper, and keep in small bottles.



# WOMEN IN PHARMACY

Conducted by **EMMA GARY WALLACE**

## How Shall the Woman Pharmacist Dress?—A Helpful Talk with the Editor.

*Taste and Appropriateness and Their Effect Upon Engagement of Professional Workers—Two Pertinent Examples.*

FROM time to time articles have appeared in various pharmaceutical publications emphasizing the need of careful grooming and dressing on the part of the pharmacist. These articles almost invariably refer to the male members of the profession. Reminders are offered that nothing succeeds like success, and that modest, even quiet elegance of attire is in itself a necessity to proper maintenance of business dignity.

That the woman pharmacist has not been considered in these articles is probably accounted for by the fact that a regular department for women in the profession has not heretofore been maintained, and that men felt a natural reticence and delicacy about offering advice in such matters.

With the graduation at this season of the year of large numbers of charming young women, the question of a suitable business attire is timely, for a single mistake may unconsciously change the entire trend of a lifetime. To illustrate this two examples will suffice.

A very bright and capable young woman applied for a position where she knew help was sorely needed. She was desirous of the type of experience to be gained in this very place. Unfortunately, however, in making personal application she dressed her hair in an extreme style and wore long, showy earrings which flopped at every movement of her head. Her would-be employer at once relegated her to the list of impossibilities, because he could not conceive it possible that she could successfully serve his fastidious customers without offending their sense of the proprieties. She was obliged to seek employment elsewhere and to accept a position much less desirable. Had this young lady made application, so neatly

and quietly dressed that neither garments nor ornamentations would have attracted attention, she would have secured the position.

Again, the owner of several stores heard of a young woman who was so dissatisfied with her position that she desired to change. He went to the store expecting to approach her on the subject but his first impression was unfavorable, so he made a couple of small purchases, the while he sized the situation up mentally, as to how she would do behind his own drug counters. He paid for his purchases and went out without mentioning his errand because her lack of neatness had not come up to his standard.

A proprietor of a large city drug store was heard to give unhesitating tribute to a woman pharmacist who had been in his employ for years. He offered ready testimony to her efficiency, good judgment, and reliability. When questioned about her dress he looked surprised and smilingly said: "Well, really, I can hardly remember. I know she always looked the dignified business woman and the lady. Her costumes I know were suitable to her work, durable, and without unnecessary frills and furbelows to get taggy. Of course she wore little jewelry and only that of the simplest type. There were never any loose ends or gaping belts. She was invariably neat, immaculate, and attractively attired. That is all I remember about it." This certainly offers a desirable picture for reproduction.

Two essentials for the woman pharmacist are thoroughly comfortable shoes and a liberal laundry allowance. Serviceable laboratory aprons for use during manufacturing processes are desirable. These may be slipped on and off in a moment. A plainly marked umbrella at home and at business will avoid the embarrassment of always being at the other end of the line from this useful necessity.

### Mrs. Ednah Blanche Anderson.

THE Anderson Drug Co., of Dow City, Iowa, is an example of the best kind of a partnership, both Mr. and Mrs. Anderson are registered pharmacists, and both are working together at all times in the interest of the firm. Ednah Blanche Anderson began

systematic study of pharmacy in 1911, continuing until 1913 with the ERA Course. So successful was she in her pursuit of pharmaceutical knowledge that the following February she took the pharmacy examination of the Nebraska State Board and passed with flying colors. She was the only one of 50 applicants not college graduates to pass.

Encouraged by this signal success Mrs. Anderson, in April, took the Iowa examination, and, when the results were announced, was rated second in a class of 116, with an average of more than 88 per cent.

In speaking of her home study as an aid to her education in things pharmaceuti-

as that in pharmacy. But even though it may become monotonous, and the outlook may seem discouraging at times, when you have passed the State Board examinations and look back over the effort required as compared with the results, then you feel that it has really been worth while after all."

### A Queen City College Graduate.

MRS. CAROLINE WETTERSTROEM, of Cincinnati, Ohio, is one of the recent successful students of the Queen City College of Pharmacy. This latter school is in reality 15 years old, although it is new in name. The president, Dr. Frank Cain, formulated an original course of individual instruction with or without the use of text-books, a special graded course of lesson notes being used. The students of this school are proving to be singularly successful in passing the State Boards. Students are entered and graduated when they are ready. Regular graduating classes are not listed unless a number are ready at once.

Among the women on the teaching faculty are Prof. Maude B. Johns, who conducts her own store at the corner of Bramble and Central avenues, Madisonville, Ohio, and Assistant Instructor Miss Josephine Spinning who



MRS. ANDERSON

Mrs. Anderson says:

"I heartily agree with Mrs. Wright, of Algona, Wash., who says: 'It is an easy matter for one to obtain the material for study at home, but it takes will-power and determination to keep it up day after day and complete such a technical course



... and assist in  
 ... pharmacy and pharmaceuti-  
 ... prosperous retail drug  
 ... Miss Spinning and Miss Johns  
 ...  
 ... successfully passed the Kentucky  
 ... to try the Ohio Board after com-  
 ... work.

**A Brooklyn College Gold Medalist.**

**M**ISS MINNIE LOEB,  
 34 Third place,  
 Brooklyn, N. Y., acts  
 as the efficient manager of the  
 W. H. ... pharmacy, 224-225  
 Hamilton Avenue, corner of  
 Ludlow and Henry streets,  
 Brooklyn, this being the same  
 store where Miss Loeb started  
 her apprenticeship as a phar-  
 macist seven years ago.



After acquiring the necessary preliminary knowledge and becoming deeply interested in her work, Miss Loeb entered the Brooklyn College of Pharmacy, from which she graduated in due time with honors, winning besides the Anderson gold medal.

Miss Loeb is particularly well adapted to her work, being a fine student and skillful and conscientious in whatever she undertakes.

**Mrs. Annie Wiseman, Pioneer.**

**T**HE following interesting details concerning the work and enterprise of Mrs. Anne Wiseman have been compiled through the kindness of Hy. P. Hynson, of Hynson & Westcott, of Baltimore, Md. Prof. Charles Caspari assisted Mr. Hynson in locating some of the data given.

Mrs. Anne Wiseman conducted a drug store at the corner of Fremont and West Baltimore streets, Baltimore, previous to 1870, and was probably one of the first women pharmacists in this country. She was an English woman and had assisted her husband, an old pharmacist and a member of the Maryland College of Pharmacy Association, during his lifetime. After his death Mrs. Wiseman continued the business quite successfully for a number of years. The residences of many prominent and wealthy citizens of Baltimore were located near her store, and she had a very fine class of patronage and enjoyed the confidence and respect of her customers to a marked degree.

She prepared "Wiseman's Pulmonic Drops." As far as we can ascertain, these were composed of compound tincture of gentian, tincture of guaiac, paregoric, compound tincture of benzoin, and oil of anise. The alcoholic strength of the mixed tinctures was not great enough to hold the oil of anise in solution and the combination resulted in an unsightly mixture; it had to be "well shaken before taken." The mode of administration was "a few drops on a lump of sugar." Mrs. Wiseman showed her good commercial instincts by charging 25 cents for a half ounce of this mixture.

The store was sold in November, 1876, to Charles Caspari, Jr., who later became professor of pharmacy at the Maryland College of Pharmacy, and the well-known secretary of the American Pharmaceutical Association.

Professor Caspari afterwards moved the store from the rented building on the southeast corner, where it had been located a long time, to his own building on the northeast corner and conducted it successfully for a number of years, when he disposed of the store and retired from the retail business.

Soon after the selling of the store Mrs. Wiseman, although more than 70 years old, married a widower about her own age, who had a number of grown-up children and moved with her husband to a small town near Norfolk, Va. How long she lived after this second matrimonial venture is not known.

This store of Mrs. Wiseman's was indelibly fixed upon the

writer's mind because of the fact that, when a boy of sixteen years he visited Baltimore and, stopping in the neighborhood, ventured to go to this store and timidly ask for a stamp. A handsome clerk, rather large in stature, replied that he had none. When the boy politely asked him if he knew where one might be obtained, the clerk very positively stated "At the post office," which was at least 15 squares away. This clerk afterwards studied medicine and practiced a number of years in Baltimore and very lately died. Your correspondent could never quite forgive him for this unwarranted treatment.

**FROM ACROSS THE BORDER.**

Among the interesting women pharmacists of our sister province, Ontario, is Miss Mabel V. Bentley, whose picture recently appeared in the ERA. Miss Bentley went into the business because it presented an opening which attracted her. From her experience she is emphatic in the opinion that the long hours, especially in smaller towns, could be shortened considerably if the druggist proprietors only thought so and had the courage to live up to their convictions. She also believes that the Sunday business in these places does not call for open doors all day and that the public could and should be educated to supply much of their needs at times consistent with giving the drug store fraternity a needed Sunday rest.

Miss Bentley tells interestingly of a typical experience in which a woman customer asked her very earnestly if she didn't think the women were robbing the men of their positions by taking up drugs. Our sister from across the border promptly assured her questioner she did not and referred her to the number of millinery establishments, dress-making parlors, etc., in our cities which are now being run entirely by men.

On another occasion while in an American city a doctor who was running a drug store of his own declared to her that the store was no place for a woman, that they could not run a successful business, and insisted that men coming into a store did not want a woman to wait on them. Miss Bentley was promptly able to show that the greater majority of buyers are women and that in drug-store goods women prefer to be waited upon by women, her own experience being that in nine cases out of ten a lady can please a man also in serving him as well as a man can.

These are oft-repeated arguments against women in the profession and the counter arguments brought up in the above cases are worthy of remembering for possible use.

**ECHOES FROM THE FIELD.**

Miss Clara Hulskamp has recently been elected president of the Louisville Chapter W.O.N.A.R.D., with Mrs. Ernest May as 1st vice-president; Mrs. C. R. Manneman, as 2d vice-president; Mrs. P. H. Wallner, treasurer; Miss Jeanette Schweitzer, secretary; Mrs. K. O. Spelger, chairman of press committee. We are glad to report that Miss Hulskamp's brother who has been so ill is recovering.

Boston Chapter No. 1, W.O.N.A.R.D., has re-elected Mrs. Mary S. Cooper as its president, with Mrs. Truman Hayes as 1st vice-president and Mrs. I. P. Gammon as 2d vice-president. Mrs. Mary Green will serve as recording secretary; Mrs. Gertrude Bartel corresponding secretary; Mrs. Gertrude Ernst as treasurer, and Mrs. Lillian Connolly as auditor. The excellent work that Mrs. Cooper has done during the past year is a matter of congratulation to the members.

A great many are already saving their vacation time and money to attend the N.A.R.D. Convention during the week of August 17. Everyone who goes is sure to feel splendidly repaid for the effort.

The charming daughter of Mr. Charles Rehfuess, Miss Leonette Rehfuess, has just graduated from Temple University, Philadelphia.

Members of St. Louis branch of the American Pharmaceutical Association and their wives and friends were escorted through Shaw's Garden by instructors of the botanical garden. The delegation was headed by President J. A. Wilkerson and Secretary Julius C. Hoester.

# NEWS SECTION



## MOSTLY PERSONAL

### The Lessons of Seventy Years.

**O**LIVER F. FULLER, of Fuller & Fuller, wholesale druggists of Chicago, discusses his 70 years in the drug business in a recent issue of *System*. Among his interesting points are the following: "Most important of all these milestones along the path business is taking is probably the invisible one, back 20 years or more, which points the beginning of specialization. In our line, for instance, we formerly made the tinctures, the plasters and the powders. Now specialized machines, in the hands of specially trained men, working in specially built factories, do this work before we ever see the goods. So it is in all business. We are now specialists. This coupling of specialization with shorter hours is exceedingly important, for as a result we do not learn the relative importance of our work with the old-time thoroughness. In 1845, I, as a salesman, made plasters I sold over the counter. Today the salesman only sells. Hence, salesmen in '45 knew more about plasters



O. F. FULLER.

than most salesmen do today. This change also affects executives and owners. Luckily, business methods are now being collected and written down. The experience of hundreds is ready in print for the man who will read intelligently for an hour a day—one hour out of the six or seven given him by the shorter work days. He can thereby know all business and besides be a specialist at one task. By this short application he multiplies my opportunities a thousandfold. Hence, there is no excuse for not taking the time to study out the angles to our work which have been lopped off by specialization, no need to avoid thinking out how activities formerly in our field are progressing. It is my advice, as I look back over my 70 years in business, to give some of the time freed by our shorter hours to this type of study. At least let us do so until we are sure we are on the right track. The present high distributive costs should warn us that we may be on the wrong track. This advice applies to all at work in this country, from minor clerks to presidents in charge of millions. Such is my advice. I am willing to take my own medicine. It may be that we old men are too conservative for today's business. But the decades often carry a wise lesson."

—**G. Henry Sohrbeck**, whose drug store at Third avenue and 16th street, Moline, Ill., was a landmark of the city for years, celebrated his 50th anniversary as a druggist on May 19. During this time he has filled more than 226,000 prescriptions—originals—not counting those which have been refilled. In the window of the new store in Fifth avenue—for a new establishment, after complete remodeling and renovation, was thrown open last November—Mr. Sohrbeck displayed on his anniversary day his huge prescription books, together with the first prescription ever filled by the founder of the business, J. S. Richards, with whom Mr. Sohrbeck began as a partner on May 19, 1864. The store 10 years later was changed from Second to Third avenue and 16th street, where it remained for

nearly 40 years. In November last the partnership between Messrs. Henry and George Sohrbeck was dissolved, and Henry Sohrbeck opened a new store in Fifth avenue, after having spent 39 years and 6 months in the old Third avenue pharmacy. In the window with the prescriptions was displayed the first scale used by the founder of the business when he went to Moline from New York in 1854. It is a large scale nearly three feet in height, and offered a striking contrast to the modern weighing equipment of the new store.

—**George R. Tompkins** has been made assistant manager of the New York branch of Parke, Davis & Co. Mr. Tompkins comes to this position from that of traffic manager, in which capacity he was in charge of the order and shipping entries at this branch. He has spent practically all his business life with Parke, Davis & Co. and has been at different times in charge of various of the New York branch Departments. He started with this company in December, 1885, as a mail boy. Born and brought up in New York City, as a boy his habit was Greenwich village and he attended and graduated from School No. 3 at Grove and Hudson streets. His home is now in the Washington Heights section. Mr. Tompkins has, in a way, grown up with the New York branch. This first branch of Parke, Davis & Co. was opened in January, 1881, at 60 Maiden Lane. Four years later Mr. Tompkins undertook his arduous duties in the capacity above mentioned. He went with the company to 90 Maiden Lane and is now located at its Hudson street address. His training in its employ has been broad and varied and has included every department except finance. Needless to say, Mr. Tompkins has a wide acquaintance throughout the drug trade. He is a member of several downtown clubs—the Traffic and Wool. He is also a member of the Sons of the American Revolution.



GEORGE R. TOMPKINS

—**Edwin Yates Webb**, the new chairman of the House judiciary committee, is the youngest chairman this Congressional committee has ever had. He is a native of North Carolina, where he was born May 23, 1872, and was admitted to the bar at the age of 22. He was elected to the 58th Congress, when barely 30 years of age, and has since served continuously. He is the author of the interstate liquor act, which became a law over the veto of President Taft, the act giving each State the right to absolutely control the liquor traffic as it wishes. He is also the author of the law which requires patent medicine manufacturers to display on the labels or cartons of medicine the proportion of morphine, opium, cocaine, alcohol, or habit-forming drug contained in the medicine. Mr. Webb is married, and has three children, and Mrs. Webb is one of the most popular of the younger hostesses in Washington.



(EDMONSTON PHOTO Washington, D.C.)

—**Beverly T. Galloway**, newly elected as dean and director of the New York State College of Agriculture at Cornell University, was for many years at the head of the Bureau of Plant Industry of the United States Department of Agriculture, and since 1913 has been the Assistant Secretary of Agriculture. He began his work for the Government in 1887 as assistant pathologist in the Section of Mycology, a department with four or five men working on an appropriation of not to exceed \$7,000 a year; now as he steps out of the Government employ he leaves behind him in the Bureau of Plant Industry nearly 3,000 men employed in a work which costs nearly \$3,000,000 a year, and all this has been accomplished in 27 years. It was largely through Dr. Galloway's instrumentality that the four big bureaus of Plant Industry, Forestry, Chemistry and Soils were formed and brought to their present usefulness. He is a native of Millersburg, Mo., and in early life did considerable toward qualifying as a pharmacist. He early attracted the attention of Prof. Samuel M. Tracy, and through Prof. Tracy's assistance Galloway was enabled to finish his education at the University of Missouri, where he graduated from the Agricultural College after four years of study.

—**A. E. Wills**, who has been managing representative of H. K. Mulford Co. in Boston and vicinity for the past few years, sailed June 12 for London, Eng., to assume direction of the Mulford interests in Great Britain. Mr. Wills was born in Belleville, Ontario, and graduated from the high school of that city. Later he was apprenticed to the retail drug business with R. Templon & Co., of the same city. Afterwards he entered the service of W. Lloyd Wood, Toronto, and joined the Mulford force in 1902 as traveling representative in Ontario and Quebec. He afterwards represented the Mulford Company in Toledo, Ohio, and vicinity, in which field he was eminently successful, but was transferred to Boston to give him wider scope for his abilities. He has made many friends in Boston and is deservedly popular in drug circles, who, although pleased that he has earned promotion, regret his absence from their city. Mrs. Wills and daughter accompanied him and it is a foregone conclusion that he will repeat his former success as an organizer and business-getter in the British metropolis. Mr. Wills is succeeded in Boston by W. S. Tyson, formerly branch manager for the Mulford Company in Kansas City, Mo.

—**President Louis K. Liggett**, of the United Drug Co., in speaking of business conditions, said that while the sales of the company had shown an increase every month of this year, the per cent. of increase during April was the smallest of any month since the company was started. The percentage was 12.6. Since the first of the year the per cent. of increase has been slightly over 18. President Liggett states that for the first four months of the current calendar year the company received the largest number of orders in its history, the gross sales of manufactured goods showing an increase of 18.1 per cent. over corresponding period last year. A change for the better in general business conditions is anticipated by Mr. Liggett before the close of the present year, but until that time arrives the United Drug Co. will take no steps to further expand its business on a large scale such as opening new stores and making additions to plant account.

—**Jasper Fenner**, of Coldwater, Mich., who has circled the globe twice during the past eight years, and has managed drug stores in both China and Japan, visited friends in Coldwater in May. He was married on May 28 to Miss Anna Brill in Sharpsburg, Pa., and then the young couple started for San Francisco by automobile where they will sail for Tokio, Japan. Mr. Fenner began life as a farm boy, then studied pharmacy and graduated from the College of Pharmacy, University of Michigan. He is one of the best-known American business men in the Orient and is at the head of a wholesale drug house in Tokio.

—**Ira W. Comstock**, well known in the drug business in Connecticut, has purchased a third interest in the old-established New London drug firm of the Nichols & Harris Co. Mr. Comstock has been elected president and general manager, and H. Ernest Harris remains as treasurer. Mr. Comstock was for four years treasurer of the Tracey Co. and for the past 10 years has been president of the Comstock Co., which is putting out a well-known saline laxative. He will still manage this company in addition to his work with the Nichols & Harris Co.

—**Oscar A. Sebastian**, a Cincinnati druggist, and his wife, who was formerly Miss Dorothy Durand, daughter of Dr. J. A. Durand, of Cincinnati, have just announced that they had been married five years ago at Springfield, Ohio, while Miss Durand was visiting relatives there. Following the announcement, which naturally took friends of the couple off their feet, Mr. and Mrs. Sebastian departed for the East on a belated honeymoon trip. Mr. Sebastian has a prosperous drug business at Fourth and Main streets in Cincinnati.

—**J. T. Selman**, who for the past three years has been connected with the prescription department of the Elkin Drug Co., Atlanta, Ga., has purchased the W. P. Smith pharmacy at 116 Capitol avenue. The store has been remodelled and will be operated as Selman's pharmacy. Mr. Selman was "raised" in a drug store, as his father, J. L. Selman, of Douglasville, has operated one of the best drug stores in the State there for a number of years. Young Mr. Selman is a college graduate.

—**C. C. Wilkins**, a Chicago druggist, of 127 West North avenue, was held up and robbed recently by two gunmen, cash and jewelry to the total value of \$2,000 being taken from him. As the men left the store Wilkins seized a shot-gun from behind a counter and gave chase, firing as he ran. The robbers returned the fire with their revolvers, but Wilkins continued the pursuit and, as the men reached Wells street, fired his final shot. One of the robbers fell to the sidewalk with a buckshot wound in the back, while the other jumped on a car and escaped.

—**James P. Derby**, proprietor of the drug store at 782 Main street in the Fitchburg (Mass.) Hotel block, is the dean of Fitchburg pharmacists. June 1 was the 47th anniversary of his opening a drug store in the American House block in that city, later removing to a store at the corner of Main and Prichard streets. After conducting a drug store in Boston for some years Mr. Derby returned to Fitchburg, where he has since been engaged in business.

—**Edmund S. Thatcher**, well-known Milwaukee druggist, located at 334 Ogden avenue, has been married to Miss Eugenie Trumpff, a prominent young society lady of Milwaukee. The wedding service was attended only by the members of the immediate family and relatives and was followed by a dinner. The bride was attended by her sister, Mrs. Enno Schmidt, as matron of honor, and J. Stanley Thatcher, a brother of the groom, was best man.

—**Walter Henrion**, proprietor of a drug store at Central avenue and Main street, Wichita, Kan., distinguished himself at the recent meeting of the Kansas Ph.A., and made a record as a spellbinder of the first class. Mr. Henrion entered the convention after it had voted to meet next year at Independence, but after his speech, inviting the druggists to meet at Wichita next May, another vote was taken, and not a single ballot was cast against his proposal to change the meeting-place to Wichita.

—**Charles Harding**, of Cincinnati, president of the Ohio Valley Druggists' Association, attended the recent meeting of the organization held at St. Marys, Ohio, presiding over its deliberations. There were a number of interesting addresses, including talks by Governor James M. Cox and Congressman G. H. Goeke, the latter speaking on the price-maintenance bill now before Congress. While in St. Marys Mr. Harding was the guest of Theodore Seiwert, at the Idlewild Club.

—**W. T. Black**, of Kansas City, presided at the sessions of the Mississippi Valley Drug Jobbers' Association in St. Louis in the latter part of May, when about 60 wholesale druggists were present. New laws, the Harrison bill, the Boylan and Walters bills in New York State, and the Stevens and Metz (price maintenance) bills were discussed. M. Cary Peter, of Louisville, was toastmaster at the banquet. This was the fifth conference of the kind to be held in St. Louis.

—**H. H. Whyte**, sales manager for the H. K. Mulford Co., 426 South 13th street, Philadelphia, accompanied by Mrs. Whyte and Master Lawrence Whyte, sailed on the steamer *St. Paul* June 12 for London, Eng., where Mr. Whyte will direct some changes in the London branch of this concern. Mr. Whyte returns the latter part of July, but Mrs. Whyte and Master Lawrence will spend the Summer in Scotland.

—**Dr. Charles T. George**, a prominent retail druggist of Harrisburg, Pa., and proprietor of the pharmacy at 1301 North Third street, that city, recently underwent a very serious

abdominal operation, but his condition is reported as being steadily improving. Dr. George is 69 years old, and aside from being the oldest pharmacist in Harrisburg, was for many years secretary of the State Pharmaceutical Board.

—**Louis Webber**, a druggist at 3463 Lorimer street, Denver, Col., was held up in his store recently by three highwaymen who took his watch and the contents of the cash register, and fled. The men entered the store as Mr. Webber was about to close it for the night, and while one held him the others tied him up with towels and handkerchiefs, after thrusting a gag in his mouth.

—**Dr. Charles H. Kimberly**, for a number of years professor of analytical chemistry in the Department of Pharmacy with the Medico-Chirurgical College, Philadelphia, has resigned as a member of the college faculty. He was banquetted by his fellow members of the faculty at the Union League, Philadelphia, and was presented with a massive silver loving cup, inscribed with the names of the diners.

—**W. G. Peterson**, a druggist employed at Partin's up-town drug store, High and Canal streets, Petersburg, Va., was shot and seriously injured by negro hold-up men who entered the store and snatched the cash from the day's sales from the register. Mr. Peterson hurried after the thieves and just at the door one turned and fired three shots at the druggist, all three taking effect.

—**I. N. Morton**, founder of the Wright Drug Co., Milwaukee, has been visiting the Wisconsin city recently, with Mrs. Morton. In 1858 Mr. Morton opened a drug store in the present location of the Wright Drug Co. pharmacy, and a few years later S. A. Eckstein began working for him as an errand boy. Today Mr. Eckstein is president of the company, and Mr. Morton resides at Tampa, Fla.

—**W. S. Tyson**, who has had supervision of salesmen in Kansas City and vicinity for H. K. Mulford Co. for the past four years, has been transferred to Boston to succeed A. E. Wills. The latter will shortly sail for London, England, to assume charge of the Mulford interests in Great Britain. W. L. C. Nichols, of Detroit, Mich., has succeeded Mr. Tyson in Kansas City.

—**S. B. Penick**, until recently with the drug importing house of J. L. Hopkins & Co., as treasurer, is the head of a new company at Marion, S. C., which will deal in roots, barks, herbs and seeds under the firm name of S. B. Penick & Co. The firm will have a New York office at 38 Park place. Mr. Penick is president, A. Blanton vice-president and W. W. Guy secretary.

—**Dr. J. W. Burns**, of Soudan, Minn., formerly of Oakfield, Wis., has disposed of his interests in the Burns Brothers' drug store in Oakfield to his nephew, Walter C. Burns, a recent graduate of the pharmacy department of the University of Wisconsin. Thomas Burns, a brother of Dr. Burns, is the other partner in the business. The store has been in operation since 1878.

—**Oscar C. Ebinger**, a druggist at 2659 West Chicago avenue, Chicago, was alone in his store at night recently when two men entered, pointed revolvers at him, and ordered him to "Throw up your hands!" He did so, and the men took \$90 from the till of the cash register and ran out of the place. The police were notified, but the men made good their escape.

—**Herbert B. Harding**, secretary and treasurer of the Humphrey's Homeopathic Medicine Co., and the president of the Drug Club, sailed on the *Vaterland* of the Hamburg-American line for a six weeks' holiday in Paris and in Switzerland. Mrs. Harding accompanied him. This is the first long vacation Mr. Harding has taken in a number of years.

—**Alvin H. Korn**, an Easton, Pa., retail druggist, was married on June 2 to Miss Beulah E. Brown, of 221 N. Ninth street, Allentown, Pa., by Rev. B. L. Romberger. After the ceremony the couple left for an automobile trip to Easton, where they took up their residence in their newly-furnished home at 1131 Northampton street.

—**Charles A. West**, vice-president of the Eastern Drug Co., and chairman of the legislative committee of the N.W. D.A., sailed for Europe, with Mrs. West, on the return trip of the *Aquitania*. Mr. and Mrs. West expect to be absent about three months, and will spend most of their time in Norway, Sweden and Russia.

—**Frank J. Butler**, of Pontiac, Ill., entertained the members of the State Board of Pharmacy recently at a dinner at the Phoenix Hotel, Pontiac. Those present were: President, F. T. Provost; vice-president, L. L. Mrasek; J. B. Michels, El Paso, and T. D. Gregg, Harrisburg. Mr. Butler is a member of the State Board.

—**Fay M. Sieg**, a retail druggist, 501 North Noble street, Indianapolis, was held up recently by four men, but fought them off. He bought two revolvers to protect himself and some one broke into the store and took one of the revolvers. On the night of June 7 some one entered the store again and took \$111 and valuable papers.

—**W. B. Allen**, a Palmyra, Mo., druggist, was painfully burned recently by the explosion of alcohol, and but for a fortunate accident might have been burned to death. He attempted to pour two ounces of alcohol into a compound over an alcohol flame, when the liquid exploded, spattering him from head to foot with the burning fluid.

—**Harry A. Moore**, president of the Pitman-Moore Co., Indianapolis, has been named by Gov. Samuel L. Ralston to represent the State of Indiana at the International Veterinary Congress in London, Aug. 3-8. Mr. and Mrs. Moore sailed from New York for Europe June 12 and will spend the Summer abroad.

—**Roy Williams**, pharmacist at Friedenburt's pharmacy, Winfield, Kan., won the first prize at the recent meeting of the Kansas Ph.A. for the best display of products made at the prescription counter. Mr. Williams had six entries in the display. The judges were J. M. Brunt, Charles Joslin and A. M. Petro.

—**William C. Alpers**, dean of the Cleveland School of Pharmacy, read a paper on "The New Pharmacopoeia" at a recent meeting of the Cleveland Academy of Medicine. The paper was received with great favor and was discussed at some length by leading physicians and pharmacists.

—**E. B. Patton**, druggist at Waupun, Wis., recently celebrated the 30th anniversary of his connection with the drug business in Waupun by holding a reception in his newly re-furnished and redecorated store. Exactly 1800 people visited the store, and each visitor was given a souvenir.

—**E. M. Neal**, of the Spurlock-Neal Co., wholesale druggists of Nashville, Tenn., was a recent visitor in New York City, doing extensive buying of holiday goods. The Spurlock-Neal Co. makes a specialty of toys and similar holiday goods, and this is the wholesalers' buying season.

—**Charles J. Sittel**, who has been connected with the McPike Drug Co., for many years, was a recent New York City visitor. Together with Thomas G. Hatcher, of Kansas City, he has entered the drug and chemical brokerage business with headquarters in Kansas City.

—**Henry E. Horn**, proprietor of the E. A. Horn pharmacy, at 65 Main street, Oshkosh, Wis., was married in Milwaukee recently to Miss Sarah J. Frazer, daughter of Mr. and Mrs. Robert E. Frazer, of Milwaukee. Mr. and Mrs. Horn visited the Rexall convention at Atlanta.

—**George L. Baldauf**, the Milwaukee druggist, has awarded contracts for the erection of a new store at North avenue and 35th street. The store and entire building will be modern in every respect and will be one of the finest on the Milwaukee Northwest side.

—**L. A. McKnight**, a druggist at Rosendale, Wis., for the past 18 years, has moved to Fond du Lac, Wis., where he and his wife will make their future home. H. O. Lengelsen, a partner in the McKnight pharmacy at Rosendale, is now conducting the business.

—**Dr. Charles H. Kimberly**, professor of analytical chemistry at the Medico-Chirurgical College, Philadelphia, since 1907, resigned on June 1 to become a member of the staff of the Bureau of Chemistry, Department of Agriculture, Washington, D. C.

—**G. L. Vander Veer**, advertising manager for the Norwich Pharmacal Co., of Norwich, N. Y., recently paid a hurried visit to the trade in New York while en route to the American Medical Association meeting at Atlantic City.

—**Clyde V. Hudson**, honor man of the California College of Pharmacy, class of 1913, who has just completed his post-graduate course, has accepted a position as chemist with the Langley & Michaels Co., of San Francisco.

— **William A. Carpenter**, of Philadelphia, entertained 25 members of the Philadelphia Drug Club at the Summer clubhouse of the Delaware Saengerbund recently. A chicken and waffle dinner was a feature of the day's programme.

— **Harry S. Noel**, a member of the executive staff of Eli Lilly & Co., Indianapolis, was married June 10 to Miss Nellie Kathleen Covert. Mr. and Mrs. Noel will be at home in Indianapolis after Sept. 1 at 242 West 32d street.

— **Prof. S. F. Acre**, of the department of chemistry of Johns Hopkins University, Baltimore, has been appointed chief of the chemical division of forest products laboratory of the Forest Service, U.S. Department of Agriculture.

— **Goddard Gehring**, who is one of the owners of the Southwestern Drug Co., and formerly a druggist of Douglas avenue, Wichita, Kan., but who went to Los Angeles, Cal., about two years ago, has returned to Wichita.

— **Miss Irma C. McGrath**, daughter of Mr. and Mrs. Robert McGrath, of Lafayette, Ind., was married to William Hanley, Indianapolis June 9. Mr. Hanley is employed by the Eli Lilly Company, Indianapolis.

— **Theodore R. L. Loud**, who for a number of years was connected with the drug and chemical trade and with the pharmaceutical press, is now associated with the Butterick Trio in the New York offices.

— **Burton J. Cassady** has been appointed by President Wilson as postmaster at West Terre Haute, Ind. Mr. Cassady is a member of the Indiana State Board of Registration and Examination in Pharmacy.

— **R. T. Gibbs** is the president of the newly incorporated Louisiana-Texas Drug Co., of Shreveport, La., which will be open for business as a wholesale house on Sept. 1, if the present plans are carried out.

— **Edward Trippe**, Philadelphia representative of Ungerer & Co., of New York, was married recently to Miss Alice Pattison, of Easton, Md. Mr. and Mrs. Trippe will make their home in Germantown.

— **Edouard S. Houle**, pharmacist at the Lowell pharmacy, Lowell, Mass., was married in Compton, Quebec, recently to Miss Gilberte St. Marie, the daughter of Mayor St. Marie, of Moss River, Quebec.

— **F. Dieckerhoff** is the head of a new wholesale drug company in Havana, Cuba, under the firm name of F. Dieckerhoff & Co. Dr. C. J. Goltz and F. Walther are associated with him.

— **Herman Rosenbaum**, the junior partner of the Mt. Vernon, Ind., drug firm of D. & H. Rosenbaum, has been re-elected unanimously as a member of the school board of his city.

— **Otto J. Biebinger**, secretary of the Mallinckrodt Chemical Works, with Mrs. Biebinger, and L. O. Ellis, Mexican representative of the M.C.W., were New York visitors recently.

— **Charles F. Cutler**, president of the Eastern Drug Co., who has been abroad for three months with Mrs. Cutler, returned to New York on the maiden trip of the *Aquitania*.

— **W. J. Sturgeon**, the Kittanning, Pa., druggist, and member of the executive committee of the Pittsburgh Ph.A., has purchased a drug store in Ford City as an investment.

— **Howard B. French**, of Philadelphia, was a delegate from the Philadelphia Chamber of Commerce to the Lake Mohonk Conference on International Arbitration.

— **George D. Feidt**, president of George D. Feidt & Co., manufacturing chemists of Philadelphia, is reported as convalescent from a recent illness.

— **H. H. Whyte**, sales manager for the H. K. Mulford Co., of Philadelphia, sailed for Scotland early in June on business for his company.

— **Walter Bade**, formerly of Plymouth, Wis., now of Billings, Mont., is to return to Plymouth with his wife, and open a pharmacy in that city.

— **Robert J. Gates**, of New York City, has become the American representative of the Hamburg firm of Schutz & Co., dealers in crude drugs.

— **Hugh H. O'Rourke**, a Worcester, Mass., druggist, has announced his candidacy for the Democratic nomination for Congress in his district.

— **Charles E. Mathews**, manager of Sharp & Dohme's

Chicago branch, was a recent visitor to French Lick Springs, Ind., on an outing.

— **Frank W. Fuller**, proprietor of Fuller's pharmacy, Pittsfield, Mass., has been married to Miss Lura H. Hager, at Brattleboro, Vt.

— **Cassius M. Church**, for years a druggist in Belvidere, Iowa, is a candidate for the Boone county treasurership as a Republican.

— **J. M. Miller** is named as one of the incorporators of the Addline Medicine Co., a new \$25,000 Columbus, Ohio, corporation.

— **Secretary B. E. Pritchard**, of the Pennsylvania Ph.A., was a visitor in New York City last month.

— **F. W. Meissner**, a retail druggist of Laporte, Ind., has been several weeks in Philadelphia.

— **John W. Davis, Jr.**, a Dorchester, Mass., druggist, lost his father by death recently.

— **Charles Gietner** has been made president of the Missouri Board of Pharmacy.

## OBITUARIES

### Henry H. Lyman.

Henry H. Lyman, president of the wholesale drug house of Lyman's, Ltd., Montreal, one of the best-known drug houses in Canada, was a victim in the "Empress of Ireland" disaster in the St. Lawrence River, May 29. Mrs. Lyman also died in the wreck. Mr. Lyman was a native of Montreal, where he was born Dec. 21, 1854. He was a B.A. of McGill University from which he was graduated in 1876 with the Logan medal. His business career began with Lyman's, Clare & Co., wholesale druggists, of Montreal. When he became a partner in 1895 the name was changed to Lyman, Sons & Co., and later when the firm of Lyman Bros. & Co. was converted into a stock company he became vice-president. On the death of his father he took the presidency of the Toronto house as well as the senior partnership in the Montreal concern. He was one of the organizers of the Imperial Federation League in Canada, vice-president of the Graduates' Society of McGill, a fellow of the Royal Geographical Society and of the Royal Colonial Institute, and was life governor of the Montreal General Hospital. The firm has been a member of the N.W. D.A. for many years. Mr. Lyman was actively interested in many other organizations, and in the development of trade interests in Canada; was a military veteran with a long service record and at the time of his retirement in 1891, was senior major of the Royal Scots, now the Royal Highlanders.

### David L. Bradt.

David L. Bradt, for years well and favorably known by the druggists of New England, died recently at Passaic, N. J., from acute Bright's disease. He was born in November, 1858, in Litchfield, N. H., and after leaving the Massachusetts College of Pharmacy, was employed for several years at the old Theodore Metcalf store in Boston, later engaging in business in Worcester. He was known to the trade as the organizer of the Apothecary Publishing Co., and for three years was its treasurer. Since 1909 he had been interested in the manufacture of fancy paper, and at the time of his death he was operating a factory of this kind at Passaic.

### Burtus Overton.

Burtus Overton, a prominent druggist of Antioch, Ill., dropped dead recently just after arising from bed. He was village clerk of the corporation and had lived in Antioch for many years. On the day of his funeral all the stores and other places of business were closed as a mark of respect, and the services were unusual in that a Methodist clergyman preached the funeral sermon at the house, a Catholic priest officiated at the grave, and the supervision of the services as a whole was in the hands of the Masonic order.

— **James J. Ottinger**, of Philadelphia, who for 34 years conducted a drug store and manufacturing chemical plant at 20th and Spruce streets, that city, died last month from pneumonia. He was a native of Mt. Holly, N. J., a graduate of the

Philadelphia College of Pharmacy, and later the manager for John Wyeth & Son. He later came to New York City as the manager for the Caswell, Hazard Co. Thirty-four years ago he went back to Philadelphia and opened a store at 20th and Spruce streets, where in later years he numbered among his patrons Gen. U. S. Grant, President McKinley, Theodore Roosevelt and George W. Childs. He was a member of a number of fraternal and trade organizations.

—**Charles Woodberry**, a former president of the Beverly (Mass.) Hospital, and one of the early druggists of Beverly, died recently, aged 67 years. He was a native of Beverly, and at the age of 20 opened a drug store in the town, which he carried on for a number of years, although in recent years he had not been identified with the business. He was active in the civic life of the city, eminent in Masonry, and while master of Liberty Lodge brought about the relationship between Constitution Lodge of England, Alexandria Lodge of Alexandria, Va., and Liberty Lodge of Beverly, whereby each lodge annually sends greetings to the other two. Mr. Woodberry was a warden of St. Peter's Episcopal Church.

—**Frank E. Bahlman**, president and treasurer of the Bahlman-Frederich Chemical Co., of Cincinnati, died at his home in that city recently after a two days' illness, brought on by the excessive heat which marked the week of June 7. He was stricken by the heat while at work in his office on June 9, but was able to make his way home, where he became unconscious, failing to rally. Besides his widow, he leaves a son, William Bahlman, who was graduated last June with honors from the Sheffield Scientific School.

—**John J. Noble**, dean of the Newton druggists, in which city he had carried on business for 46 years, died recently as the result of a shock. He was 63 years old. He was a native of Augusta, Me., and as a young man secured employment in a drug store in Brookline, and later worked in Charlestown. He opened a drug store in Newton in 1868, almost opposite the site of the store, at 1217 Center street, where he had been located the last 16 years. He was a member of the Massachusetts State Pharmaceutical Association. He leaves a wife and a son.

—**James A. Rogers**, retired, and for many years one of the best-known druggists in West Virginia, died recently after a two weeks' illness. He was in his 59th year. He was born in what is now Charleston where for many years he conducted the store founded by the late James Henry Rogers, which had the unique honor of being the first pharmacy in the State of West Virginia. The Elks were in charge of the funeral arrangements.

—**J. B. Raboteau**, 84, a retired St. Louis druggist, died the early part of June at Cape Henry, Va., after an illness of several years. He had been in Norfolk two years. He retired from the drug business in St. Louis about six years ago. The store, formerly facing the Union Market, is now at Broadway and Washington avenue and is one of the three Judge & Dolph shops.

—**Joseph T. Hawkins**, for more than 40 years a retail druggist of Mobile, Ala., is dead after an illness of two years' duration. He was in business first at Monroe and Dearborn streets and later at Dauphin and Cedar streets. He was a prominent member of the Alabama Ph.A., was a Mason and affiliated with other fraternal organizations.

—**Joseph Willis**, 20, a pharmacist of Canton, Ohio, was drowned near that city in Myers' Lake while trying to save the life of a companion with whom he had been canoeing. He and Joseph Fitzgerald were out on the lake in a canoe when the vessel capsized. Willis clung to the canoe and also held his companion up until Fitzgerald was pulled from the water, when he sank from exhaustion, and was drowned.

—**Col. John Ewing**, a Gettysburg veteran, whose he was colonel of the famous 155th Regiment of Pennsylvania Volunteers, is dead at the age of 82. After the war he engaged in business as a member of the wholesale drug firm of Harris & Ewing, of Pittsburgh, but afterwards left the drug business to become president of the Canonsburg Iron & Steel Co.

—**William T. Totten**, a widely-known druggist and the organizer of the Yankee Christmas Club, is dead at the home of his son, Harry G. Totten, 5941 Webster street, Philadelphia, after an illness of only two days. Mr. Totten was 69 years old, a graduate from Central High School, a 32° Mason and a member of the Knights Templars, besides being a member of the Odd Fellows.

—**John Cline**, 27, who was engaged in the drug business

with his father in Marion, Ill., is dead, together with his little son, Francis, following an automobile accident. The car was struck by a freight train at a blind railroad crossing between Herrin and Marion. The boy was killed instantly, the father dying in the hospital about an hour after the accident.

—**George A. Shepard**, who was connected with the management of the Maltine Company with the late Timothy W. Woodruff, died May 21 at his home in Brooklyn. He was 55 years old, was a native of Huntington, L. I., was formerly in the drug business and later with Parke, Davis & Co. Mr. Shepard's wife died several months ago.

—**James W. Pritchard**, 60, a former member of the Pennsylvania Legislature, is dead. For 25 years he was a representative of the Robert Schumaker Drug Co., and for 15 years of the Albany Drug Co., of Albany, N. Y. Death resulted from injuries received by being run over by a wagon.

—**Horace E. Andrews**, 50, for 20 years a druggist in Hamilton, Mass., is dead of heart trouble. He was affiliated with a number of fraternal organizations, and was one of the best-known men in Hamilton. He was a graduate of the Massachusetts College of Pharmacy.

—**Charles H. Price**, a prominent druggist of Salem, Mass., president of the Holyoke Mutual Life Insurance Co., and a director of several Salem banks, is dead. He conducted one of the leading drug stores in Salem for 60 years, retiring in 1905. He was 82 years of age.

—**Walter J. Burke**, 35, of 138 Norwell street, Dorchester, proprietor of a drug store at 122 Harvard street, is dead following an operation. He was a native of Pittsfield, Mass., and a graduate of the Massachusetts College of Pharmacy.

—**James B. McFatrigh**, M.D., president of the Murine Eye Remedy Co., of Chicago, and at the time of his death the president of the Board of Education of that city, is dead.

—**Ovilla J. A. Dufault**, proprietor of a drug store at 703 Main street, Pawtucket, R. I., committed suicide recently by taking poison in the rear room of his store. He had been in ill-health and was suffering from melancholia.

—**William Wardell**, 53, a pioneer druggist of Grand Rapids, Mich., and for a number of years connected with the drug firm of Mills & Lacey at 8 Monroe street in the '70s, is dead. He was a native of Battle Creek.

—**Mrs. Augusta Schorse**, 70, widow of Otto Schorse, late druggist of Milwaukee, and mother of Gustave Schorse, a druggist of Milwaukee, died on June 13. She leaves nine children, all residents of Milwaukee.

—**Harry J. Hughes**, 38, for the past six years manager of the drug department of the Big Store at Reedsburg, Wis., died recently. He was a well-known singer and was exceedingly popular in Reedsburg.

—**Edwin J. Woeffle**, 36, a graduate of the Brooklyn College of Pharmacy, and a member of the Kings County Ph.S., died recently following an operation for appendicitis. He was a native of Trenton, N. J.

—**S. L. Tate**, of Tate & Childress, Sweetwater, Tenn., is dead from pneumonia. He was thought to be on the road to recovery when his disease took a turn to the worse. He leaves a young widow.

—**Charles T. Hamilton**, 50, a manufacturing druggist of Atchison, Kan., is dead. He was a close friend of Speaker Champ Clark and for a long time prominent in Missouri politics.

—**R. Greenberg**, a Confederate veteran, and the father of Albert Greenberg, manager of the Benjamin Pharmacy Co., Atlanta, Ga., is dead after an illness of several weeks.

—**William C. Reycroft**, 47, for 15 years proprietor of a drug store in Massachusetts avenue, Cambridge, Mass., is dead after a month's illness. He was a prominent Mason.

—**Harry T. Crutcher**, a Fresno, Cal., drug clerk, 33, committed suicide with chloroform recently. Despondency over the death of his wife is held to be the cause.

—**Victor Vonderheide**, 30, a representative from Montgomery county, Ohio, in the Legislature, and also a pharmacist, is dead after an illness of six weeks.

—**Mrs. Lilly B. Sparks** died suddenly at the family home in Anderson, Ind., June 4. She was the wife of Walter Sparks, a druggist of that city.

—**Dana Rhodes**, 75, a resident of Groton, N. Y., for many years as a druggist and as postmaster, is dead following injuries received in a runaway.

—**Otto F. Traubel**, druggist, Jefferson and Clark avenues, St. Louis, is dead, aged 43.

## NEWS FROM ASSOCIATIONS

### ANNUAL CONVENTIONS.

- A. Ph. C.*—Detroit, Mich., Aug. 24-29.  
G. M. Befinger, president; J. H. Beal, secretary.
- N. A. R. D.*—Philadelphia, Pa., week of Aug. 17.  
James F. Finneran, president; T. H. Potts, secretary, Chicago.
- N. W. D. A.*—Indianapolis, Ind., week of Sept. 21.  
Geo. W. Lattimer, president; J. E. Toms, secretary, New York City.

### A. A. Ph. C. Annual at Boston.

**B**OSTON, June 20.—The American Association of Pharmaceutical Chemists held its seventh meeting here during the last week of May, and carried out a long programme of business and pleasure. Beginning on Monday morning, with a meeting of the board of directors, business sessions were held on four successive days, and 22 different reports on trade matters were submitted for discussion and action. The last two days of the week were given over wholly to sightseeing, while not a little bit of pleasure was programmed for the other days.

The real business of the convention began on Tuesday morning, when the association received its formal welcome to the city. Dr. Pitts E. Howes, a former member of the State Board of Registration in Medicine, represented the National Eclectic Medical Association, and took occasion to speak a word of defence for those physicians who dispense their own medicines, saying they use the very best drugs, and thoroughly know their use.

Charles A. West, of the Eastern Drug Company, represented the National Wholesale Druggists' Association, in which he is chairman of the legislative committee. He spoke of some of the important measures now pending, and endorsed the Harrison bill, now before Congress. He said that pending amendments to the pure food law made the outlook somewhat uncertain, and manufacturers were uncertain now whether it would be legal for them to have goods out after May 1, 1915, bearing the present form of label.

James F. Finneran, of Boston, president of the National Association of Retail Druggists, called attention to the multiplicity of proprietary articles which a druggist must carry, and yet for which there is little call. He deprecated the practice of some manufacturers sending out "physicians' samples" which are different from the goods sold to druggists, and suggested that there be uniformity in them. Then he took issue, in a gentlemanly, but firm manner, with the stand of Dr. Howes, the first speaker, in the matter of physicians dispensing drugs, and insisted that druggists only should sell and dispense drugs.

George D. Williams spoke for the National Association of Manufacturers of Medicinal Products, and then President George C. Hall, of New York, presented his annual address, dealing with the vital business problems of the country, and dwelling on the banking and currency system. Regarding the general business outlook, he was not inclined to be optimistic. He urged loyalty to the association in its distinctive work of securing purity, quality, strength and accuracy in drugs.

The feature of the Tuesday afternoon session was the address by Charles Wesley Dunn, of New York, on the proposed Interstate Trade Commission.

The banquet on Tuesday night was a pleasant affair, although neither Gov. Walsh nor Mayor Curley, who had been expected, put in an appearance. There was excellent music, by the Knickerbocker Quartette, and by Madame Wilhelmina Calvert, soprano. President Hall presided, and Dr. Mark W. Richardson, secretary of the Massachusetts Board of Health,

told of the work of his department during the past five years in fighting typhoid fever.

Other speakers were Dr. DeWitt C. Wilcox, of Brookline, president of the American Institute of Homopathy; Caswell A. Mayo, of New York, president-elect of the American Pharmaceutical Association; Dr. E. P. Howes, George G. Williams, James F. Finneran, Charles A. West and Dr. Alfred S. Burdick.

At the final business session the following officers were elected: George C. Hall, of New York, president; Dr. S. E. Wasengill, of Bristol, Tenn., 1st vice-president; Dr. C. H. Searle, of Chicago, 2d vice-president; E. L. Maltbie, of Newark, N. J., secretary and treasurer. The session was made rather memorable by the presentation of a set of resolutions and a handsome loving cup to the retiring secretary and treasurer, Willard P. Stearns, of Chicago. Frank L. H. Nason, of Boston, chairman of the committee of arrangements, made the presentation speech, and Mr. Stearns responded.

Rochester, N. Y., was chosen for the next meeting-place.

The programme of entertainments was rather elaborate for a convention of this size and included an automobile trip to Concord and Lexington over the route traversed by Paul Revere 139 years ago, an automobile ride along the North Shore, with a fish dinner at Marblehead, and a harbor trip to Nantasket.

The following members were represented at the convention:

Abbott Alkaloidal Co., Chicago, Ill.; J. E. Allworth, Chicago, Ill.; Central Pharmaceutical Co., Seymour, Ind.; Chapman Mfg. Co., Chicago, Ill.; Columbus Pharmaceutical Co., Columbus, Ohio; Daggett & Miller Co., Providence, R. I.; Davies, Rose & Co., Boston, Mass.; Diamond Pharmaceutical Co., Philadelphia, Pa.; Digestive Ferments Co., Detroit, Mich.; Flint, Eaton & Co., Decatur, Ill.; Fraser Tablet Co., New York, N. Y.; Henry R. Gering Co., Omaha, Neb.; J. F. Hartz Co., Detroit, Mich.; Howard-Holt Co., Cedar Rapids, Iowa; Independent Pharmaceutical Co., Worcester, Mass.; Irwin, Neisler & Co., Decatur, Ill.; Kremers-Urban Co., Milwaukee, Wis.; LaFayette Pharamcal Co., LaFayette, Ind.; McCoy, Howe Co., Indianapolis, Ind.; Robert McNeil, Philadelphia, Pa.; Maltbie Chemical Co., Newark, N. J.; Masengill Bros. Co., Bristol, Tenn.; National Drug Co., Philadelphia, Pa.; Norwich Pharmaceutical Co., Norwich, N. Y.; E. L. Patch Co., Boston, Mass.; Pitman-Moore Co., Indianapolis, Ind.; Pittsburg Physicians Supply Co., Pittsburgh, Pa.; Frank G. Scott, Detroit, Mich.; G. D. Searle & Co., Chicago, Ill.; Standard Chemical Co., Des Moines, Iowa; Stearns & White Co., Chicago, Ill.; R. J. Strassenburgh Co., Rochester, N. Y.; Sutliff & Case Co., Peoria, Ill.; Swan, Myers Co., Indianapolis, Ind.; Taibuy-Nason Co., Boston, Mass.; Henry Thayer & Co., Boston, Mass.; E. A. Thompson & Co., Detroit, Mich.; Toledo Pharamcal Co., Toledo, Ohio; Tracy Co., New London, Conn.; Truax, Greene & Co., Chicago, Ill.; Henry K. Wampole & Co., Philadelphia, Pa.; Webster-Warnock Chemical Co., Memphis, Tenn.; William A. Webster Co., Memphis, Tenn.; Westerfield Pharmaceutical Co., Dayton, Ohio; Ziemer Co., Pittsburgh, Pa.

### WHAT N. A. R. D. WILL DO AT PHILADELPHIA.

*Entertainment Programme for August Convention as Arranged by the Convention Committee.*

**D**ETAILED of the entertainment planned by the local committee for the delegates to the annual N. A. R. D. convention in Philadelphia the week of Aug. 17 promise a scope and variety to excel anything in the history of the National body.

The first formal event will be the officers' reception and ball in the ballroom of the Bellevue-Stratford Hotel on Monday evening, Aug. 17. Of equal importance, although perhaps more from a commercial standpoint, will be the drug show in the historic Clover and Red Rooms on the same floor and in close proximity to the ballroom. This annual exhibition has become each year more and more important as a feature of the National conventions. Never before have the manufacturers displayed such interest, and in educational features alone the exhibition this year promises to be unique. Many of the exhibitors plan to launch new goods and new policies on this occasion.

An automobile tour for the ladies at the convention is planned for Tuesday afternoon, with visits to points of interest throughout the city and vicinity and a spin through Fairmount Park.

On Wednesday the ladies will be the guests at a reception in the Egyptian Hall in the John Wanamaker store. A tour of the building and a special organ recital in the Court of Honor will be additional features.

Thursday will be "Scottissue Day," when every person registered at the convention will be the guest of the Scott Paper Company on a trip down the Delaware River to the company's plant at Chester, Pa. One of the most commodious river steamers has been chartered; luncheon will be served on board,



after which there will be an entertainment. The big industrial establishments and points of historic interest along the river front in Pennsylvania and New Jersey will be described by guides enroute. On the return trip a stop will be made at League Island Navy Yard.

Friday will be "Wampole Day," when the delegates will be the guests of Henry K. Wampole & Co., at Willow Grove Park. Special cars will convey the visitors over a special route, calculated to show the city and its environs in most attractive form. The Wampole Company, with the co-operation of the local committee, has arranged for the distribution of coupons which will entitle the visitors to admission to all of the amusement features of the park as well as dinner at the Casino.

Still another possibility of "Wampole Day" is that the convention will formally close at Willow Grove Park, if the business is not concluded on Thursday at the regular session at the Bellevue-Stratford Hotel.

The committee wishes it clearly understood that the participants in all of these entertainment features will only be those who register at the convention. The registration privileges will be accorded every druggist and those affiliated with the drug trade. The sessions of the convention will be open to all who care to attend.

## National Association of Drug Clerks.

### *Minimum Wage, Eight-hour Day, and National Standard of Requirements Urged.*

THE fourth annual convention of the National Association of Drug Clerks was marked by a number of interesting reports, and by the adoption of regulations urging a minimum salary scale, starting at \$1200 a year for a registered pharmacist, and at \$900 a year for a registered assistant pharmacist. The adoption of a National standard of requirements for reciprocal registration and the advocacy of an eight-hour working day with fewer hours of Sunday work were other matters indorsed by resolution. The following officers and committees were elected and appointed:

*President*, L. W. Sinclair, Columbus, Ohio; *1st vice-president*, T. O. Duckworth, Dubuque, Ia.; *3d vice-president*, Marvin E. Pate, Madisonville, Ky.; *secretary-treasurer*, P. A. Mandabach, Chicago; *director of publicity*, Wm. C. Clingen, Chicago; *associate editor*, Charles H. Bowersox, Columbus, Ohio; *contributing editor*, L. W. Coleman, Wichita, Kan.; *National organizer*, Lee Tuholskie, Akron, Ohio.

*National Publicity Committee*—J. A. Orr, Brooklyn, N. Y.; G. E. Williams, Savannah, Ga.; M. Aubrey, Dallas, Tex.; L. E. Stoebig, Chicago; A. D. Burnham, Detroit.

*Auditing*—George M. Swigart, Dayton, Ohio; Frank Barca, Perth Amboy, N. J.; L. A. Montgomery, Oklahoma City.

*Fraternal Relations*—William H. Caswell, Valdez, Alaska; Jas. H. Newsom, Rockland, Mass.

*Finance*—F. M. Blank, Akron, Ohio; Frank Schachleiter, Hot Springs, Ark.; A. B. Wallace, Savannah, Ga.

*U.S.P. & N.F. Propaganda*—W. J. Moreland, Pittsburgh, Pa.; J. H. Brinkley, New Bern, N. C.; D. R. Caples, Princeville, Ore.; Chas. P. Baum, East Orange, N. J.; E. H. Darling, Santa Ana, Cal.; A. L. Forguee, Centralia, Wash.; G. H. Blatchley, Middleton, Conn.

*Membership*—L. D. George, Clayton, N. M.; C. L. Thompson, Augusta, Me.; V. Hayden, St. Paul, Minn.; Chas. Williamson, Frankfort, N. Y.; L. Jense, Riverton, Wyo.; N. J. Nelson, Chicago; W. E. Smith, Lewiston, Ida.

*Foreign Relations*—J. J. Hoffman, The Hague; Jonathan Nicolson, London; S. T. Ramsey, Honolulu; J. C. Carbello, Havana; Carlos Bierberach, Panama; H. E. J. Pletcher, Winnipeg; H. W. Well, Welwyn, Saskatchewan, Canada.

*Status of the Pharmacist in U.S. Employ*—Dr. Geo. F. Payne, Atlanta, Ga.

According to the reports of the retiring president, F. M. Blank, of Columbus, Ohio, and of the secretary and treasurer, Mr. Mandabach, the association is now represented in 47 States, in Porto Rico, several provinces in Canada, the Philippines, Panama, Honduras and Cuba. The following paragraph in regard to the Druggists' National Home at Palmyra, which was launched under the auspices of the N.A.D.C., will be read with interest, particularly in view of the fact that unless immediate assistance in a financial way is given the Home it will be taken back by the original owner:

Mr. Mandabach says: "At the last convention the Druggists' National Home was presented to the druggists of the United States, and placed under the management of a board of trustees who incorporated the Home under the laws of Wisconsin, and under whose entire supervision this charitable proposition is managed. Therefore, your association has no report to make upon the Home, as the matter is entirely in the hands of the aforesaid board of trustees."

The present practice of re-registration of pharmacists was condemned in the secretary's report, Mr. Mandabach urging a life certification after the pharmacist had successfully passed his examination.

## What the A. Ph. A. Will Do at Detroit.

### *Programme of the Business Sessions of the Parent Organization and Allied Bodies, during the week beginning Aug. 24.*

#### MONDAY—

9:00 a.m. Meeting of the Council.  
House of Delegates.  
3:00 p.m. First General Session.  
7:30 p.m. Meeting of the Committee on Nomination.  
9:30 p.m. Joint Reception of the Presidents of the A.Ph.A. and M.S.P.A.

#### TUESDAY—

9:30 a.m. Second General Session.  
9:30 a.m. First General Session M.S.P.A.  
10:00 a.m. National Association of Boards of Pharmacy.  
10:00 a.m. Ladies' Shopping and Visiting, etc.  
2:00 p.m. National Association of Boards of Pharmacy.  
2:30 p.m. Women's Section.  
Scientific Section.  
Joint Session of Commercial Section and M.S.P.A.  
7:30 p.m. House of Delegates.  
7:30 p.m. Meeting of the Council.  
8:30 p.m. Conference of Pharmaceutical Faculties.

#### WEDNESDAY—

9:30 a.m. Section on Education and Legislation.  
9:30 a.m. Pharmacopoeias and Formularies.  
10:00 a.m. National Association of Boards of Pharmacy.  
12:30 p.m. Luncheon of College Alumni.  
2:00 p.m. National Association of Boards of Pharmacy.  
2:30 p.m. Section of Practical Pharmacy and Dispensing.  
2:30 p.m. Scientific Section.  
7:30 p.m. Meeting of the Council.  
7:30 p.m. Ladies' Reception.

#### THURSDAY—

9:30 a.m. Section on Education and Legislation.  
Scientific Section.  
Joint Session of Practical Pharmacy and M.S.P.A.  
10:00 a.m. National Association of Boards of Pharmacy.  
1:30 p.m. Excursion.

#### FRIDAY—

9:30 a.m. Historical Pharmacy.  
Section on Pharmacopoeias and Formularies.  
Women's Section.  
Commercial Section.  
2:30 p.m. Automobile Ride.  
7:30 p.m. Re-organization Meeting of the Council.  
8:00 p.m. House of Delegates.  
8:00 p.m. Ladies' Reception.  
8:30 p.m. Joint Session of the Section on Education and Legislation, the A.C.P.F., and the N.A.B.P.

#### SATURDAY—

9:00 a.m. Meeting of the Council.  
10:30 a.m. Final General Session.

The entertainment features will include the following:

On Monday night the grand ball will take place in the ball room of the Hotel Ponchartrain. Tuesday afternoon Nelson Baker & Co. will entertain the ladies with a boat ride down the river to Bob-Lo Park, where dinner will be served. Wednesday evening, F. F. Ingram & Co. and F. A. Thompson Co. will take the ladies to a theater party while druggists are at the smoker given by Frederick Stearns & Co. at the Wayne Hotel Auditorium. Thursday, Parke, Davis & Co. have chartered for the exclusive use of the convention the steamer *Pleasure*, which will go up the river and through Lake St. Clair. Friday afternoon an automobile trip has been arranged about the city, along the magnificent Lake Side Drive, and through the most beautiful natural park, Belle Isle.

Thomas F. Main, chairman of the transportation committee of the A.Ph.A., has sent out a schedule of the official tour of delegates to the Detroit meeting, starting from New York or Boston on Aug. 22, and returning by the way of Toronto, Thousand Islands, Montreal and Quebec, and returning to New York or Boston on Sept. 8. The committee has also made special arrangements from the South and from the Pacific Coast, full details of which have been sent to members, or will be sent on application to Mr. Main, 166 Chambers street, New York City.

## S. H. BAER HEADS FLAVORING EXTRACT MEN.

National Association Establishes Fellowship at University of Michigan—Dr. Alsberg Commended.

**D**R. S. H. BAER of St. Louis, was elected president of the Flavoring Extract Manufacturers' Association at the fifth annual convention of that organization, held June 2, 3 and 4 at the Hotel Astor. The other officers are: 1st vice-president, F. I. Beggs, Newark, Ohio; 2d vice-president, C. F. Starr, Richmond, Va.; 3d vice-president, Dr. J. O. Schlotterbeck, Rochester, N. Y.; treasurer, Robert E. Heckin, Cincinnati; secretary, F. P. Beers, Earleville, N. Y.; executive committee, S. J. Slicer, Chicago; W. M. McCormick, Baltimore; S. F. Irwin, Philadelphia, and C. W. Jennings, Grand Rapids, Mich.

By resolution the association effected the establishment for one year of a fellowship of \$500 at the University of Michigan for the scientific study of vanilla extract, the holder to devote half his time to this subject, and the association's committee to supply him with the raw material with which to work. Other resolutions adopted provided for the appointment of a research committee of five members to which should be referred the scientific investigation work of the association, and the appointment of another committee of five members to work with the board of co-operation established by Dr. Alsberg for the purpose of attaining greater uniformity of State and Federal food laws. Dr. Alsberg's fair attitude in establishing this board was commended, as was the liberal attitude of the pure food officials in extending the time for the using up of labels on hand which contain the guaranty legend recently ruled against. The president was instructed to appoint a committee of three to give consideration to the question of fire insurance and prevention. The committee on costs was continued. The accumulation of scientific literature on extracts and essential oils was referred to the scientific and executive committees. The requirement that the percentage of alcohol be stated upon the label was condemned as advertising the contents as a beverage. The Stevens bill was indorsed, and the object of the measure adjudged laudable. The committee for the increase of sales of extracts was made permanent during the ensuing year. W. M. McCormick's work in the National Chamber of Commerce was indorsed.

Two of the strongest points made by the association's attorney, T. E. Lannen, in the course of his very interesting report, were the importance of the members immediately setting about the accumulation of scientific data on their own industry—they should not be at the mercy of the food officials for authoritative information on the articles they manufactured—and the necessity of the trade fixing its own trade standards. Trade standards should not be fixed by officials after consultation with only a few of a trade—the trade as a whole should be conferred with.

The association has a total of 149 members, 33 having been taken in during the past year. Of the total 106 are active members and 43 associate. The industry contains about 800 extract manufacturers. The membership committee has about 35 prospects whom they expect to enrol in the near future.

The balance on hand is \$634. Disbursements during the past year were \$2696.

## KINGS COUNTY P.H.S. RE-ELECTS PRESIDENT.

H. B. Smith Again Heads Society—Year Most Prosperous in History—Interesting Reports Presented.

**H**ENRY B. SMITH was re-elected president of the Kings County Pharmaceutical Society at the recent annual meeting held at the College of Pharmacy. Other officers elected were:

First vice-president, Charles Heimerzheim; 2d vice-president, Charles L. Gesell; secretary, A. E. Hegeman; treasurer, Adrian Paradis; trustees to serve six years, Charles A. Kunkel and John Wischerth; censors, Otto Raubenheimer, chairman; O. F. Bancroft and Edward Hoffman; librarian, Dr. H. J. J. Kassebaum; counsel, Wm. L. Perkins.

The following delegates were elected: To the N.Y.S.P.A. meeting, Hy. B. Smith, chairman; Otto Raubenheimer, Dr. H. J. J. Kassebaum, Charles V. Lewis, Wm. H. Bussenschutt, Joseph Kahn, Joseph S. Goldwag; N.J.P.A., Charles Heimerzheim, Otto Raubenheimer and A. P. Lohness; A.P.A., Dr.

Wm. C. Anderson, J. H. Reh fuss and Prof. Hy. W. Schimpf.

In his annual report, President Smith thanked the members for the loyalty and support they had accorded him during the past year, and pointed out that the Brooklyn C.P. was the only college of pharmacy in the county owned and controlled by retail pharmacists. The institution had no outstanding debts and had recently invested \$15,000 in New York City bonds. The registration of students had been the highest during the past school year of any similar period since the foundation of the college, and it would not be long before the alumni would number more than 2000. The society, asserted President Smith, had been honored by the election of J. H. Reh fuss to the presidency of the State association. Four members had been appointed by the Commissioner of Health to his recently established Advisory Council.

Treasurer Adrian Paradis reported a balance on hand for the society of some three or four hundred dollars. During the past school year the college disbursements had been \$45,689; the cash balance on hand is \$6324; money recently invested in N.Y.C. bonds, \$15,000; total balance, June, 1914, \$21,324; balance on hand, June, 1913, \$19,169. The sum of \$4000 above the usual running expenses of the college was spent 1913-14 on renovations and improvements. According to Mr. Paradis the school year had been very prosperous. In a summary, presented later by T. J. France, it was shown that the college balance in 1911 was \$12,793 and that more than \$9000 had been spent in the period of 1911-14 on "betterments," which item does not include repairs to buildings, increased compensation to faculty, etc.

Upon Secretary A. E. Hegeman's recommendation the names of seven members were dropped from the rolls for non-payment of dues. Mr. Hegeman had collected \$550 in dues during the past year. The society had held 10 meetings.

T. J. France, chairman of the committee on supervision, reported that the students had totalled 312; 147 juniors had passed their examinations and had been admitted to the senior class.

Dr. Wm. C. Anderson, chairman of the legislation committee, presented a report which was extensive despite his brief reference to State legislation now familiar to New York pharmacists. He dwelt at some length on the Walters and Boylan bills, reading the Governor's memorandum which accompanied the executive's signature upon the former measure. He advised that members write the local Board of Health for official narcotic ordering blanks. The National legislative situation had not been materially changed of late. He notified the members of the abolition of the guaranty legend and serial number after May 1, 1916. Druggists should see that the guaranty is signed by the one giving the guaranty—otherwise it is not a guaranty. The Advisory Council had taken under consideration the proposition to label ordinary remedies with "Poison," which the druggist members opposed as ridiculous. The Council decided at its last meeting that it would be proper for the Board of Health to inspect soda-water factories where such places were open to the air. Where everything is enclosed in pipes and not open to air, as in drug stores, inspections are unnecessary. The Council further had under consideration the requiring of a physician's prescription for certain ordinary remedies. The pharmacist-members' stand was that to deprive the pharmacist of the right to handle drugs and to give the physicians that right is a commercial proposition. Under such conditions no restriction is placed upon the public.

Dr. Anderson stated that it was the opinion of many people that pharmacists are affected by the workingmen's compensation law which goes into effect July 1. If this is true, they must prove to the commission at Albany—before July 1—that they are financially able to meet damages under the provisions of the law. A penalty is provided for failure to comply. Dr. Anderson said that an employee injured through his own carelessness could collect damages. The employer is liable in all cases except when the employee is intoxicated. The damages, Dr. Anderson described as "something awful." Upon recommendation of Mr. Reh fuss it was decided to inquire of the Compensation Commission at Albany as to the status of the retail pharmacist under the new law.

Wm. Morgan, chairman trade matters committee, reported that the detail man, Dr. H. J. J. Kassebaum, had called on 315 physicians and 168 dentists. The sum of \$565 had been spent on propaganda work.

**N.Y.S.P.A. ANNUAL MEETING AT SARATOGA.****President Rehfuß Presents Interesting Report Containing Several Pertinent Recommendations.**

The 36th annual meeting of the New York State Pharmaceutical Association was called to order by President Jacob H. Rehfuß at the United States Hotel, Saratoga Springs, N. Y. In his annual report, President Rehfuß referred to the association's fight against the "One Day of Rest in Seven" law, which if it had not been superseded would have placed the pharmacist "on the level of the bricklayer and hodcarrier," recommended to members the careful consideration of the Sunday closing question, it having been demonstrated by postal vote and otherwise during the past Winter that New York State pharmacists were almost unanimously desirous of closing at least a part of Sunday, and advised them to take cognizance of the need of revising their system of pricing prescriptions, such revision being absolutely necessary in view of the increased cost of operating a pharmacy, the diminishing net profits in the business and the high cost of service due to excessive regulation. He enlarged upon the splendid propaganda work performed by the association's committee and concluded his remarks upon this phase of his report by inquiring as to whether it was not high time for the makers of the Pharmacopœia to take their bearings and find out whether they are not making this volume an exclusive pharmaceutical text-book rather than one for both the physician and the pharmacist.

"At no time in recent years," said Mr. Rehfuß, "have pharmacists felt such general satisfaction over the work of our State Board of Pharmacy." He suggested that the board should meet the responsibility resting upon it by the enactment of the Walters bill—else the Labor Department will demand legislation placing pharmacists in its jurisdiction. He recommended that the board employ additional inspectors to carry out the enforcement of working hours in a pharmacy. He recommended that board members be made eligible for service upon the legislative committee. Other recommendations were to the effect that the association's detail man collect back dues from delinquent members and agree to visit every member at least once during the year, and that all members in arrears for three years or more be dropped from the rolls.

Mr. Rehfuß' legislative report was in the nature of an elaborate resumé of the association's work on legislation.

A full report of the meeting will be published in our next issue.

**G.A.S. CONSIDERS OWNERSHIP OF OWN HOME.****Committee Appointed to Consider Plan for Bringing It About—European Trip Success Assured.**

THAT the German Apothecaries' Society own its own home was recommended at the June meeting by President Dr. Charles F. Klippert, the idea having originated some time ago with August Diehl. Dr. Klippert enlarged upon the financial and social advantages to accrue from such ownership and pointed out the success of the New York Consolidated Drug Company, which he said, had made great strides since buying its own building. The scheme would not be so very difficult of accomplishment and success was absolutely certain. Ex-Presidents Felix Hirsman and Charles F. Schlessner spoke in favor, and Otto P. Gilbert proposed Mr. Diehl as chairman of a committee to develop plans. Dr. Klippert appointed on the committee August Diehl, chairman; Henry F. Albert, Paul Arndt, H. Blomeier, George Bruns, Albert Koehler, Fred Linnig, Wm. Oetinger, George T. Reiffin, Paul Roenne, Fred Schaefer, Carl Schur, S. V. B. Swann, Fred Trau, Karl Wuppermann and all the officers of the society. This committee organized after the meeting.

Robert S. Lehman, treasurer for the approaching European tour, reported that the enterprise would be a success. Besides the many invitations extended to the tourists one had been recently received from The Bayer Co., Inc., Leverkusen, near Cologne, to tour through its plant and attend a banquet. He read other invitations extended by all the pharmaceutical societies of Berlin and Vienna. Invitations had been extended by many individuals, including Professors Thoms, of Berlin; Boehm, Leipsic; von Tappenier, Munich; Hofrat Moeller, Vienna; Tschirch, Berne; Henri Gautier, Paris. The editors of the pharmaceutical press of the several countries to be visited

also expressed deep interest in the tour and many institutions connected with pharmacy and medicine have assured the society of a hearty welcome.

S. V. B. Swann, chairman of the legislative committee, presented an extensive report, dwelling particularly upon the work of the Advisory Council of the Board of Health. He pointed out that the druggist-members were participants in all of the Council conferences, but were always in the minority when matters of pharmaceutical importance were voted upon. He said that the New York Pharmaceutical Conference would soon meet to suggest regulations which would place physicians under the same restrictions in dispensing remedies containing narcotics as are now placed upon pharmacists. Mr. Swann reminded the members that the workmen's compensation law went into effect July 1 and that a definite interpretation of the law would be made by insurance experts who at the time of this meeting were about to confer on the subject. For their own protection pharmacists should obtain a general liability policy at once.

Mr. Swann further reported that only two employees of pharmacists had been arrested for the illegal sale of narcotic remedies, which, according to the Sanitary Superintendent of the Advisory Council, was only one-tenth of 1 per cent. of the pharmacists of Greater New York, and showed that those who disobeyed the narcotic law were outside of the profession. The pharmaceutical conference will have cards printed showing the provisions of the Boylan bill and these will be distributed to all the pharmacists in the city.

Dr. Klippert enlightened the members upon the financing of the pharmaceutical conference. The conference consisted of delegates from 12 local organizations, only six of which have contributed to its expenses. Of these the G.A.S. had been in the lead and the Kings County Ph.S. second. The six non-contributors will not be permitted to vote unless they pay up and their right to send delegates will be withdrawn.

Otto P. Gilbert, chairman of the entertainment committee, again called attention to the society's annual outing. He reported the donation of a number of prizes for contests held on that occasion, among these being one copy of his "Principles of Pharmacy" donated by Professor H. V. Army, and one copy of the U.S. Dispensatory donated by the society.

Treasurer Robert S. Lehman reported that no objection had been raised by the members to the increase in the monthly dues made recently.

The next meeting will be held Oct. 1.

**Chicago Branch, A.Ph.A.**

The Chicago Branch of the American Pharmaceutical Association met for the last regular monthly meeting of the season at the University of Illinois School of Pharmacy building, with President J. H. Wells in the chair. Mr. Wells introduced L. A. Becker, who led the discussion of the evening on the topic "The Preparations of the New U.S.P." Mr. Becker made suggestions as to the improvement or correction of several formulas and tests. He criticised the tests for iron in "Aqua," stating that he found the "Heavy Metals Test" of the present pharmacopœia more efficient than the proposed test for metals and that the proposed test for iron should not read "immediately" but should have a time limit. Iron 1/100000 required one minute to develop a positive reaction, 1/500000 required 3½ to 5 minutes, solutions of 1/1000000 showed the color only in 7 to 10 minutes. He pointed out in connection with "Aqua Destillata Sterilisata" and "Liquor Sodii Chloridi Physiologicus" the necessity for extreme care in sterilization and recommended for the latter solution fractional sterilization, using the autoclave at 115° to 120° for 15 to 20 minutes on three successive days or boiling for one hour on three successive days. He stated that should the pharmacist become the purveyor of this preparation to the physician the directions as proposed for sterilization will lead to many a dispute, for where there is trouble from infection, where sterilized materials are employed, either instruments, dressings, suture materials, etc., or preparations, the physician almost invariably seeks to put the blame on any other cause, however far-fetched his reasoning, rather than to ascribe bad results to his possible faulty technique or poor judgment. For the pharmacist's protection against accusations of this nature, the process of sterilization should produce unquestionable results and the most thorough is none too safe.

Mr. Wm. Gray followed Mr. Becker with the following suggestions:

Liquor Cresol's Comp. Use *sapo mollis* and cresol equal parts. Dissolve, with heat. Tinct. Iod.: Use 40 cc. of water to the liter of tincture for insuring solution of the K.I. Tinct. Auranti Dulcis and Tinct. Limonis Cortex: Retain the present formula. More oil will be lost by grating. Tinctures in general: There should be some form of standardized concentrated preparation of the assayed drugs which could be diluted to form U.S.P. tinctures for the benefit of pharmacists who cannot stop to make such tinctures and assay the same as the Pharmacopoeia now demands. The present tincture of *myrica* is an example of what I mean. Otherwise the entire preparation of assayed tinctures is going into the hands of the pharmaceutical manufacturer. The plan proposed would allow considerable saving both in cost of container, menstruum and freight.

A communication was received from R. E. Rhode, who commented as follows:

Aromatic waters should be made with magnesia instead of talcum. Recently boiled water may lead to better preparations. Solution of magnesium citrate should be made by the cold process and with spirit of lemon instead of the oil. The proposed process is altogether too complicated for what is practically an extemporaneous preparation and furthermore a volatile oil should not be added to a hot liquid. He recommends the return to the use of the name *Tr. Saponis Mollis* or *Spir. Saponis Mollis* instead of *Linimentum Saponis Mollis*.

In the discussion of Mr. Gray's suggestion of "concentrate" for tincture making, Professor Clark opposed the idea, believing that a druggist using guaranteed assayed drugs should be educated to prepare U.S.P. tinctures from them.

Professor Day suggested that neighborhood druggists should club together and engage an expert to make the U.S.P. preparations in larger quantities and of standard quality for them.

Mr. Storer, in commenting on the preparation of green soap and comp. solution of cresol, stated that he prepared in 50-pound quantities with careful manipulation and not too close an adherence to the formula and then allowed it to age for three months. From this soap he prepared the cresol solution and allowed it to age some months before use. Both preparations were declared to be very satisfactory.

Secretary Gathercoal read a letter from Fred Meissner, of LaPorte, trustee of the Pharmacopoeia, who stated that the prospects for the new U.S.P. to be in print early this Fall were very good indeed.

#### Arkansas Association of Pharmacists.

At the 32d annual meeting of the Arkansas Association of Pharmacists at Little Rock, Pine Bluff was chosen for the 1915 meeting, and the following officers were chosen by the association and by the travelers:

*A.A. of P.*—President, Roy Chamberlain, Malvern; 1st vice-president, Brookes Latimer, De Queen; 2d vice-president, Sidney Beasley, Hot Springs; secretary-treasurer, Miss Mary A. Fein; Herman A. Durst, chairman of executive committee; for vacancy on State Board, J. A. Gibson, J. F. Dowdy and Roy Chamberlain.

*Pharmaceutical Travelers*—President, J. L. Bomar, Little Rock; 1st vice-president, L. F. Cappleman, Little Rock; 2d vice-president, G. L. Gideon, Little Rock; 3d vice-president, W. J. Conery, Little Rock; secretary-treasurer, F. V. Perry, Little Rock.

#### American Woman's Ph.A.

A regular meeting of the A.W.P.A. was held at the New York College of Pharmacy on May 11, when Dr. Diekman gave a very interesting talk on the progress of pharmacy. At the June meeting three new members were introduced. A committee of two was appointed to arrange for a social gathering at Woodmere in September, through the invitation of Mrs. Wisendanger. A committee of five was named to bid farewell to President Wisendanger and Miss Kramer when they sail for Europe on July 2, with the G.A.S. excursion. Miss Lillian Listerman and Mrs. Evelyn Baker Schwager were elected delegates to the N.Y.Ph.A. convention at Saratoga. Miss Listerman spoke on bichloride poisoning, and the meeting adjourned for refreshments at 10 p.m., it being the final session until Fall.

#### Cincinnati Branch, Ph.A.

The first annual meeting of the Cincinnati branch, A.Ph.A.,

was held at Lloyd's Library, and the reports indicated a highly successful year. The following officers were elected: President, E. H. Thiesing; 1st vice-president, F. W. Weissmann; 2d vice-president, J. F. Kutchbauch; treasurer, Julius Greyer; secretary, Chas. A. Apmeyer; executive committee, A. O. Zwick, C. T. P. Fennell, C. G. Merrell.

#### Delaware Pharmaceutical Society.

The annual meeting of the Delaware Pharmaceutical Society was held June 4 at the Hotel DuPont, Wilmington, with a large attendance. A luncheon and minstrel show followed the business session. The delegates endorsed the Stevens price-maintenance bill unanimously. Dr. A. W. Miller made a brief address in regard to the Procter memorial fund, and told interestingly of his studies at the Philadelphia College of Pharmacy under the late Professor Procter, who is known as the "father of American pharmacy." Members were urged to use their influence with Congress to secure a site and base for the statue in front of the Smithsonian Institute. The Delaware society has 280 active members, and its finances were reported to be in a good condition. Among the addresses was one by Dr. H. J. Watson, on "Drug Adulteration." The following officers were elected:

President, George W. Rhoades; vice-president, New Castle county, Miss Nora V. Brendle; vice-president, Kent county, Walter P. Keys; vice-president, Sussex county, W. H. Chambers; secretary, Walter A. Morgan; treasurer, W. A. Grant; board of directors, George W. Rhoades, Harry Ivins, Richard N. Saunders, T. H. Cappeau, W. R. Keys.

The association selected the following list of names from which Governor Miller will make an appointment to the State Board: W. H. Chambers, George W. Rhoades, R. M. Kauffman, Ernest A. Truitt and Joseph P. Williams.

#### Florida Ph.A.

A large number of Florida druggists with their wives and guests attended the annual meeting of the Florida Ph.A. which convened at Atlantic Beach June 10 with Dr. W. J. Maloy, of White Springs, the vice-president, in the chair, in the absence of President Leroy Cotter. Mayor Thornton, of Ormond, welcomed the druggists, to which M. M. Tyler, of Tampa, replied. The entertainment in connection with the convention was under the direction of the Travelers' Auxiliary and consisted of an excursion from Mayport to Jacksonville, where automobiles conveyed the visitors to the ostrich farm, and later to an entertainment at the Board of Trade.

The following officers were elected: President, M. M. Taylor, Tampa; 1st vice-president, W. J. Maloy, White Springs; 2d vice-president, E. M. Norton, Jacksonville; 3d vice-president, F. D. Bryan, Lakeland; secretary, J. H. Horton, Palatka; treasurer, W. M. Johnson, Gainesville; executive committee, Wm. D. Jones, Jacksonville; Macon Thornton, Ormond; D. W. Ramsaur, Palatka. Mr. Ramsaur was also recommended for appointment to the State Board.

#### Georgia Ph.A.

The Georgia Pharmaceutical Association held its annual two days' convention at Indian Springs, with an attendance of 70 delegates. W. A. Pigman, of Savannah, was elected president, and S. E. Payne, of Macon, vice-president. A traveling men's auxiliary was organized and will meet with the association next year at Tybee island.

#### Illinois Pharmaceutical Association.

With the slogan of "A week-end at Fox Lake," the Illinois Pharmaceutical Association assembled June 11, 12 and 13 and had a very successful convention. For the first time in many years the association had selected a Summer resort for the place of meeting, and that the experiment was a success was the expression of practically all the 300 or more druggists and travelers who attended.

The entertainment was cared for entirely by members of the Illinois Pharmaceutical Travelers' Association. The usual opening addresses were dispensed with. The association got down to business at the very first session and listened to an excellent address by President Ralph E. Dorland. President Dorland is but 34 years old, but has had wide experience in association work and his presidential address as well as the skilful manner in which he handled the convention were widely commented upon. He especially urged the druggists to get into politics to make themselves felt as a political factor to the end

that the interests of pharmacy might be conserved in both State and National legislation. He urged the formation of local organizations and the cordial support of the two great National associations—the A.Ph.A. and the N.A.R.D. He made a strong plea for a wider co-operation among all pharmacists, especially in view of the need for anti-narcotic legislation and the powerful opposition that had developed. He urged that the Illinois Pharmaceutical Association be made an all-year-round organization and that its activities be not limited to the few days of the annual convention and the semi-annual session of the executive committee. He recommended the maintenance of permanent headquarters and the employment of an organizer to recruit the membership and interest the druggists in the work of the association. President Dorland's address was referred to a committee consisting of W. S. Denton, O. C. Nussle and Jas. H. Wells.

The report of the secretary, W. B. Day, included the presentation of 133 new members who were elected. This is the largest accession of members in many years.

Treasurer Garver's report showed an income for the year of \$1765.68 and expenditures of \$1914.39. There was \$600.00 in the permanent fund and \$1260.63 in the general fund at the close of the fiscal year, May 31, 1914.

Chairman Byron Armstrong, of the committee on trade interests, strongly endorsed legislation aimed at the establishment of a system of one-price-to-all on trade-marked and branded goods. The committee also discussed the ruling of the Internal Revenue Department on the addition of medicinal substances in small amounts to alcoholic liquids and advised all druggists to steer clear of the "booze patents," also exceeding care in the sale of alcoholic medicines in local option territories. The resolutions were adopted.

Chairman Charles Brunstrom presented the report of the legislative committee which dealt with the clerk question, advocating the extension of the authority granted the registered assistant in taking charge of a drug store during the temporary absence of the registered man which authority is now given for short periods only. It was suggested that the registered assistant pharmacist should be authorized to take charge of the store in emergencies even for a week or so. The committee further recommended that at the coming session of the Legislature the energies of the association be centered on the passage of a strong anti-narcotic measure.

President F. T. Provost presented an unusually complete report of the operations of the Board of Pharmacy for the past year. He advocated the inclusion in the pharmacy law of a section forbidding the sale of opium, morphine and heroin or chloral hydrate or their derivatives excepting upon prescription and with the usual exemptions of wholesalers, physicians, dentists and veterinarians, also the labeling of proprietary or patent medicines containing these substances. He also recommended the strengthening of the cocaine section of the present pharmacy law so as to make it unlawful for any layman to have in his possession at any time cocaine or its derivatives unless obtained by means of a prescription. A fourth recommendation was to require the labeling of poisonous insecticides such as Paris green and lead arsenate, these to bear the word poison in prominent type and the names of two readily obtainable antidotes with directions for their administration. A fifth recommendation would provide a penalty for any person who falsely represents himself to be an apprentice, assistant pharmacist or registered pharmacist.

Secretary Potts, of the N.A.R.D., made a stirring address and offered resolutions regarding the unfair practice of cutting prices on standard goods, commending the Stevens bill and pledging the earnest support of this association. These resolutions were unanimously adopted.

Other reports were made as follows: For the committee on propaganda, Lee M. Pedigo, chairman; for the committee on Druggists' Home, George W. Sobrbeck, chairman.

Resolutions were adopted endorsing the National Association of Retail Druggists and continuing affiliation with that association.

Awards of prizes for essays were made as follows: First prize, J. A. Mahaffy, "The Advertising Value of Your Window"; 2d prize to H. N. Bruun, "Advertising Schemes."

The secretary read the result of the vote taken by the registered pharmacists of the State for nomination for the Board of Pharmacy and Advisory Board. The following nominees were selected for presentation to the Governor for his consideration in appointing a member to fill the next vacancy on the Board

of Pharmacy: J. B. Michels, El Paso; Robert Clarkson, Springfield; Lee M. Pedigo, Chicago. To the president of the University of Illinois for appointment of a member of the Advisory Board to fill the next vacancy, the following were selected: Jos. F. Shreve, Jacksonville; J. C. Wheatcroft, Grayville; Joseph Hottinger, Chicago.

Officers for the ensuing year were elected as follows:

President, W. F. Baum, Danville; vice-president, Julius Riemenschneider, Chicago; W. S. Denton, Beardstown; Byron Armstrong, Jacksonville; secretary, W. B. Day, Chicago; treasurer, Christian Garver, Bloomington.

It was decided to hold the next meeting during the third week in June at a place to be determined by the executive committee.

#### Iowa Ph.A.

The Iowa Pharmaceutical Association held a record-breaking convention at Burlington, beginning June 9, with more than 500 delegates registered the first day of the session, the 35th annual "getting-together" of Iowa druggists. This 500, however, was only about a third of those in attendance as between 1400 and 1500 delegates, friends and guests were in Burlington for the festivities. In his address President George Miller, of Marion, urged the appointment of a State Pharmacy Board of drug inspector and strongly advocated the passage of the Stevens' price-protection bill. Resolutions to this effect were passed. President Miller announced the following advisory board, one member from each Congressional district:

First, J. H. Axt, Fort Madison; 2d, Milo J. John, Clinton; 3d, C. A. Evans, Independence; 4th, A. C. Wilson, Oelwein; 5th, A. S. Gibbons, Anamosa; 6th, E. F. Hafner, Sigourney; 7th, E. Kenney, Indianola; 8th, George Jay, Shenandoah; 9th, C. A. Harlan, Harlan; 10th, W. W. Haire, Fort Dodge; 11th, J. A. Todd, Sioux City.

This advisory board is a new departure in organized drug-dom, its object being the consideration of leading questions of interest to druggists and reports to the members of the association as occasion requires. The first duty of the board this year was the nomination of officers of the association for the following term.

The big event of the first day was an entertainment in the coliseum at Crapo Park—"some show" was the general verdict. A "Dutch lunch," music, wrestling matches, etc., were features.

Ball games, an athletic meet with scores of prizes, band concerts by two bands, dances, banquet and amusement features galore kept the drug men and their guests interested and busy when the business sessions had adjourned.

The following officers were elected for the ensuing year, during the steamboat excursion to Keokuk on a big steamer:

President, A. J. Kilmer, Mason City; 1st vice-president, Joseph R. Sutter, Burlington; 2d vice-president, Arthur Kiedaisch, Keokuk; 3d vice-president, Milo J. John, Clinton; secretary, Al Falkenhainer, Algona; treasurer, J. M. Lindley, Winfield; executive committee, J. D. Royer, Cedar Rapids; H. S. Keabets, Pella; J. A. Todd, Sioux City.

Following are the new officers of the Iowa Pharmaceutical Travelers' Association: M. H. Wick, president, Des Moines; W. J. Schneider, 1st vice-president, St. Paul; W. C. Wright, 2d vice-president, Cedar Falls; J. B. Vincent, 3d vice-president, Oskaloosa; J. R. Cochran, secretary-treasurer, Des Moines. The following were elected to serve on the Council:

W. G. Haupt, chairman, Des Moines; R. E. Kilbourne, Edgar Hurford, Minneapolis; W. T. Curwen, Chicago; H. N. McCann, Elkhart, Ind.

Three insurance directors were elected: W. W. Haire, of Ft. Dodge; George M. Pedersen, of Storm Lake, and E. E. Conner, of Algona.

#### Kansas Ph.A.

The annual meeting of the Kansas Pharmaceutical Association was held at Hutchinson, and there was a large attendance for a town situated so far from the larger cities and more densely populated Eastern part of the State.

The association went into executive session during the reading of President Reed's address, which was full of timely matter for the needs of the druggists of the day.

Secretary Von Riesen's report showed that he had had a hard year of work and that much was accomplished, not only for the upbuilding of the association but also in lightening the burden of the druggists in the United States by having been successful in getting a number of manufacturers to reduce

their prices to the 2, 4 and 8 standard of the N. A. R. D. Seventy-nine members were added to the roll, and this brings the total to about 650.

The association at Lawrence a year ago ordered that the secretary be instructed to take a vote by mail on the following questions:

Shall the K. Ph. A. reaffiliate with the N. A. R. D.?

Shall the K. Ph. A. amend its by-laws so that members of the State Board of Pharmacy shall not be eligible to serve more than two successive terms?

The vote stood overwhelmingly in favor of both questions, and the association amended its by-laws to conform with the result of the vote.

Speakers before the association were National Secretary Thos. H. Potts, J. B. Wood, of Parke, Davis & Co.; R. E. Bell, of Frederick Stearns & Co., and Jas. M. Love, M. D.

It was the misfortune of Mr. Potts, while in Hutchinson, to contract a very severe case of biliousness combined with vertigo, which not only prevented him from attending several sessions of the convention but also debarred him from the banquet at the Bissante Hotel where he was to have made an address.

J. B. Wood read a paper on "Biological Products" and R. E. Bell read a paper on "Co-operation and Kindred Ideas."

A memorial meeting was held in commemoration of Charles L. Becker, deceased. Mr. Becker served for many years as an officer of the Kansas State Board of Pharmacy, and was well and favorably known by the various members of State associations as well as National. Many druggists eulogized Mr. Becker.

The newly elected officers are: President, Walter J. Bangs, Madison; 1st vice-president, J. W. Giesburg, Kansas City; 2d vice-president, E. E. Bloom, Hutchinson; secretary, D. v. Riesen, Marysville; treasurer, John Schmitter, Gypsum City.

The Kansas Pharmaceutical Travelers' Association resolved at their last meeting in Lawrence to be the entertainers or hosts of the guests at the meeting in the future and they certainly did some entertaining! In fact, the banquet at the Bissante, one of the favorably known hostelries of the Harvey system, was one to be remembered. Plates to the number of 300 were laid. Claud Coon, who had been chosen as toastmaster, had to be unavoidably absent, so H. S. Lynn was substituted, and as he is an ex-drug representative, he felt perfectly at home.

The ladies were charmingly entertained with a musicale and informal reception at the residence of Mrs. E. E. Bloom, with a general reception and dance at the Elks Club. Mrs. O. E. Wherrett, of Atchison, was elected president, and Mrs. N. C. Edelblute, of Topeka, as secretary.

The next meeting will be held at Wichita, May 11, 12 and 13, 1915.

#### Louisiana Ph.A.

Whether or not it was because for the first time in the history of the association the annual convention of the Louisiana Ph.A. was held outside of New Orleans, the recently concluded meeting of that organization at Shreveport was one of the most interesting and most successful of any yet held. About 90 new members were added, and the following officers were elected:

President, John Gill Wafer, Homer; 1st vice-president, Fred Earhardt, New Orleans; 2d vice-president, Eugene Daste, New Orleans; recording secretary, George W. McDuff, New Orleans; corresponding secretary, M. Castreix, New Orleans; treasurer, Dr. George S. Brown, New Orleans; executive committee, Peter Rupp, E. H. Walsdorf, Joseph T. Walker, Gus Seemann, M. Stolzenhaller, New Orleans; delegates to the A. Ph. A., J. W. Peyton, W. G. Hudson, Hamilton Monroe and Paul Eckles.

The convention favored: 76 hours per week on a two weeks' basis for pharmacists and clerks; a registration fee of \$15 instead of \$8; the rigid enforcement of the anti-narcotic laws, with the appointment of an advisory council of five to confer with the board of health; the appointment of an inspector of drugs to be appointed by the State Board of Health from five names to be presented by the association—inspector to be at least 30 years of age and to have had at least five years' experience as a registered pharmacist; the enforcement of the law requiring that every applicant for registration shall have been duly registered as an apprentice at the time of his entrance into business; an increase of the secretary's salary by \$50.

#### Maine Ph.A.

As we go to press the annual convention of the Maine Pharmaceutical Association is being held in Bangor, on June 30, July 1, 2, the entertainment being under the direction of a committee made up of Charles H. Davis, Bangor; C. M. Brown, Bangor; W. C. Mutt, Old Town; C. E. Walmsley, Bangor. The first business session includes an address by Mayor Utterback, automobile trips, open air entertainments, a day at Penobscot Park, Stockton, with shore dinner and ball game; a grand ball and distribution of prizes are among the features scheduled.

#### Michigan Ph.A.

The 34th annual convention of the Wisconsin Ph.A. was held at Delavan Lake, June 16, 17, 18 and 19, and was one of the most successful gatherings in the history of the organization. The annual entertainment by the Wisconsin Pharmaceutical Travelers' Association included many new and novel features. The first session was devoted to reports of officers and committees, appointment of committees and new business. President Louis H. Kressin, of Milwaukee, delivered his annual address. The welcome of the travelers' organization was offered by President Julius Kauders. The Ladies' Auxiliary announcement was made by Mrs. William Thomson, president. George Weigle presented the legislative committee report; George H. Kesten reported on the school of pharmacy, while E. E. Williams presented the report of the U. S. P. committee. In the evening the traveling men's annual entertainment was given, followed by dancing.

Interesting reports were presented Wednesday morning as follows: E. B. Heimstreet, committee on trade interests; committee on adulteration, Prof. R. Fisher; committee on national legislation, S. A. Eckstein; historical committee, Prof. E. Kremers; committee on propaganda, E. G. Racuber; druggists' national home at Palmyra, Wis., George H. Kesten and E. B. Heimstreet. Another band concert and a reception and card party for the ladies in the hotel parlors were held Wednesday forenoon. The annual baseball game between the druggists and the travelers took place in the afternoon. A musical entertainment, followed by dancing was the attraction on Wednesday evening.

E. B. Heimstreet and William Kaiser reported on the fire insurance proposition Thursday morning, after which the annual election of officers, directors and State Board members took place. The annual business meetings of the Travelers' organization and the Ladies' Auxiliary were held Thursday. Another band concert and the annual athletic contest took up all of Thursday afternoon, while in the evening the Ladies' Auxiliary gave an annual entertainment, followed by dancing.

The installation of the new officers took place on Friday morning of the last day. More band music and another round of athletic contests consumed the afternoon and brought to a close the four-day session.

#### Mississippi Ph.A.

The two days' annual session of the Mississippi Ph.A. was held at Jackson, and that city was again chosen as the meeting-place for 1915, on the second Tuesday in June. The officers elected were: President, J. Clyde McGee, Jackson; 1st vice-president, J. B. Atkinson, Water Valley; 2d vice-president, W. H. Hardy, Kosciusko; secretary-treasurer, Miss Flora Scarborough, Laurel; executive committee, George L. Moore, Hunter M. Todd and E. H. Bradshaw, all of Jackson. A meeting of the alumni of pharmaceutical department of the University of Mississippi was held at which an alumni association was formed with the following officers: President, Leslie P. Johnson, Levington; vice-president, R. Hills, Leakesville; secretary, F. G. Mann, Yazoo City.

#### Missouri Ph.A.

The Missouri Pharmaceutical Association met in 36th annual convention June 16, for a session running through to the 19th, inclusive, at Pertle Springs, a resort at Warrensburg. The Missouri Pharmaceutical Travelers' Association held its 23d annual convention at the same place on June 18.

Francis Hemm, St. Louis, was chairman of the committee on papers and queries, and others on the committee were F. W. Sultan, St. Louis; Louis Lieberstein, St. Louis; J. M. Love, Kansas City; F. W. Robinson, Warrensburg. Following were chairmen of committees: Deceased members, F. R. Dimmitt; drug adulterations, M. M. Whitney, Kansas City; exhibits,

J. E. Koppenbrink, Higginsville; legislation, F. H. Fricke, St. Louis; National Formulary, O. J. Cloughly, St. Louis; membership and attendance, W. C. Bender, St. Joseph; trade interests, J. A. Kinder, Cape Girardeau; transportation; J. George Wirtham, Kansas City; U.S. Pharmacopoeia, William Mittelbach, Boonville; auxiliary committee on legislation, C. J. Walker, Hannibal; welcome, Dr. Otto F. Claus, St. Louis; candidates for board of pharmacy, D. V. Whitney, Kansas City; pharmaceutical assay processes, F. H. Fricke, St. Louis; conference committee on entertainment, Francis Hemm, St. Louis.

Response to the welcome by Mayor Mayes, of Warrensburg, was by A. W. Pauley for the Missouri Pharmaceutical Association. There was a reception of delegates from the American Pharmaceutical Association, National Association of Retail Druggists and other organizations. President E. G. Schroers' address was followed by Dr. H. M. Whelpley's report as permanent secretary. L. A. Seitz was chairman of the entertainment committee of the Missouri Pharmaceutical Association, and Mrs. H. M. Whelpley was chairlady of the ladies' entertainment committee. W. F. Kahre was chairman of the Pharmaceutical Travelers' entertainment committee. The leader of the band as usual was "Prof." Charles J. Wagner.

A feature of the Travelers' entertainment was the grand opening of Locatell's barber shop. The druggists and travelers paraded. There was a baseball "scramble," a potato race, a football kick, an egg and spoon race. A musical entertainment was given in the auditorium.

#### Montana Ph.A.

The Montana Pharmaceutical Association will hold its annual meeting in Kalispell, Mont., on July 17 and 18. The railroads have granted a fare of one and one-third for the return trip from all points in Montana. This promises to be the most successful meeting ever held by the association. For a number of years the association has been small in numbers, and at the last annual meeting there was a membership of but 50. There are 217 drug stores in Montana and more than 90 per cent. belong to the association at the present time, a large increase in membership which has resulted from the activity of State Secretary Ridell and from the efforts of druggists in Kalispell. The local committee has prepared a very interesting programme including an excursion across Flathead Lake. Kalispell is only 30 miles from Glacier National Park, and the visitors will be permitted stop-overs at either Belton or Glacier Park Station for the purpose of visiting the park. Kalispell is well provided with hotels, and all prospective visitors who desire to reserve rooms in advance may do so by sending a request to the effect to the secretary of Kalispell Chamber of Commerce.

#### North Carolina Ph.A.

The 35th annual convention of the North Carolina Ph.A. was held at Hendersonville, June 17-19. The guest of honor was Dr. James H. Beal, secretary of the A.Ph.A., who spoke on the 17th.

#### Ohio Ph.A.

The 36th annual convention of the Ohio Ph.A. will be held at Cedar Point, on Lake Erie, July 7-10 "without a dull moment in the programme." The entertainment features are in the hands of the Travelers' Auxiliary, and all the business sessions will be brief and to the point. The Council promises to remove all the dull spots, and only allow the interesting things to come before the delegates. The special addresses will be made by Dr. W. A. T. Andrews, of New York; the Hon. S. E. Strode, of the Agricultural Commission; Prof. J. G. Haleplaeus, Fred B. Atchison and Charles Barker. The entertainment programme contains almost every conceivable form of recreation, both social and athletic. Special rates have been made at the Hotel Breakers.

#### Pennsylvania Ph.A.

As we go to press, the 37th annual meeting of the Pennsylvania Pharmaceutical Association is being held at Buena Vista Spring, Franklin county. A feature of the session is the large number of new members to be received as the result of a systematic campaign in every county of the State. Pittsburgh and Philadelphia assigned local committees for the work, the members of which in automobiles called on every druggist not a member with excellent results. More than 100 applications for membership had been acted upon by June 1.

Among the business before the convention was the preparation of legislation pertaining to the practice of pharmacy in the State, the proposed bills to be presented at the Fall session of the Legislature. President Richard H. Lackey presided, and in addition to the reports of Secretary Edgar F. Heffner, Treasurer Francis H. E. Gleim, and the executive committee through Chairman Howard J. Siegfried, the following committees were heard from:

Delegates to the N.W.D.A., C. M. Kline, chairman; delegates to the A.Ph.A., Louis Emanuel, chairman, Procter Memorial Fund, Louis Saalbach, chairman; membership, Wm. H. Kuoepfel, chairman; botany, A. W. Miller, chairman; papers and queries, F. J. Blumenschein, chairman; patents and trade-marks, F. E. Stewart, chairman; trade interests, B. E. Pritchard, chairman; drug market, Chas. E. Vanderkleed; U.S.P. and N.F. propaganda, W. L. Cliffe, chairman; legislation, J. C. Wallace, chairman; next meeting, H. C. Byers, chairman.

A lecture on "Bacterial Vaccines and Serums," by Dr. A. Parker Hitchens, and addresses by the Hon. John W. Hoke, Chambersburg, Pa., and President Edward T. Hahn, of the Traveling Men's Auxiliary, were features.

On the entertainment programme were the president's reception with a dance and refreshments, a ladies' card party, athletic sports and family dinner, a circus parade and a society circus.

#### Oklahoma Ph.A.

The Oklahoma Ph.A. at the annual convention at Enid adopted a resolution in favor of eliminating the wagon patent-medicine vendor, house-to-house peddlers and street fakirs dealing in drugs. Tulsa was chosen for the next year's meeting-place, and the following officers were elected: President, W. S. Younkman, Tulsa; vice-president, W. L. Kasl, Perry; secretary-treasurer, A. W. Woodmancey, Oklahoma City.

#### San Francisco Branch, A.Ph.A.

Early in May the San Francisco Branch of the A.Ph.A. was organized with the following officers: President, Albert Schneider; 1st vice-president, Mrs. R. E. White; 2d vice-president, Arthur Reum; secretary-treasurer, Miss Clarissa M. Roebr. Dr. Albert Schneider was elected a member of the Council of the A.Ph.A. to serve three years, and Dr. Josephine Barbat-Winslow, Dr. John Zieg and Joseph Lengfeld were named delegates to the annual convention of the California Ph.A. A constitution and by-laws were adopted. The June meeting was held on the second Tuesday.

#### Vermont Ph.A.

Secretary W. E. Terrill, of the Vermont State Ph.A., has sent out notices of the annual meeting of that body at Burlington, July 7, 8, 9, with headquarters at the Hotel Vermont. Prof. Joseph P. Remington, of Philadelphia, is to address the delegates on the second day of the meeting. The steamer Chateaugay has been chartered and the annual "boat ride" will be the principal feature of the entertainment programme.

#### Atlanta Woman Pharmacist Club Organized.

After a series of informal meetings, the Atlanta Woman Pharmacist Club met formally in the library of the Southern College of Pharmacy to elect permanent officers and establish certain necessary rules. Dr. R. C. Hood, dean of the college, acted as temporary chairman. The officers elected were: Miss Margaret Kimmel, president; Mrs. G. E. Matthews, secretary, and Miss Bertha Davis, treasurer. It was suggested by Miss Bowie and approved by those present, that the club retain the title "Atlanta Woman Pharmacist Club." The purpose of the club is to aid its members in keeping in touch with the advances of the pharmaceutical profession, to uplift woman's position in the pharmaceutical world, and to meet socially for the entertainment of its members and guests. Miss Bowie read an interesting article on "Woman in Pharmacy," and it was decided that at each meeting the members would read papers, tell of the interesting things met with in their work, and make suggestions for the good of the club and its members. Each member will be assessed with an initiation fee of 25 cents and regular dues of 20 cents per month, and the regular meetings be held the third Friday of each month. After the business meeting Miss Kimmel served delicious sandwiches.

## JOHN C. GALLAGHER HEADS N.J. P.H.A.

## Discussions on Live Subjects and Reading of Good Papers Mark Meeting—Stevens Bill Approved.

John C. Gallagher, of Jersey City, was elected president of the New Jersey State P.H.A. at its 44th annual meeting at Lakewood, Jan. 16 to 19. G. M. Hays Deemer, Atlantic City, was elected 1st vice-president; Franck C. Stutzlen, Elizabeth, secretary, and James C. Field, Plainfield, treasurer. The newly elected executive committee consists of Charles J. McCloskey, Jersey City; Alexander Dubell, Mount Holly; Leon A. Taylor, Lakewood; G. M. Hays Deemer, chairman; legislative committee, Stephen D. Woolley, Ocean Grove; George M. Beringer, Camden; Isaac J. Keuper, Trenton; David Strauss, Newark; Thomas S. Armstrong, Plainfield.

In his annual report, President Charles W. Holzhauser, of Newark, asserted that the past year had been either average or slightly under average for business. "The drug business in the big cities is becoming more and more commercial." The druggist can't live on ethics; he must turn his attention to side-lines. He must meet conditions by giving heed to commercial features—he must study merchandising. Mr. Holzhauser pointed out the importance of window displays to the modern drug store. Speaking on legislation, he observed that only one State, Maryland, had passed a bichloride tablet law as a result of the recent agitation. The abolition of the old guaranty fund would cause trouble where the retailer ships out of his State. He recommended: That the legislative committee continue its efforts to get a new pharmacy law enacted; an increase in the annual dues; that a committee investigate the subject of establishing life membership in the association.

The report of the legislative committee was presented by Stephen D. Woolley, who stated that the committee had followed instructions but had failed to get results. The bichloride tablet bill had been opposed by the majority of the committee because they thought more reasonable legislation than that provided for could be obtained. The anti-narcotic measures were favored but went to "the legislative graveyard." The pharmacy act bill passed the Assembly, then went into the hands of an unfavorable Senate committee and "never got out." Small storekeepers were in part to blame for its being killed. The committee believed the association should be reincorporated under the State corporation law of 1908. This action was advised despite the Secretary of State's assurance that the association's corporation rights have not been impaired.

Secretary Stutzlen reported that 1000 copies of the proceedings had been published. No copies had been sent to delinquent members. The total membership is 905, 65 new members having been taken in at this meeting. Disbursements had amounted to \$1,037.12. Treasurer Field reported a balance on hand of \$499.86. Many members are far in arrears and a large sum is out in back dues. The subject of delinquent members was referred to the executive committee.

Secretary Jorden, of the State Board of Pharmacy presented an extensive report touching in detail upon each case prosecuted since the last meeting. A large number of pharmacists had neglected to renew their registration. Mr. Strauss had been appointed by the Governor for a full term on the board. There are now 2976 registered pharmacists in the State in good standing. Treasurer L. W. Brown, of the board, reported total receipts amounting to \$4498 and a balance on hand of \$219.

The association endorsed the Stevens bill almost unanimously.

George M. Beringer, Jr., had arranged his usual splendid programme of papers, some of which will be published in later issues of the ERA.

By resolution, the association decided that the matter of reincorporation be referred to the incoming legislative committee to draw up new articles in proper legal form and submit same at next meeting, all members present on that occasion to append their signatures thereto. By approving the application for membership submitted by a registered assistant the members went on record as interpreting the constitution to the effect that registered assistants are eligible for membership. The membership of non-practicing pharmacists upon the State board was referred to the board to obtain an opinion of the Attorney-General of the State.

## Commencement at Philadelphia College of Pharmacy.

The 93d commencement week exercises of the Philadelphia

College of Pharmacy began with the Baccalaureate services at the Church of St. Luke and the Epiphany, June 14. The sermon was delivered by the Rev. David H. Steele. On Monday evening the professors' annual banquet to the graduating class was held in the college auditorium. At the annual election of the Alumni Association Tuesday afternoon the following officers were elected: President, Dr. Alfred Heineberg, '99; 1st vice-president, Warren H. Poley, '75; 2d vice-president, William A. Carpenter, '91; recording secretary, Joseph W. England, '83; treasurer, C. Carroll Meyer, '73; corresponding secretary, Jacob M. Baer, '87; board of directors (to serve for three years), J. F. Strawinski, '98; Mitchell Bernstein, '09; P. Samuel Stout, '99; Elmer H. Hessler, '12. In the evening the 80th annual reception to the graduating class was held in the college auditorium.

The 50th annual Alumni reunion and dinner was held at the Hotel Walton on Wednesday evening. Forty-four different classes were represented by a total of nearly 300 alumni. Joseph L. Lemberger, of the class of 1854, was the oldest graduate present. Toastmaster Prof. Joseph P. Remington spoke briefly on the work and loyalty of the Alumni Association, after which the following toasts were responded to: "The Class of 1914," by Elwyn J. Wheeler, class president; "Philadelphia as an Educational Center," by Edward J. Cattell, Statistician of the City of Philadelphia; "The 50th Anniversary of the Alumni Association," by Howard B. French, president of the College; "The Pennsylvania Alumni Scholarship," by Warren H. Poley, vice-president of the Alumni Association; "The P.C.P. Centennial Fund," by Prof. Henry Kraemer; "The 4's and 9's," by representatives of the various classes. The completion of the Pennsylvania Alumni Scholarship Fund was announced and a total of \$5000 was reported to have been subscribed to the P.C.P. Centennial Fund. The class of 1889 boasted of being the first class to finish their class fund for the Centennial Fund, but the class of 1914 announced the completion of their fund before the evening had passed.

The 93d annual commencement took place in the American Academy of Music on Thursday evening.

## The Advertising Men's Convention.

The news value of advertising was illustrated in an exceptional manner at Toronto during the recent convention of the advertising men there. Securing the co-operation of the Toronto newspapers they in turn enlisted the support of all the merchants' associations and, in addition, circularized every retailer, big and little. As a result, thousands of stores, great and small, made window displays during convention week of nationally advertised goods. Every kind of merchandise from pins to pianos was included, and the result was the largest concerted display of advertised goods ever made at one time. It was a great object lesson to retailers and to advertising men in showing what can be done to get the retail stores in line with an advertising campaign. The fight against fakers was one of the features of the convention, the standpoint of association members being illustrated by the statement of Frank L. Blanchard, of New York, in a lay sermon on Sunday: "We are endeavoring to drive from the temple of advertising the liars, the swindlers, the fakers and those who seek to blast the lives of the innocent."

## A Pharmaceutical Wedding.

At the Hotel Savoy, June 20, Miss Clementine Sedana Klippert, daughter of Dr. Charles F. Klippert, president of the German Apothecaries' Society, was married to Karl Wippermann, a prominent pharmacist of Brooklyn. As bridesmaids were Miss Charlotte Hattermann, cousin of the bride; Miss Frances Seifert, daughter of the well-known pharmacist, L. F. W. Seifert, and Miss Claire Kantrowitz, daughter of the secretary of the G.A.S. The best man was August Diehl, also a well-known pharmacist of Brooklyn, and president of the New York Consolidated Drug Co. The matron of honor was Mrs. Alfred Koester. The G.A.S., Thursday Bowling Club and Jolly Theater Party were well represented. George T. Riefflin officiated as toastmaster and read many felicitous messages from friends in this country and Europe. About 75 guests, relatives and intimate friends were present.

The Springfield (Ill.) R.D.A. gave a dinner dance at Lincoln Inn recently with 30 couples present. J. R. Phillips, president of the association, was the toastmaster.



## SCHOOLS AND COLLEGES

### Medico-Chirurgical Department of Pharmacy.

The Medico-Chirurgical College of Philadelphia, including the departments of pharmacy and chemistry, held its annual commencement in the Academy of Music June 5 at 12 o'clock. The address was delivered by John Grier Hibben, LL.D., president of Princeton University. Prof. James M. Anders, senior member of the faculty of medicine, conferred the degrees. In the department of pharmacy 40 received the degree of Graduate in Pharmacy, 12 the degree of Pharmaceutical Chemist, two the degree of Doctor of Pharmacy in course. The honorary degree of Doctor of Pharmacy was conferred upon Joseph L. Lemberger, ex-president of the American Pharmaceutical Association. Prizes were awarded as follows:

The gold medal for the highest general average at the final examinations in the senior pharmacy class was awarded to William D. Hall, of Philadelphia, with honorable mention of Donald J. Brown, of Hazleton, and Samuel L. Furman.

The gold medal for the highest general average at the final examinations of the graduating class in chemistry was awarded to Harold L. Parmelee, of Middletown, Conn.

The Alumni Association gold medal for the highest average obtained at the alumni examination in practical pharmacy to William N. Baker, of Lewisburg. The second prize, a life membership in the Alumni Association, was awarded to Reginald Scheets, of Pottstown, with honorable mention of William D. Hall, of Philadelphia; Samuel L. Furman, of Philadelphia; Dell W. Youngken, of Philadelphia; Robert L. Bellenghi, of Philadelphia, and Donald J. Brown, of Hazleton.

The New York Alumni prize, consisting of first year's membership in the American Pharmaceutical Association, and contributed by Messrs. Maines and Gardner, was awarded to Gilbert C. Bacon, of Cuba.

The gold medal for the highest average in the examinations for advanced standing at the end of the junior course was awarded to Basil Mott, of Bellefonte, with honorable mention of Harry Angstadt, of Reading; J. Milton Groff, of Elizabethtown, and Isaac Bloomfield, of Philadelphia.

The prize consisting of one year's membership in the American Pharmaceutical Association offered to the member of the senior pharmacy class making the most satisfactory average in pharmacy laboratory work was awarded to Dell W. Youngken, of Philadelphia, with honorable mention of Joseph S. Hagenbuch, of Mahanoy City; William D. Hall, of Philadelphia, and Edward Schafer, of New Haven.

The prize consisting of one year's membership in the American Chemical Society offered to the member of the graduating class in chemistry for the highest general average in pharmaceutical chemistry was awarded to Harold L. Parmelee, of Middletown, Conn.

On the evening of June 4 the annual banquet of the General Alumni was held at the Hotel Adelphia. There were about 300 in attendance. The chief address was made by the Hon. Rudolph Blankenburg, Mayor of Philadelphia. The toast "Pharmacists" was responded to by Dr. O. W. Osterlund, the newly appointed member of the Pennsylvania Pharmaceutical Examining Board.

### Cincinnati College of Pharmacy.

The 42d annual commencement exercises of the Cincinnati College of Pharmacy were held on June 4 at the Grand Hotel when a class of 30 were given the degree of Ph.B., and a class of two the degree Ph.C. The programme included an address on behalf of the college by Fred W. Weissman, Ph.G., Ph.D., president of the Cincinnati Section of the American Chemical Society; an address on behalf of the faculty by Chas. A. Apmeyer, Ph.G.; and address and the conferring of the degrees by President John C. Otis, Ph.G., M.D., and prayer and benediction by the Rev. David H. Jemison. The annual meeting of the Alumni Association was held at the college building on June 2, with an illustrated lecture on "Erllich's 606" by Dr. A. O. Zwick, and the annual address of the president, Chas. F. Harding, Ph.B., Ph.C. At the annual college banquet Charles T. P. Fennel, Ph.G., Ph.D., was the toastmaster, and the following toasts were answered: Medicine, A. C. Bachmeyer, M.D.; Legal Profession, Judge Wm. D. Alexander; Pharmacy, Prof. John Uri Lloyd; Opportunities,

Chas. F. Harding; the Press, the Hon. Scott Small; Our Alumni, Clyde Wright Hill, Ph.B.

Prizes were awarded for excellent work as follows: General chemistry, given by Dr. Fennel, Donald H. Weiteki; practical chemistry, given by Prof. Apmeyer, Otto Durand; practical pharmacy, given by Dr. Fennel, Clyde W. Hill; pharmacy, given by Prof. Harding, James F. Dyer; physiology pharmacy, given by Prof. Lamb, Frank L. Murphy; materia medica, given by Prof. Griess, Charles Krechmer; microscopy, given by the College of Pharmacy, Lake A. Wright; alumni prize, given by the alumni, Fred L. Weik; college medal, August L. Stern, Jr.

### Medical College of Virginia.

The School of Pharmacy, Medical College of Virginia, at Richmond, has just completed its 21st session, the year having been the most successful in the history of the school. Seventy-two students were enrolled, and the graduating class numbered 25. The faculty for next year will be: Albert Bolenbaugh, B.S. in Phar., professor of pharmacy; W. F. Rudd, Ph.G., M.A., professor of chemistry; E. C. L. Miller, M.D., professor of bacteriology; Chas. O. Lee, B.S. in Phar., instructor in pharmaceutical botany; Chas. C. Haskell, B.A., M.D., lecturer in materia medica and pharmacology.

Twenty-three senior classmen visited the laboratories of Sharp & Dohme at Baltimore in May. After being shown through the plant the class was tendered a banquet at the Hotel Emerson, and the excursion proved most enjoyable and profitable. The party was accompanied by Richard Gwathmey, of Richmond, and by Prof. Albert Bolenbaugh.

### Valparaiso University C. of P.

The Department of Pharmacy of Valparaiso University has closed the most successful year in its history. Forty-four young men and one young woman received their diplomas with the degree of Graduate in Pharmacy. Practically every member of the class had a position waiting for him. The senior class annual exhibit, in addition to showing a general line of pharmaceuticals prepared by the students during the year, the filling of prescriptions, and the usual activities of the retail pharmacist, illustrate many processes of special interest, such as the manufacture of acetanilide, extraction of volatile oils by steam distillation, microscopical examination and purification of crude drugs, alkaloidal assaying and testing. The annual banquet was attended by more than 200 members of the classes with friends and relatives. Dean Timmons presided as toastmaster. One of the best things of the evening was a paper by Dr. Stoner on the "Therapeutics of Red Sandstone." The graduating exercises were held in University Auditorium. The address to the graduates was delivered by Prof. J. A. Hynes, of Chicago, on "The Pharmacy of Your Generation."

### University of Maryland, Department of Pharmacy.

Not less than 287 graduates received their degrees at the commencement of the University of Maryland, June 1, at the Lyric, 24 of the total being graduates in pharmacy. The occasion was rendered notable by the presence of Count Johann Heinrich von Bernstorff, the German Ambassador to the United States, who delivered the address to the graduates. The degrees were awarded by the provost of the university, the graduates being presented by the deans of the several departments. Dr. Charles Caspari, Jr., performed this duty for the department of pharmacy. The graduates were:

Maryland: Charles L. Armstrong, George Joseph Ayd, Joseph Myer Bransky, Samuel C. Cohen, Eugene D. Doty, L. Reyner Dukes, Sigismund V. Karwacki, William Earl McClure, Annie M. Patterson, Ferdinand Pross, Jr., Charles J. Rowe, J. Edward Schmidt and Charles Kenneth Stolemeyer. West Virginia: W. Ray Jackson, Roas Jackson Leader, and Thomas Homer Phillips. South Carolina: Claude E. Harris and Harvey Edwin Todd. North Carolina: Frontis Lentz. Russia: Carl J. Flom and Israel Liebman. Pennsylvania: Frank Neal Britcher. Connecticut: Allen M. Don. Cuba: Angel Antonio Rodon y Norma.

Frontis Lentz received the gold medal for general excellence and also the Simon medal for superior work in chemistry. Certificates of honor in the order of merit were awarded to Charles L. Armstrong, Ferdinand Pross, Jr., and Miss Annie M. Patterson, and honorable mention in the order of merit in the junior class went to Wilmer H. Schultze and W. I. Nathanson.

### University of Illinois School of Pharmacy.

The larger course of the School of Pharmacy, leading to the degree of Pharmacist in Chemistry, closed June 5, when the degree was conferred upon Paul W. Edgett, Gennaro D. Lavieri, Albert Schmitt, Jr., George Stulik, George F. Vaupell and Edgar P. Howard, Jr. The advisory board held its annual meeting at the school on June 4. There were present at the meeting George G. L. Scott, of Galesburg; A. G. C. Ackermann and Herman Gray, of Chicago, as well as the faculty of the school. The Chicago "Veteran Druggists' Association" has presented to the school the silver loving cup which was presented to Albert E. Lantz in 1895, and upon his death reverted to the C. V. D. A.

The new catalog of the University of Illinois School of Pharmacy is now ready for distribution. A copy may be had by addressing the actuary, W. B. Day, 74 E. 12th street, Chicago.

Announcement is made of an increase in the entrance requirements beginning with the session of 1916-17 to graduation from high school of accredited grade or the full educational equivalent of this. The present entrance requirements for the shorter course which leads to the degree of Graduate in Pharmacy are two years of high school of accredited grade or its full educational equivalent.

For entrance to the longer course leading to the degree of Pharmaceutical Chemist graduation from high school is already required.

Entrance examinations conducted by the registrar of the university will be held at the College of Medicine, Congress and Honore streets, Chicago, Sept. 21-25 and will include all the high school branches in which credits are accepted.

Andrew Scherer, an alumnus of the class of 1875, has offered a prize of \$25 in gold to the senior student who attains the highest average in pharmacy.

The 55th session begins Tuesday, Sept. 22.

### College of Pharmacy, State University of Iowa.

Prof. Zada M. Cooper entertained the women students of the college as well as the women pharmacists of Iowa City on May 29.

Dean Teeters, Dr. Chase, Prof. Kuever and Prof. Cooper were in attendance at the convention of the Iowa State association the second week in June at Burlington. Prof. Kuever read a paper on the "Preparation and Administration of 606 and 914," and Dr. Chase discussed the "Physiological Standardization of Glucosidal Drugs."

Dean Teeters and Mrs. Teeters entertained the members of the graduating class at their home on the West Side on June 6.

The junior class gave a picnic at Black Springs on June 2, to which the seniors and faculty members were invited.

### Brooklyn C. of P.

The 24th annual session of the Brooklyn College of Pharmacy will begin on Sept. 21. The year just closed has been one of the most successful in the history of the college. The junior class was the largest yet recorded, and the total number of students during the scholastic year, 1913-1914, exceeded by far the number in any previous year. During the past three years nothing has been spared to maintain the standing of the college among pharmaceutical institutions. At large expense improvements and new equipment have been added to the college building. It has been wired throughout for electric lighting and heating and the most modern electric stoves have been installed in the laboratories. A courtyard has been constructed and a massive retaining wall built entirely around the premises. A spacious lavatory with every modern and sanitary fixture has been built on the immediate north of the college building. A large number of high-power microscopes, the last word in scientific manufacture, have been added in the departments of physics and physiology. With a faculty composed of some of the strongest men in their respective fields, and with modern and effective equipment, the college looks forward to the greatest year in its history.

### Rhode Island College of Pharmacy.

At the commencement exercises honorary degrees were bestowed upon Edwin E. Calder, dean of the college, and John E. Groff, of the faculty. Earl H. Mason received the degree of doctor of pharmacy given for the first time under the new curriculum necessitating five years' study. The degree of graduate in pharmacy was conferred upon a class of 23.

The prizes for scholarship were distributed by the dean. The William O. Blanding prize, \$25 in gold for the highest general average during the senior year, was awarded to Frank I. Matteo, of Providence. He also won the Hall & Lyon prize of \$25 for the highest average in pharmacy. The George L. Clatlin scholarship was won by Michael J. Deady, of Westerly. The faculty prize was won by Aram Benoit, of Woonsocket. The Albert Fenner cup, presented to the class of 1912 by Albert Fenner in memory of his father, Albert Fenner, and to be given to each succeeding class getting a better average than the class of 1912, was retained by the class.

### FORDHAM UNIVERSITY C. OF P.

At the commencement exercises of Fordham University, June 9, seven pill rollers were made happy by the presentation of the coveted sheepskin. They enlisted two years ago in the newly-established Department of Pharmacy at Fordham.

Commencement this year will long remain a pleasant memory with those who were fortunate enough to be present. The large auditorium having a seating capacity of nearly 3000 was filled to its utmost and many late-comers were disappointed.

After the opening remarks by the president of the university, the Rev. Thomas J. McCluskey, S. J., two addresses were delivered by graduates from the Law School, one by Benedict D. Dineen, A. B., on "The Initiative and Referendum," the other by William J. J. Elger, on "The Recall of Judges." This was followed by the conferring of degrees and the awarding of prizes to the graduates of the three schools.

The address of the evening was given by His Excellency, Gov. Martin H. Glynn, LL.B., LL.D. He dwelt at some length upon the old memories which his visit to Fordham brought back to him and then he gave good, sound advice to the embryo lawyers, medicos and pharmacists. He drew a beautiful picture of the ideal physician and pharmacist, praising their devotion to the humanitarian calling and expressing the hope that the Fordham graduates would be an honor to their profession and to their alma mater.

The following men received the Degree of Ph.G.: Henry Burmeister, Otto Canis, William Flannagan, Leo Ganbarg, Vincent Montalbano, Angelo Pellegrino, Michael H. Teuy.

### Cleveland School of Pharmacy.

Eighteen students received diplomas as Graduates of Pharmacy at the commencement of the Western Reserve University, of which the Cleveland School of Pharmacy is the pharmaceutical department.

### Dr. Hy. J. J. Kassebaum Heads Brooklyn C.P. Alumni

At the annual meeting of the Alumni Association of the Brooklyn College of Pharmacy, Henry J. J. Kassebaum, '12, was elected president. The other officers are: 1st vice-president, Charles V. Lewis; 2d vice-president, Harry A. Read; secretary, Joseph Rollo; treasurer, William C. Anderson; registrar, Carolyn Santora; executive committee, 1914-15, Harry L. Goldwag, Rose Rubinoofsky and Edward J. Taylor; 1914-16, William Dembling, Joseph Caruso and Robert J. Henderson, and 1914-17, William Kitzer, Arthur O. Buck and Paul Mendelsohn, and chairman press committee, M. N. Babbitt.

A feature of the meeting was the proposing for membership by Dean Dr. Wm. C. Anderson of every graduate of the 1914 class. All were accepted and fully half the class became life members.

Dancing in the alumni rooms followed the conclusion of the business session.

### College of Pharmacy, University of State of N. J.

The commencement of the Department of Pharmacy, University of the State of New Jersey, was held in Jersey City June 2. President Hon. James E. Pope presiding. The principal address was made by Geo. M. Beringer, of Camden, N. J., president of the A. Ph. A. Hon. William H. Speer, Judge of the Hudson County Circuit Court, also delivered a short address. Dr. Joseph Koppel, dean, conferred the degree of Graduate in Pharmacy (Ph.G.) on 17 students and the degree of Doctor in Pharmacy (Phar.D.) on 32 students. President Pope awarded the following prizes: The gold medal to Joseph S. Churgin, the silver medal and the silver cup for the best examination in organic chemistry to Herman H. North, both of the senior class, and the bronze medal to Jacob Feinberg, of the junior class. The post-graduate prizes consisted of

three (3) memberships in the A. Ph. A. and were awarded by Prof. Otto Raubenheimer to Isaac Friedman, Eugene Gordon and Isidor A. Shapiro. Herman H. North delivered the valedictory address and Meyer A. Feinberg an excellent address in behalf of the post-graduate class.

### NEWS FROM THE COLLEGES.

The commencement exercises of the Pharmacy department, University of Mississippi, were held June 3, with 14 recipients of the degree of Ph.G.

At the commencement exercises of the Pharmacy Department of Southern Methodist University, May 29, President Hyer gave diplomas to four graduates in pharmacy.

At the commencement of Baylor University College of Pharmacy the degree of Ph.G. was conferred upon 10 graduates by Dr. S. P. Brooks.

The 20th annual commencement of the Birmingham Medical College, Schools of Medicine, Dentistry and Pharmacy, was held at the Jefferson Theater, Birmingham, Ala. Thirty candidates received the degree M.D., 11 the degree D.D.S., 18 the degree Ph.G., 5 the degree Ph.Ch., 1 the degree B.S. in Phar., and 1 the degree Phar.D. The college conferred the honorary degree of M.D. upon Dr. A. R. Bliss, professor of chemistry and pharmacy, in charge of the School of Pharmacy.

St. Louis College of Pharmacy banquet was held at the Jefferson Hotel, with Prof. H. M. Whelpley as toastmaster. The following were the toasts and speakers: Lorenz A. Seitz, chairman of the board of trustees, the College of Pharmacy; Omega Phi Society, Frank Kincaid, president, Decatur, Ill.; Alumni Association, Jerome A. Wilkerson, St. Louis; graduates in pharmacy class, Frank John Helms, Addieville, Ill.; bachelor of pharmacy class, Hull Wesley Butler, Kokomo, Ind.; pharmaceutical chemistry class, David S. Ralston, Vandalia, Mo.; scholarship, Theodore F. Meyer; class honors, Frederick George Messerschmidt; St. Louis Drug Club, H. L. Hudson; medals, Franz Fred Berg, Colorado Springs, Colo.; class history, Henry Adam Karber, Karber's Ridge, Ill.; the college faculty, Prof. J. M. Good; women in pharmacy, Miss Lydia Frankie Batdorf, Freeburg, Ill.; future, Thomas Bowden; student life, Charles Raymond Davis; class of 1889, George R. Merrell; call of classes from 1866 to 1913.

The graduation exercises of the department of pharmacy, University of Tennessee, were held June 6, President Brown Ayers, of the University, conferring the degrees. The silver loving cup for highest general average in pharmacy was won by J. H. Grant; gold medal for highest grades in laboratory work went to Ross Little, and the one year's membership and subscription to the American Pharmaceutical Association went to J. H. Grant.

## BOARD EXAMINATIONS

### Florida.

JACKSONVILLE, June 20.—President Wm. D. Jones, of the Florida State Board of Pharmacy, announced at the convention of the Florida Ph.A. at Atlantic Beach, that 19 applicants for registration as pharmacists took the recent examinations, and that the following had been successful:

Pharmacists—L. A. Pierre, Orville, Ala.; A. J. Porter, Tampa; George Moore, Lakeland; L. A. Myers, Jacksonville; M. B. Edwards, Miami; W. R. Crow, Umatilla; V. W. Ferris, Jacksonville.

### Illinois.

SPRINGFIELD, June 20.—At the May meeting of the Illinois State Board of Pharmacy held in Springfield, eight of the 52 candidates for registered pharmacists, 10 of the applicants for assistant pharmacist and two applicants for local registration passed successful examinations. Their names follow:

Registered Pharmacists—Emil Barre, Kaiser M. Beshshure, Stanislaus W. Burda, S. F. Sinclair, Harold Schmid, all of Chicago, and Frank L. Baird, Geneva; F. E. Parks, Marion and Ralph H. Thompson, Earlville.

Assistant Pharmacists—Randolph H. McGowan, Taibe Rose Polin, Clarence W. Simmons, Geo. J. Sladky, Robert J. Stubbs, all of Chicago, and Albert B. Catlin, Springfield; Melvin B. Hayes, Bloomington; Geo. M. Reid, Champaign; Ralph C. Swansen, Quincy; Lloyd E. Throckmorton, Quincy.

Local Registered Pharmacists—Edw. J. Jones, Secor and Leonard W. McBride, Sheffield.

The next meeting of the board for the examination of applicants for registered pharmacist will be held in Chicago July 14 and on July 16 an examination will be held for applicants for assistant pharmacist. The next apprentice examinations will be held on Friday, July 3.

SPRINGFIELD, June 20.—The Board of Pharmacy has been

especially active in investigating conditions throughout the State and instituting suits against violators of the pharmacy law. Following is a list of recent prosecutions:

George Schultz, Paris, fined \$40 and costs; James A. Loukota, Crete, \$100 and costs; C. Czabanski, Chicago Heights, \$50 and costs; Wm. McCrum, Decatur, \$20 and costs; Davis & Gentry, West Frankfort, \$100 and costs; Bent Bros. Drug Co., Oglesby, \$50 and costs; C. M. Harris, Casey, \$50 and costs; Clark & Waterman, Casey, \$20 and costs; E. A. Stemm, Oglesby, \$50 and costs; Fred Buck & Sons, Cherry, \$50 and costs; T. J. Wylie, Rock Falls, \$20 and costs; H. F. Daggett, Rock Falls, \$100 and costs; A. M. Schmidt, Earlville, \$20 and costs; Charles Hartman, Mt. Carroll, \$100 and costs.

All of the above defendants pleaded guilty and paid the fines. In addition to the above, judgment was obtained recently against the following violators of the pharmacy law, in Chicago, but the fines have not been paid over to the board because of a suit now pending to determine whether the clerk of the Municipal Court in Chicago can legally do so:

Dr. J. S. Gentile, \$20 and costs; I. Trace, \$20 and costs; Jacob Debovitz, \$20 and costs; Paul McMillan, \$20 and costs; D. Funt, \$20 and costs; W. Masor, \$20 and costs; Wm. B. Knowles, \$20 and costs; Oscar Osterger, \$20 and costs.

A number of other cases were instituted in Chicago which have not yet been adjudicated.

At the April examination in Chicago 30 of the 77 applicants for assistant pharmacist and 22 of the 90 candidates for examination as registered pharmacist passed.

### Kansas.

ELLSWORTH June 20.—The first quarterly meeting of the Kansas State Board of Pharmacy was held in Hutchinson, May 14 and 15, at which time there were 40 applicants in attendance for the examinations. Of this number, 29 were successful and received certificates as follows:

Pharmacists—Victor DeTour, Minneapolis; W. T. Donce, Belleville; Harry E. Flag, Sterling; Thos. C. McMillan, Council Grove; Ralph W. Henderson, Burden; Dr. A. E. Hewitt, Walnut; Wm. E. Allen, Emporia; Geo. W. Robinson, Miltonvale; Lyle H. Gray, Protection; Grant H. Simms, Belleville; Wm. G. Allen, Council Grove; J. A. Bacon, Holton; Arthur Hess, Hutchinson; L. E. Puryear, Council Grove; Dr. A. R. Adams, Easton; Tom Jackson, Chanute; R. Goelmer, Leavenworth; Arthur Staar, Florence; Byron McMillan, Dodge City; Harley R. Turner, Lewis; Walter C. Henning, Oxford; Mrs. L. D. Hampton, Kansas City; Walter S. Black, Kiowa; Michael May, Andale; W. N. Maher, Stafford; C. A. Nownes, Oak Hill; Nick S. Neylon, Paola; E. W. Zimmerman, Solomon.

Assistant—Mary E. Mumford, Hanover.

The next quarterly meeting of the board will be held in Leavenworth, Sept. 16 and 17, beginning at 9 a.m.

### Maryland.

BALTIMORE, June 20.—Following is a list of those who passed the Maryland Board of Pharmacy examination held in April:

Pharmacists—Frank N. Britcher, S. V. Kanvacki, Ferdinand Pross, Jr., Allen M. Don, J. E. Schmidt, Wm. E. McClure, C. K. Stotlemeyer, Jos. M. Bransky, S. C. Cohen, Carl J. Flom, C. L. Armstrong, Harvey E. Todd, Eugene D. Doty, Harry J. Moyer, L. R. Dukes, Annie M. Patterson, A. La. Course, N. Dean Rowland.

Assistants—John F. Witzell, V. L. Litsinger, H. Homer Freitag, Fred G. Young, H. A. Kinnaman, A. L. Sterling, L. F. Mitchell, Wm. M. Roddick, John T. Meeth, J. L. Ashbill, Beni. Mellor, Jr., Wm. H. Schulze, Allan T. Hartman, N. F. Storm, Thos. E. Kelly, Morris Citrenbaum, R. A. Lotterer, A. J. Patrick, C. H. Wiggers, Chas. S. Austin, Jr., Geo. W. Kellough, Edwin A. Schmidt, M. Perry Poterfield.

The following officers were elected for one year from May, 1914: President, H. Lionel Meredith, Hagerstown; secretary, Ephraim Bacon, Baltimore; treasurer, David R. Millard, Mt. Washington; William C. Powell, Snow Hill; J. Fuller Frames, Baltimore.

### Massachusetts.

BOSTON, June 20.—The Massachusetts Board of Registration in Pharmacy has granted registration to the following applicants:

Albert Brown, Malden; William H. Craig, Swampscott; Joseph F. Devine, Boston; Henry Hansen, Brookline; Robert G. Albertson, Worcester; John J. O'Rourke, Worcester; William C. Bruzga, Boston; Joseph A. Denis, Marlboro; Walter F. Gorham, Taunton; James I. Lawlor, Lawrence; James D. Hart, Boston; Minna Seini-gor, Boston; Thomas F. Fair, Natick; Arthur F. Johnson, Malden; Samuel M. Lapp, Boston.

Frank M. Gaffney, Leominster; Joseph A. Gallant, New Bedford; William H. Hickey, Fall River; Joseph A. Lamothe, Holyoke; Arthur J. Leary, Springfield; Eldred W. Woodworth, Haverhill; Thomas C. Garner, Boston; Frederick V. Palladino, Boston; Arthur A. Brum, Medford; Charles A. Duhamel, Boston; Joseph F. La-liberte, Boston; Allan H. Adams, Somerville; Herbert A. Clough, Medford; Thomas F. Cuddy, Lawrence; William P. Murray, Lowell; Florinn J. Amrhein, Boston; Gdalo S. Soroka, Boston.

The following were granted Assistant Certificates:

Assistants—Charles A. Gwynn, New Bedford; Joseph M. McLaughlin, Brookline; Alfred R. Trimbach, Boston; Samuel K. Saleeby, Boston; Alfred H. Chute, Somerville; Homer D. Tubbs, Boston; Sherman T. Oliver, Cambridge; Rodolph L. Roy, Lynn; Wilfred D. Arseneault, Worcester; Joseph D. Beauparlant, Fall River; William S. Brosseau, Holyoke; Eugene A. Brown, Natick; Frederic H. Ferris, Hollbrook; Harry I. Garb, Boston; Alogia Genet, Indian Orchard; John E. Martin, Lawrence; Theresa F. Rearden, Springfield; Arthur J. Brown, Lowell; Edward L. Costello, Hudson; Elyvyn A. Dearth, Lowell; Romeo O. de Villers, Fall River; Oliver L. Goodness, Springfield; William H. McCormick, Cambridge; John J. McGreevey, Westfield; Ubald G. St. Jacques, Holyoke; Ford W. White, Cambridge.

Edmond G. Bessette, New Bedford; Henry R. Blanchette, New

Bedford; Rosare Debers, New Bedford; George A. Gladu, New Bedford; Louis G. New Bedford; Thomas F. Healy, Jr., New Bedford; Arthur E. Leeger, Worcester; John A. McCarthy, Lawrence; Joseph A. Michaud, New Bedford; Reynold N. Silverman, Worcester; Paul Balen, Boston; Joseph E. Gallagher, Boston; David J. Leach, Boston; Albert I. Reynolds, Everett; Keovork Vartan, Lowell; Boston; Harry M. Bean, Somerville; Roupfen Der Stepanian, Cambridge; Walter R. Hayes, Medford; Arthur Simmons, Boston; John S. Austin, Cambridge; Harry A. McDonald, Boston; M. Smith, Reading; Fred E. Therrien, Boston; Maurice J. Rossard, Lowell; James P. Shea, Thelwell; Charles D. Dever, Lowell; Merrill R. Johnson, Brockton; Edward St. Hilaire, M. St. Joseph, W. Vogel, Quincy.

### New York.

The number of penalties paid the New York State Board during May, 1914, and the character of the violations follow:

Narcotic violations of Pharmacy.....	1
Working hours of employees.....	1
Misfitting labels present.....	1
Adulterated and deficient pharmacopoeial products.....	8
Adulterated and deficient prescriptions.....	15
Minor violations.....	9
Total.....	35

At the examinations held May 20-21 the following applicants were successful:

Proctors—New York City: Charles Weinrob, Isidore Rabinowitz, William Lockman, Peter Barbieri, Vincent W. Kasprzycki, Frank A. Creeve, Harrison O. Meredith, J. Sebring Ackerman, Oscar Fealler, William M. Malloy, Warren E. Dell, Michael DeLalla, Charles M. Storm, Edward J. Kodet, Ralph F. Finello, Roscoe S. Jones, Edward Cragg, Jr., Aaron M. Dixon, Robert E. Lee, Charles H. Kneivitt, Albany: Mathilde M. Bongartz, Clarence H. Weatherwax, William J. Brisbin, Elmer J. Schiemer, Fred L. Schramme, Jack W. Abraham, Ruth L. Marsh, Morris Singer, Earl E. Davenport, Lloyd B. Whitaker, Arthur Haques, Francis Fletcher, Harry O. Withey, George E. Conrad, Morris M. Horowitz, George P. Reichardt, Harry J. Van Vleck, George E. Robinson, Buffalo: Edith C. Peloubet, Joseph L. Harrington, John D. Cogswell, Edwin J. Booth, Guseppe Ortolani, Henry M. Fish, Gerald F. Campbell, Louis J. Urbanski, Ernest C. Silvernail, Curtis C. Finney, Herman L. Hardy, Marvin B. Davis, George W. Vadakin, Isidore Lurie, Homer D. Sreater, Henry I. Whitby, Jewett G. Holbrook, Henry W. Chapman, Fred M. Noninger, Ivan M. Pleskow, Charles A. Williamson, George Cavaguaro.

Pharmacists—New York City: Samuel M. Rivkin, Harry Kimmelman, Donato Lamonaca, Reuben Podolsky, Francis A. Frawley, Joel W. Brown, Andrew Phillips, Maurice N. Babbit, Clarence F. Dennis, Jacob Marionowsky, Abraham J. Rosenfield, Samuel Ferber, Salvatore Picozzi, Nicholas Andreole, Patrick J. Tunny, Max Belson, Samuel Olson, Reuben Cirulnick, Morris H. Smukler, Hyman Levine, Samuel M. Klein, Isidor Goldenberg, Minnie Sachs, Benjamin Lipson, Francis A. Callahan, Harry Aronshon, Solomon H. Chramoy, Abraham Lerner, Rudolf Cunradi, Lynn Berbert, Asher Z. Dubinbaum, Morris B. Twersky, Morris D. Ruderman, Benjamin Rappaport, Henry S. Lavina, Irving Weschler, William Shemstein, Nathan Wiener, Harry N. Lester, Samuel Schoen, David Berkowitz, Herman J. Godes, Walter H. Daniell, Timothy J. Landres, Max Breitbart, Louis Sheinfine, Solomon Kemp, Boris Gourin, Isaac Rounin, Lewis N. Brown, Edward J. Taylor, McNeil Blair, Bernard J. Barbieri, Florence V. G. Wodicka, Murray Markowitz, Nicholas M. Jacobson, Louis Dwork, Attilio Sabini, Harry A. Read, Mandle Katz, Charles Dwork, Solomon Katz, Kpel Samelson, Francis B. McSheehy, Jacob Doniger, Henry Barraek, Charles Bushel, David G. Matzkin, Helen A. Rutkus, Jacob A. Michels, David Chasan, Louis Reiss, Nathan Moskowitz, Jacob Rutes, Benjamin Feinstein, Julius Nelson, Howard C. Newton, Otto J. Hoffman, Solomon Zevie, Bendette Carfara, Joseph Sirohoff, Thomas E. Kinane, William Zibulsky, John Sciaccia, Benjamin Foodin, Simon Shack, Thomas A. Zimmerman, Leo Cohen, Gustave Smith, Michle Scheinfinkel, Harry D. Niemetz, Carlton S. Embree, Joseph A. Trainor, Meyer Emanuel, Abraham I. Tolmach, Michael T. Sisto, Raymond J. Martin, Gaetano Cavallo, Joseph Futterman, Albany: Carl A. Weber, Rufus A. MacGregor, J. Edward Molloy, Raymond D. Darringer, John J. Healy, Jr., Sylvester E. McDermott, Emanuel Brunt, Roy Abernethy, Herman P. Rappold, Henry H. Swink, Fred J. McBreath, John E. Kelly, Nicholas L. Rogers, Chester W. Weeks, Herbert Jones, Raymond H. Curtis, Walter M. Hartmann, Buffalo: Henry D. Bennett, Reuben J. Bennett, Lucius A. Williams, Cornelius J. Hoctor, Frank S. Deyoe, Uriah S. Messier, Ethel I. Woodward.

### Oregon.

PORTLAND, June 20.—The following-named passed the State Board examinations at the recent tests: J. G. Torrance, Portland; J. L. Spence, Salem; L. C. Beers, Salem; Clair Taylor, Portland; C. S. Bartolcker, Coquille; O. S. Perry, Portland; F. A. Logan, Portland; F. G. Phipps, Portland; C. O. De Vore, Portland; O. C. Shindler, Marshfield; Kathryn Brainard, Medford; Amy Hughes, Salem; E. H. Moody, Portland; L. H. Schultz, Portland; G. R. Baum, Portland; Lester M. Leland, Portland; Benjamin Harning, Corvallis; Olive M. Harry, Corvallis; Rose C. Mason, Jefferson; O. H. Schutz, Portland; J. H. Baker, Portland; J. C. Shirley, Corvallis; H. T. Soll, Portland; L. L. Hendricks, Portland; W. A. Groves, Condon; F. V. Engledinger, Hillsboro; Harvey Koon, Corvallis; H. L. Kurtz, Rainier.

### Rhode Island.

PROVIDENCE, June 20.—Francis M. Laudy, of Cumberland, passed examination before the Board of Pharmacy Tuesday, April 7.

James A. Miller, Providence; James J. Chandley, Jr., Pawtucket, and Arsene Lepaxe, Woonsocket, passed the examination at the meeting of the board May 5.

### South Dakota.

BROOKINGS, June 20.—At the Spring meeting of the South Dakota Board of Pharmacy a class of 30 took the examinations for registration in pharmacy, the following-named being granted certificates:

Pharmacists—Earl G. Wheeler, Parker; Anna Sivertson, Pierpont; M. W. Henney, DeSmet; E. S. Hansen, Wagner; R. H. Soule, Brookings.

Assistants—F. G. McDougall, Britton; L. J. Kadinger, Hartford; L. F. Nelson, Canton; A. J. Shaw, Miller; M. M. Reeve, Milbank; John Eng, Flandrau; George Paulson, Dell Rapids; H. Heubner, Hot Springs; D. Willer, Geddes; A. T. Danielson, Omaha; H. F. McGowan, Mt. Vernon; J. Gedstad, Lennox; J. T. Heffernan, McIntosh; C. H. Hess, Blunt; J. S. James, Huron; D. F. Danforth, Raymond.

### Texas.

HOUSTON, June 20.—The regular meeting of the Texas Board of Pharmacy was held in the Auditorium, in Houston, May 19, with a full attendance of all members present. There were 87 applicants in waiting to take the examination, the following making satisfactory grades:

W. F. Allison, Chisholm; W. F. Brooks, Ferris; Olin Bruton, Mesquite; L. M. Davis, Galveston; L. E. Ferguson, Ft. Worth; L. G. Heirston, Snyder; H. E. Hunsucker, Staples; E. H. Huddleston, Galveston; R. E. Maris, Franklin; P. L. Moore, San Antonio; J. M. Pyburn, Jr., Coolidge; P. A. Rush, Marlin; John J. Shiller, Rowena; L. T. Stinson, Dallas; Wm. L. Threadgill, San Antonio; C. B. Wiggins, Galveston; H. L. Bartlett, So. Houston; C. A. Bailey, Kansas City, Mo.; E. Y. Cassles, Greenville; G. N. Dickinson, Galveston; Geo. D. Graves, Galveston; Jno. W. Halsey, Rogers; Garrett Herring, Humble; Berry Loper, Mabank; Thos. O. Mosley, Galveston; E. C. Parker, Hawkins; W. C. Pirtle, San Marcos; F. A. Ratliff, Ganado; D. Sheftelman, San Antonio; C. L. Taylor, Ft. Worth; R. L. Wheelock, Corsicana; Anabel Wilson, El Paso.

The next regular session of the State Board will be held in Dallas, Sept. 15.

The following officers were elected for the coming year: H. C. Jackson, president, Austin; Jno. A. Weeks, treasurer, Ballinger; R. H. Walker, secretary, Gonzales.

R. H. Walker was elected delegate to the National Association Boards of Pharmacy, which convene in Detroit, Mich., on Aug. 24, 1914.

### Utah.

SALT LAKE, June 20.—At the quarterly meeting for the examination of applicants for registration, held at the University of Utah, 13 of the 17 candidates were successful, as follows: Paul A. Aen, P. V. Van Orden, G. E. Traul, Harry J. Chappelin and Leon Davis, Salt Lake City; James A. Greer, Ogden; Robert C. Lucke, Brigham City; Frank S. Ulrich, Devil's Slide; Edgar I. Williams, Myton; Robin L. King, Layton; Joseph Kastill, Logan; Horace K. Allman, Mt. Pleasant; Parley Nelson, Manti.

## NEWS OF THE BOARDS.

The Chicago "Tribune" recently raised a tempest in a teapot by declaring that the Illinois State Board of Pharmacy was illegally waiving pharmacy tests on the payment of a \$5 fee by applicants for registration coming from other States. Both Governor Dunne and President Provost of the State Board of Pharmacy were quick to reply to the charge, making the explanation—which any druggist would have known—that the extra fee of \$5 went to the National Association of Boards of Pharmacy under the reciprocal registration arrangement. Similar reciprocal arrangements have been made with other State boards of medicine and dentistry.

On charges that Truax, Greene & Co., of Chicago, a physicians' supply house at 171 North Wabash avenue, has been distributing narcotics illegally the Illinois State Board of Pharmacy seized the firm's sales records recently. On one spindle at the time of the raid by officers of the State board and two attorneys 50 prescription slips for morphine were found. Revocation of the license of the concern was asked by the State board, and the attorney for the board, State Senator John Waage, alleged that the board had evidence showing that firm sold cocaine to any person calling for it, without the slightest restriction.

Representative F. A. Earhart, of New Orleans, has introduced a bill for the further regulation of pharmacy, the main features of which are the following: That all registered pharmacists must renew their certificates annually; heretofore it has been every four years. That pharmacists shall work 70 hours per week, on a two weeks' basis. That the Secretary of the State Board of Pharmacy must furnish the State Board of Health with the result of all examinations. That the examination fee for pharmacists shall be raised from \$8 to \$15 in order to make the State board self-sustaining.

Alleging that their Pittsfield store has been refused a license because the State Board of Registration in Pharmacy is made up of competitors and its report is unfair, the Riker-Hegeman Co. has filed a petition for a writ of mandamus in the Supreme Court in Boston. The store in Pittsfield has been ready for opening for weeks, and considerable money has been spent in making alterations in the property at North and Depot streets, and in fitting up the store.

The State Board of Pharmacy of Iowa has announced that the pharmacy certificates of Edward Higgins and Richard Krusho, of Des Moines, and H. P. Gripenburg, of Manson, have been revoked because of evidence of violation of the law regarding the sale of liquors.

After an examination of eight Ohio druggists charged with the illegal sale of narcotics, the State Board of Pharmacy has found the charges sustained in four cases, which were placed on file. The other four druggists were not found guilty of illegal acts.



## Abolition of Guaranty Postponed.

Revised Food Inspection Decision Allows Manufacturers Additional Year in Which to Exhaust Stock of Labels.

WASHINGTON, D. C., June 20.—It has been decided to postpone the effective date of Food Inspection Decision 153, which, in substance, abolishes, after May 1, 1915, the present guaranty legend on food and drugs.

This legend, now in general use by manufacturers, is "Guaranteed by (name of guarantor) under the Food and Drugs Act." The Secretaries of the Treasury, Agriculture and Commerce have found it to be misleading and deceptive. Many people have been induced to believe that all articles labeled with the legend have been examined and approved by the Government. The facts are that putting the legend on labels by manufacturers is entirely voluntary and that the Government never guarantees the wholesomeness or purity of food or drug products.

It appears that, acting in accordance with the regulation now in force, which permits the legend, many manufacturers have supplied themselves with large stocks of labels which cannot be used up by May, 1915. The result is that if the regulation, as amended by Food Inspection Decision 153, should go into effect May 1, 1915, large losses would accrue to citizens who have expended their money for labels in good faith and in an effort to comply with existing regulations.

To meet this situation the effective date of the amendment to the regulation will be postponed until May 1, 1916, and as to products packed and labeled prior to May 1, 1916, in compliance with law and with the present regulations, it will be postponed until November 1, 1916. Meanwhile, manufacturers may, and doubtless will, label their goods in compliance with the new regulations.

The decision is as follows:

UNITED STATES DEPARTMENT OF AGRICULTURE  
Office of the Secretary

### FOOD INSPECTION DECISION No. 155.

CHANGING EFFECTIVE DATE OF FOOD INSPECTION DECISION No. 153, WHICH AMENDS REGULATION 9, RELATING TO GUARANTIES BY WHOLESALESALE, JOBBERS, MANUFACTURERS, AND OTHER PARTIES RESIDING IN THE UNITED STATES TO PROTECT DEALERS FROM PROSECUTION.

The effective date of Food Inspection Decision No. 153, issued May 5, 1914, is hereby postponed until May 1, 1916; *Provided*, That as to products packed and labeled prior to May 1, 1916, in accordance with law and with the regulations in force prior to May 5, 1914, it shall become effective November 1, 1916; And, *Provided Further*, That compliance with the terms of Regulation 9 of the Rules and Regulations for the Enforcement of the Food and Drugs Act as amended by Food Inspection Decision No. 153 will be permitted at any time after the date of this decision.

C. S. HAMLIN,  
*Acting Secretary of the Treasury.*  
D. F. HOUSTON,  
*Secretary of Agriculture,*  
WM. C. REDFIELD,  
*Secretary of Commerce.*

## DRUG LAWS AND RULINGS

**New Legal Provisions in Maryland.**—Tablets containing more than one-tenth grain mercury bichloride must be of either triangular, diamond, square, oblong or other irregular shape, and their color must be either blue, purple or green, with the word "Poison" imprinted or embossed on each tablet. Further, these tablets can only be sold, dispensed or given away in bottles upon one side of which the word "Poison" is blown, and when a label with the word "Poison" is placed on the face of the bottle. The penalty for transgressing this law is not less than \$25 nor more than \$100 fine for each offence, or imprisonment in jail for not less than 30 days nor more than three months. This law forbids the sale of any round and any white tablets that contain more than one-tenth grain mercury bichloride in each tablet, and it also prohibits the sale, dispensing and giving away—even by physicians or on a prescription—of any tablets that contain more than one-tenth grain mercury bichloride in any other kind of container than in bottles that subscribe to the above restrictions. The Sanitary Inspection law, as it applies to drug stores, requires cleanliness at the soda fountain and in the manufacture of ice cream, and it further insists that the materials, utensils and containers that are used therein shall be kept in a sanitary condition. This law gives the right of inspection of the premises by the inspectors of the Board of Health, who in turn make their report to the Board of Health, who will then act as the complainants in the case. A failure to comply with their requirements will cause them to prosecute the case before a justice of the peace, although, if the defendant should prefer, he may take the case to court.

**Sweeping Weights and Measures Law in Massachusetts.**—One of the most stringent weights and measures acts ever passed by a State Legislature has gone into effect in Massachusetts, the scope of the law including all graduates, weights and measures used in hospitals, private sanatoriums and retreats and by physicians and nurses as well as by pharmacists. The salient section of the act is as follows: "Apothecaries and all other persons dealing in or dispensing drugs or medicines or merchandise sold or given away, by apothecaries' weights or by apothecaries' measures, shall, at least annually, cause such weights and measures so used to be tested and sealed by the sealer of weights and measures in the respective cities and towns in which they carry on business; provided, however, that if a graduate glass measure has once been sealed by a sealer of weights and measures, it shall not in any case be necessary to have it sealed again at any time while it remains in the same condition in which it was first sealed." The bill provides that any person who uses apothecaries' weights and measures in any form and who does not comply with the provisions of this law in having the weights tested shall be punished by a fine of not less than \$5 or more than \$50.

**Wants Stockade for Drug Victims.**—Dr. Carl Host, city physician of Butte, Mont., has made a suggestion that a stockade should be built at the city poor farm for the accommodation of drug victims. "When the city sends them to the county jail they are released in a few days, only to be thrown back upon the city," says Dr. Host. "The same thing takes place when they are sent to the State insane hospital at Warm Springs. There the authorities take the stand that there is no appropriation to care for them, and as a result drug users are

turned loose in a short time, even though they are sent there."

**Court Holds Unregistered Druggist May Keep Liquor.**—Ruling on a demurrer by the State to a special answer in the drug store cases in which three Marion, Ind., druggists were charged with the illegal sale of liquor, Judge Paulus, of the circuit court, has held that the keeping of liquor by a druggist not a registered pharmacist, was not illegal. The ruling held it was the pharmacist and not the drug store which was licensed. The cases will be carried to the Supreme Court by the State.

**Fewer Deaths from Bichloride of Mercury.**—Dr. Charles Frederick Pabst, of Brooklyn, whose efforts had a great deal to do with the passage of the regulations confining the sale of bichloride of mercury tablets to physicians' prescriptions, reports a falling off in the number of deaths from this cause since the regulations went into effect. There were 10 deaths in the five boroughs between March 1 and June 1, six were suicides and four were accidental. A still greater decrease is expected during the next quarter. Dr. Pabst said: "That the effect of the regulation in this city may not be nullified by a trip across the river, I have been in communication with F. H. Edsall, Superintendent of Health for Jersey City, and he is revising the sanitary code to include the regulation as here. The Health Commissioner of Boston plans to have the regulation introduced in that city. Dr. Young, Health Commissioner of Chicago, is taking similar steps as to Chicago, and F. Bell, secretary of the Legislative Bureau of Illinois, has sent to me for a copy of our law and purposes to have it introduced in the Illinois Legislature."

**Bottles Must Be Marked in Pennsylvania.**—John Virdin, chief of the Bureau of Weights and Measures, has warned manufacturers of bottles and other glass containers in Pennsylvania to manufacture only containers stamped with the true capacity. "You are hereby notified that every bottle, jar or measure of any description, used or to be used for the sale or offering for sale of milk, skim-milk, cream or milk preparations of any description in liquid form, within the county of Philadelphia, must be only of the following sizes: Standard 1 gallon, containing 231 cubic inches; standard ½ gallon, containing 115.5 cubic inches; standard 1 quart, containing 57.75 cubic inches; standard 1 pint, containing 28.875 cubic inches; standard ¼ pint, containing 14.437 cubic inches; standard 1 gill, containing 7.21875 cubic inches."

**To Pay Opium Rewards.**—According to a decision by the Comptroller of the Treasury Department the courts are to pay the rewards for information furnished concerning violations of the opium law. In a letter to the Secretary of the Treasury the Comptroller wrote: "The informer's claim to his share of the fine or forfeiture is a matter which must be adjudicated by the court; and the court's order is final both as to payment itself and the method in which payment shall be made. If the order adjudging the fine or forfeiture directs that half of the amount recovered shall be paid to the informer it would seem that the court officer having custody of the money collected under the order should disburse under the terms of the order, paying half to the informer and depositing the remainder in the treasury as required by law."

**To Stop the Smuggling of Narcotic Drugs.**—Dr. H. L. Schulz, formerly chief of the Federal food and drugs inspection laboratories in Detroit, which were moved to Chicago several months ago, has been in Michigan in the interest of a coalition between the customs and food and drugs departments to watch the importations of food and drugs at Detroit, particularly with a view to preventing the smuggling of narcotics. Dr. Schulz visited the principal ports of entry in Michigan to place before the local inspectors his plan, which was generally received with enthusiasm, and it is hoped that the illegal entry of cocaine, morphine and opium into this country in the Michigan district will be completely wiped out.

**Illinois Drug Stores as State Board Stations.**—Gov. Dunne, of Illinois, has approved plans by which the State Board of Health will hereafter be prepared to make, free of charge, Wasserman blood tests, and microscopic examinations in cases of diphtheria. The Wasserman tests will be made by the State laboratory but only for strictly indigent patients. The majority of the stations where local physicians can obtain the necessary equipment, as well as antitoxin, are located in drug stores.

**Insecticides Containing Inflammables Barred.**—Massachusetts druggists and hardware dealers have been in-

formed that the State police are about to enforce a regulation prohibiting the sale of insecticides containing any inflammable liquid. This will bar the bug and insect destroyers which contain oil of cedar or benzine, and the regulation has been put in force because of the danger attending the use of such preparations, one fatality and several serious accidents being on record in the State.

**Kansas Starts War on Complexion "Foods."**—War on injurious skin foods, complexion rejuvenators and similar preparations on the market in Kansas has been begun by the State Board of Health. "Most of them are fakes," according to Chief Food and Drug Inspector L. A. Congdon, "and some of them are really dangerous to skin and to health." The crusade is the result of recent laboratory examinations of such preparations carried on by the State Board of Health.

**Massachusetts Ruling on Sunday Sales.**—Judge Hubbard, of the Pittsfield, Mass., court, gave a decision recently to the effect that the only places which can be kept open legally on Sundays for the sale of ice cream, soda and confectionery are drug stores and the places of licensed innholders. The fact that newspapers or tobacco are sold every day in the week does not give the storekeepers the right to sell ice cream and soda on Sunday.

**Sanitary Provisions Raise Soda Water Price.**—Harrisburg, Pa., druggists have raised the retail price of soda water because of the provisions of the new health regulations requiring them to pay a \$5 milk inspection fee. A. M. Rickert, 18th and Walnut streets, was the first to boost his soda-water price.

**New York Narcotic Law as a Basis of Virginia Ordinance.**—Dr. Powhatan S. Schenck, health commissioner of Norfolk, Va., has secured a copy of the new Boylan anti-narcotic law (New York) and is drafting a city ordinance for Norfolk which is based upon the Empire State measure.

**Want Cocaine Sale Declared a Felony.**—At a convention of 200 police chiefs and city marshals at San Antonio, Texas, resolutions were adopted appealing to the Legislature to amend the law so as to make the sale of cocaine and morphine a felony instead of a misdemeanor.

#### AMENDMENT TO SANITARY CODE OPPOSED BY DRUGGISTS.

At a meeting held at the New York College of Pharmacy, May 27, delegates from the Drug Trade Conference to the Advisory Board of the Municipal Board of Health were instructed to oppose the proposed amendment to Section 182 of the Sanitary Code, relative to the selling of preparations containing certain drugs. If this measure is adopted, it is affirmed, druggists will not be able to sell patent medicines except upon a prescription. Dr. Wm. C. Anderson suggested an amendment to the section relating to the dispensing of habit-forming drugs, which would allow the selling of preparations for external use without a prescription, as well as four or five well-known family remedies which contain small amounts of narcotics, like brown mixture. The Board was to be requested to lose no time in printing and distributing the blanks for the Boylan Law prescriptions, which will be needed July 1. Other measures favored by the Conference were the Weil methyl-alcohol ordinance, the labeling as poisons of preparations such as A. B. S. pills, and a statement of the presence of saccharine on the label of substances containing it.

#### Drug Trade Section Seeks Information on Guaranties.

At the June meeting of the Drug Trade Section, New York Board of Trade and Transportation, Secretary Wm. F. McConnell was instructed to write the Department of Agriculture for explicit information on the subject of individual guaranties permitted to accompany shipments of food and drugs. He was also to inquire as to whether the name of the manufacturer must be signed on each guaranty or may be printed on the invoice guaranty statement together with the new individual guaranty. The members did not protest the abolition of the old form of guaranty legend and the serial number. The extension of time to May 1, 1916, was considered a great relief as compared to the time first allowed by the F. I. D.

C. S. Littell reported that he had encountered considerable difficulty in filling out the inquiry blanks required by the Department of Labor in connection with the workmen's compensation law. The law does not define "workmen." No action was taken.

## FROM THE BUSINESS FIELD.

**H. K. Mulford Co.** happenings of interest include the following items: S. M. Quirk has been transferred from Boston, Mass., to Pittsburgh, Pa. A. C. Newbridge, special representative, is making an extended visit to the home office in Philadelphia. L. P. Faucett, treasurer of this company, is spending an extended vacation at his bungalow on Indian River, Delaware. H. K. Mulford attended the commencement exercises at Wellesley, from which his daughter, Miss Marion Mulford, graduated this year. J. D. Girvin, a member of the sales department, will sail from Philadelphia for Europe on the *Merion* during the early part of August. A. T. Richards, assistant treasurer, has returned from an extended sojourn to Ocean View, Delaware. E. V. Pechin, secretary, has taken up his Summer residence at Twin Lake, Conn. Miss Mazie Dougherty, cashier, was a visitor at this year's meeting of the Pennsylvania Pharmaceutical Association.

**The J. R. Watkins Chemical Co.**, of Winona, Minn., of which Paul Watkins is president, and E. L. King, vice-president, have a new building at 155, 157 and 159 Perry street, New York City. The structure is of fireproof construction, eight stories in height, and contains nearly 100,000 square feet of floor space. The Watkins company manufacture more than 100 different articles, including flavoring extracts, toilet preparations, household remedies, and they are one of the largest importers and grinders of spices in this country. The business amounts to millions of dollars annually and the firm employs 3000 salesmen and thousands of workers. The company has considered locating a manufacturing plant at Boston or Baltimore, where it has branch houses, but decided, after making a careful investigation, to locate in New York.

**El Cerrito Products for the Dealer Who Cares.**—The maker of cold creams and toilet preparations realizes that a poor perfume or essential oil will spoil the quality of an otherwise highly satisfactory product. It is to the druggist or specialty man who is looking for essential oils, synthetic perfume oils, etc., which will give continuous satisfaction that the El Cerrito Synthetic Laboratories, Inc., of San Francisco, appeals. El Cerrito Oil Jack Rose has made a reputation, and its sales are constantly increasing. The offices of this company have been removed to San Francisco, but the plant still remains in San Mateo. See their advertisement for the line carried; in writing please mention the ERA.

**The National Co-operative Drug Co.**, the new million-dollar buying concern owned and controlled by retail druggists in the larger cities of the country, has now added Minneapolis to its cities with branches—the roster now including St. Louis, Cincinnati, Dallas, New Orleans, San Francisco and other central localities. The merged company in Minneapolis is the Mer-rit Drug Co., a local co-operative concern made up of about 40 retail druggists. A warehouse will be built at 115 Western avenue. The members of the Mer-rit Drug Co., it is asserted, will take about \$75,000 worth of stock in the National company.

**Parke, Davis & Co.** gave their 24th annual picnic and outing to their employees at Bob-Lo on June 11. More than 4000 were guests of the firm and enjoyed the sail down Detroit river on the twin steamboats *Columbus* and *Ste. Claire*. The mammoth laboratories in Detroit and Walkerville, Ont., were closed for the day, and the employees were given their salaries just the same, so the gathering was carefree. It was a great big family picnic, and was enjoyed by everyone from the heads of departments to the ever-present small boy.

**The Randall-Faichney Co.**, makers of surgical instruments, etc., are in business difficulties. Federal Judge Dodge, of Boston, has named C. P. Blinn, Jr., and R. Whidden as receivers. The company has liabilities of \$292,000, while the assets are said to be in the vicinity of \$400,000. The company has factories at Jamaica Plain (Boston), and at Watertown, N. Y. The petition for the appointment of receivers was brought by the Cutter & Wood Supply Co., of New Jersey.

**The Nashville (Tenn.) Surgical Supply Co.**, Church street and Fourth avenue, was organized several months ago, and purchased the surgical supply department of the DeMerville Drug Co. George T. Wilson, formerly vice-president of the DeMerville company, is the head of the new concern,

and Henry W. Cooper, formerly the head of the surgical supply department of the DeMerville company, is associated with him.

**The H. W. Johns-Manville Co.** has moved its Duluth office to larger quarters at No. 327 West 1st street, in order to take care of its increased business. The new office is on the ground floor, with windows for the display of J-M asbestos roofing, pipe coverings, packings, sanitary specialties, auto accessories and other products of this company's well-known and varied lines.

**The Eastern Drug Co.** Employees' Mutual Benefit Association held their 11th annual party and dance in Roxbury, Mass., with more than 600 in attendance. John F. Maloney was chairman of the reception committee, and President John Tomlinson was floor marshal, assisted by James J. Shields. Vice-President William C. Quinn was chairman of the entertainment committee.

**The Yahr & Lange Drug Co.**, well-known wholesale drug house of Milwaukee, which purchased the large building of the Bradley & Metcalf Co., 207 East Water street some time ago, began the work of remodeling the structure about June 1. The building will be light, modern and will give the Yahr & Lange concern more than double the space it had in its other quarters.

**Prof. Severance Burrage**, director of the biological laboratories, and John S. Wright, manager of the advertising department of Eli Lilly & Co., attended the Spring meeting of the Indiana Academy of Science held at South Bend. Prof. Burrage is president of the academy. Mr. Wright was secretary of the society for 10 years and one of its former presidents.

**The Fricke Drug and Rubber Co.**, Council Bluffs, Ia., has expanded its business through the purchase of the O. H. Brown drug store at 537 South Main street. Albert Fricke, who for the past 18 months has been in Chicago and New York, will be the manager of the new store which will be known as the "Economic Drug Store." Mr. Brown was in the location for 31 years.

**The Hannon-Bach pharmacy** has been opened at 431 Main street, Stevens Point, Wis., by Maurice J. Hannon and Edward G. Bach. Along one side of the store eight handsome booths have been installed for the convenience of the patrons of the soda fountain. Above the booths, in panel effect, is an oil painting 50 feet long and three feet wide.

**The Hu-Wa-Co Drug Co.**, whose name is made up of syllables from the names of several of its members, was recently incorporated with a capital stock of \$15,000 for the purpose of engaging in the retail drug business at East Liverpool, Ohio. Those interested are H. F. McNutt, T. A. Huebner, T. E. Lewis, H. Waggoner and W. J. Todd.

**The National Druggists Manufacturing Co.**, Oak Harbor, Ohio, has increased its capital stock to \$50,000. The following officers and directors have been elected: President and general manager, L. Z. Lantz, Oak Harbor; vice-president, Dr. Baker, Genoa; secretary, George Gehring, Elmore; treasurer, F. Lewis Miller, Oak Harbor.

**W. A. Caperton**, sales manager of Eli Lilly & Co., recently accompanied Mrs. Caperton and the children to Mrs. Caperton's former home at Athens, Texas. Mr. Caperton was absent from his desk for two weeks and visited the jobbing trade in surrounding Texas territory. His family will be away the entire month of July.

**George W. Shoemaker**, a retail druggist, who for a number of years has been conducting his business at 722 North Hamilton street, Allentown, Pa., recently moved his place of business to new and more commodious quarters at 804 North Hamilton street, that city.

**The Ost Apothecary** has been incorporated under the laws of New Jersey, with a capital of \$100,000. It will do a general drug business. The incorporators are: Morris R. Ost, Edward Ost and Louis Ost, of Philadelphia. Business will be transacted at Atlantic City.

**The Strong & Cobb Co.**, of Cleveland, Ohio, has been organized to handle a wholesale drug business in that city. The capital stock is \$500,000, and the incorporators are A. V. Cannon, O. O. Vrosman, H. A. Beckett, P. A. White and J. E. Splittdorf.

**The J. S. Rinehart Co.**, of Toledo, has filed articles of

incorporator at Columbus with a \$10,000 capital. J. S. Knecht, H. L. Post, William Post, George F. Lay and Charles H. M. S. are incorporators.

**Berwick & Co., Inc.**, of Poughkeepsie, is a newly chartered concern under the laws of New York, with a capital of \$10,000. The directors are T. S. G. Berwick, Clarence J. Drake and Sarah O. Durrow.

**Win Suits** has purchased the interest of his brother, Lin, in the Suits Bros.' pharmacy at Medford, Wis., and is now in sole charge. Lin Suits has purchased the Lindsay pharmacy at New Holston, Wis.

**James R. Polkinghorne**, of Pensacola, Fla., has opened a new drug store, finished in mission throughout, with a handsome new fountain. It will be known as the Palace pharmacy.

**The Woodward Drug Co.** (Boston) employees gave a dance recently attended by nearly 100 couples. Honor guests were Mr. and Mrs. G. F. Murphy and Mr. and Mrs. J. H. Finerman.

**B. Goldenthal**, who has opened a new drug store at 3131 Boston road, near the entrance to Bronx Park, gave away souvenirs on the initial business day of the new enterprise, May 2.

**Brevard Culp**, who has opened a drug store at 3320 Third avenue, is a native of North Carolina, a graduate of the New York public schools and of the New York College of Pharmacy.

**The Jaynes Drug Co.**, a Massachusetts corporation, in their last report filed with the Secretary of State, showed total assets of \$1,843,758 for 1914 as compared with \$1,327,963 for 1913.

**Oscar and Elmer Shultz**, who have conducted the Shultz pharmacy at Green Bay, Wis., have dissolved partnership and Oscar Shultz will now have charge of the business.

**The Shuler pharmacy**, one of Pottstown's, Pa., oldest places of business, was sold recently to and is now being conducted by Edgar A. Nyman, also of that place.

**The Riker-Hegeman Co.** are to open a new store in Wilmington, Del., in the building now occupied by C. F. Rudolph, Inc., Fourth and Market streets.

**A. J. Riess**, of 1607 Second avenue, Rock Island, Ill., has opened one of the best-equipped establishments west of Chicago.

**R. S. Gill** has been elected secretary and treasurer of the Chesebrough Manufacturing Co. to succeed S. A. Drew, resigned.

**The Cuero (Tex.) Corner Drug Store**, owned by S. F. Coleman, will be one of the most modern stores in Southern Texas.

**The Fargo (Ga.) Drug Co.** has opened a new store under the direction of E. F. Henderson.

#### NEW INCORPORATIONS.

**Wood's Drug Store, Inc.**, Orange, Conn.; capital, \$6000; president, James P. Wood, New Haven; secretary and treasurer, John K. Stevenson, West Haven.

**Ost Apothecary**, Atlantic City, N. J.; capital, \$100,000; M. R. Ost, E. Ost, L. Ost, J. Ginsburg.

**Imperial Electron Medical Co.**, Brooklyn; capital, \$10,000; directors, Charles H. Hall, Wm. F. Kissing and Frank F. Jones, all of Brooklyn.

**Mecca Drug Co.**, Birmingham, Ala.; capital, \$3000; officers, B. R. E. Lee, president; A. E. Day, vice-president; P. B. Wilbanks, secretary and treasurer.

**Remington-Bailey Drug Co.**, Shawnee, Kan.; capital, \$5000; Lena Remington, H. O. Bailey and W. L. Chapman, all of Shawnee. **The Levine-Blanding Drug Co.**, of St. Croix Falls, Wis., has changed its name to the J. N. Blanding Drug Co.

**The Cross Hill Drug Co.**, Columbia, S. C., has been incorporated with \$2000 capital, by G. F. Klugh, C. Dial, B. O. Whitten and A. M. Klugh.

**Dothan Drug Co.**; H. A. Denton, manager; John Ellis, assistant manager, has succeeded A. E. Smith at Dothan, Ala.

**Hollowell & Ryan Drug Co.**, Kokomo, Ind.; capital, \$5000; incorporators, Larry Ryan, Otis J. Hollowell and Byron Haines. **Reading Drug Co.**, Wilmington, Del.; capital, \$100,000.

**Advance Products Co.**, Cleveland, Ohio; pharmaceutical products; capital, \$10,000; F. A. Kreuzberg, C. H. Matchett, Edw. L. Smith, Roland A. Baskum, F. A. Bauman.

**Lincoln Drug Co.**, Lincoln, Me.; capital, \$10,000; president, Robert A. Lovely, Lincoln; treasurer, Byron F. Porter, Lincoln.

**Palace Drug Store, Inc.**, Fayetteville, Ark.; capital, \$25,000; incorporators, James J. Reed, J. Floyd Hight, H. A. Bridensthal and Dr. John P. Hight.

**Grand-St. Louis Drug Store, Inc.**; \$6000 capital; W. R. Coryell, G. M. Schen and W. F. Long, all of St. Louis.

**Charles A. Woodworth Co., Inc.**, Lodi, N. Y.; capital, \$25,000; drugs, medicines, chemicals, etc.; C. A. Woodworth, F. Woodworth, C. S. Farr.

**Vergo Manufacturing Co., Inc.**, Buffalo; drugs, medicines; capital, \$10,000; Leroy M. Kellas, John P. Kellas, Edmund J. Bristow, L. G. Denton Co., Inc., Schenectady, manufacturers and dealers in drugs and patent medicines; capital, \$35,000; Louis G. Denton, Frederick K. Clouch and Louis S. Sebring.

**Scott Drug Co.**, Kingstree, S. C.; capital, \$5000; D. C. Scott, president and treasurer; J. H. Scott, secretary.

**The Norwalk Drug Co.**, Connecticut.

**The Prescripto Drug Co.**, Omaha, Neb.; capital, \$25,000; Edward F. Geelen, Daniel J. Killen and Arthur S. Gillette.

**The Orinika Pharmacal Co., Inc.**, Manhattan; druggists, chemists; capital, \$50,000; incorporators, J. A. Arroyo, S. Proskauer and A. J. Ristorcelli.

**Alabama Medicine Co.**, Montgomery; drugs and medicines; capital, \$3000; president, R. H. Bozeman; vice-president, William H. Duncan; M. H. Duncan, general manager, secretary and treasurer.

**M. Schwartz**, New York; capital, \$5000; incorporators, S. Earl Lavene, H. W. Miller and A. Bacharach.

**Keller Pharmacy Corporation**, New York; capital, \$10,000; incorporators, George Schmidt, M. L. Joyce, J. J. O'Brien.

**Walker Drug Co.**, Schenectady; capital, \$10,000; incorporators, H. E. Walker, Maude E. Hooker and Harry G. Hooker.

**Scott-Lanyon Cash Drug Co.**, Pittsburg, Kan.; capital, \$20,000.

**George H. Mayr**, Chicago; capital, \$5000; incorporators, George H. Mayr, George K. Herman and E. W. Shaw.

**The Black Diamond Remedy Co., Inc.**, Buffalo, N. Y.; capital, \$100,000; incorporators, E. Austin, M. L. Case and W. M. Spaulding.

**The Retail Druggist Selling System of Fort Worth, Texas**; capital, \$25,000; incorporators, M. B. Forsyth, H. E. Embenhour and C. T. Lemond.

**The Dix Mig. Co.**, Manhattan; to deal in articles contained in drug stores; capital, \$5000; incorporators, E. Englander, O. Englander and L. N. Larson.

**The Rheumo Chemical Co.**, Brockton, Mass.; capital, \$15,000; incorporators, Abbot W. Packard, William Neeves, Mary McCrillis and Daniel W. Case.

**The North Pharmacy, Inc.**, North Attleboro, Mass.; capital, \$10,000; incorporators, Herman N. Collins, Raymond V. Willey and Marion E. Gelinax.

**The Wolcott Square Pharmacy**, Boston; capital, \$5000; incorporators, Harry L. Wardle, William C. Zickendraith and Linwood C. Conant.

**National Chemical and Pharmacal Co.**, Toledo, Ohio; capital, \$50,000; incorporators, E. A. Harshman, H. E. Rechner, E. B. Collins, M. R. Auth and Ralph Harshman.

**Cleas Tilly, Inc.**, wholesale drug stores; capital, \$150,000; Delaware corporation, chartered by F. R. Hansell, Philadelphia; George H. B. Martin and S. C. Seymour, Camden, N. J.

**Woods Drug Co.**, Orange, Conn.; capital, \$6500; incorporators, James P. Wood and Nellie K. Wood, New Haven; John K. Stefenson, West Haven.

**Antilosis Drug Co.**, Columbus, Ohio; capital, \$3000; Harry M. Manger, Willber P. Day, George W. Mason, W. H. Hill and J. O. Brown.

**Our Drug Co.**, Georgetown, S. C.; capital, \$5000; president, H. C. Smith; vice-president, F. M. Brickman; J. W. Wingate, secretary and treasurer.

**Park Ridge Pharmacy Co.**, Park Ridge, N. J.; capital, \$5000; incorporators, Frederick H. Ebegardt, Frank O. Millag, Jr., George E. Duncan.

**San Antonio Drug Co.**, San Antonio, Tex.; capital \$1,150,000; increased capital to provide increased warehouse facilities at Galveston, and larger branch offices at Dallas and Monterey.

**International Drug Co.**, Chicago; capital, \$40,000; incorporators, Joseph Nasi, Jacob Brande and Leon Brande.

**June Smith Drug Store, Inc.**, Lexington, Ky.; capital, \$3500; incorporators, June Smith, W. T. Luxon and Elizabeth S. Collins.

**M. De Marsico**, D. Villamena, A. Carabilla.

#### RECENT FIRES.

Fire believed to have started from spontaneous combustion in the ether building of the Mallinckrodt Chemical Works, St. Louis, early in the morning of June 11 destroyed or damaged two ether factories, a mixed chemical factory and three storage houses. A number of steam mains leading from the boiler plant were damaged. The works occupy a block bounded by Second, Hall, Salisbury and Mallinckrodt streets, and the firemen worked hard amid chemical fumes and dense smoke to extinguish the blaze. President Edward Mallinckrodt at first estimated the damage at \$100,000, but a more thorough investigation by the adjustment company, which represented a majority of the 200 insurance companies holding risks on the concern, placed the damage at \$225,000. The total insurance on the plant was \$1,660,000. It was fortunate that no one was injured. While a number of employees were forced from work temporarily it was stated that they would be continued on the payroll. Auditor Frohock said that the company could resume full operation in a short time.

At Savannah, Ga., Solomons Co., wholesale druggists; loss between \$50,000 and \$60,000; fully insured; cause unknown.

At Elizabeth, N. C., Cape Fear Drug Co.; building destroyed.

At Dermott, Ark., Bordeaux drug store; loss \$2000.

At Marseilles, Ill., Trowbridge drug store; loss to stock.

At Appleby, Tenn., Week's drug store; burned out.

At Decatur, Ga., Meeks Drug Co.; loss \$3000.

At Winnipeg, Man., Public drug store; loss total.

At McAlester, Okla., C. E. Stillix drug store; loss \$3000.

At Elkhart, Texas, Douthit drug store; loss total.

At Burlington, Ill., Emerson & Medley drug store; loss total.

At Hinton, Ia., B. F. Pofnew drug store; loss total.

At Florala, Ala., Quillin Bros. drug store; loss \$3000 stock.

At Coeur d'Alene, Idaho, Young pharmacy; loss \$11,000.

At Brighton, Mass., E. E. Heinlein; water damage.



## The New Smile on the Face of the South.

*The American-French Perfume Co., Paris, Tenn., Is Offering a New Line of Perfumes and Toilet Articles Truly Parisian in Elegance.*

WITHIN the past decade there has been a growing sentiment among druggists, perfume-makers and toilet goods men in this country that there was no reason why the product of the American perfumer should not stand upon an equally high plane with that of the Parisian laboratory. The



*The Handsome Container for Dental Paste.*

opinion was often expressed in sessions of National perfumery men that the American product compares so favorably with the imported article—without the handicap of the additional price to the retailer made necessary by tariff, etc.—there was and is no necessity for distinction in handling, or marketing.

It is true, perhaps, that the original perfume products of American laboratories lacked in distinction and in elegance, in their lasting quality and in delicacy and originality of odor. It is also true that the early containers were crude as compared with the handicraft of the Parisian workman, always an artist.

Today, however, no one of these criticisms holds true. It is possible to obtain in this country perfumes and toilet articles of the most exquisite character, beautifully packaged, bottled and labeled, without a jarring note to offend the most fastidious taste when used—as they are—as a conspicuous adjunct to milady's dressing table. And, while in quality, in odor, in lasting fragrance these products are all that can be desired, since men trained in foreign laboratories are in supervision of their manufacture—they can still be sold at a rate which enables them to compete most favorably in price with the foreign article.

The American-French Perfume Co., of Paris, Tenn., puts out a line of perfumes and toilet articles which, when compared item by item, for beauty of container, elegance of preparation and quality of goods, does not suffer in comparison with the products of the most noted European laboratories. An idea of the beauty of their packaging can be gained from the half-tone reproduction of their dental cream herewith. Their products include: Xora Eau de Toilette, Xora Bouquet, Manta Rosa Eau de Toilette, Manta Rosa Essence, talcum powder, Manta Rosa Face Powder, tooth paste, toilet water (six odors) and cologne, and these are produced under the personal supervision of the company's chemist, an experienced perfumer from Bulgaria and from Paris, France.

The American-French Perfume Co., Inc., was organized in March, 1913, with \$200,000 capital. Its officers and directors are men of standing in the busy little city of Paris, the president of the company being T. B. Walker, vice-president of the First National Bank there. P. D. T. Roberts, of the Roberts Bros. Drug Co., is the secretary, while C. C. Jackson, a successful theatrical man and manager of the Dixie Theater, is the vice-president.

In their sales plan the American-French Perfume Co., Inc., is to strongly emphasize co-operation with the retail dealer. To quote a recent letter from their secretary and advertising manager:

"We propose to get behind the druggist with as much and as unique advertising as possible, and in addition will make him special prices in special deals. We further propose to use moving-picture slides, mailing lists, folders, etc., and intend to give the druggist all possible co-operation. We want it to

be a money-making proposition for him, because it will then be a money-making proposition for us."

For further details as to the company's line and business policy, and for an idea of the grace and beauty of the perfume containers used, we would call attention to the advertisement on another page in this issue.

### Lily Drinking Cups Clean and Attractive.

The Public Service Cup Co., of Brooklyn, makers of aseptic paper "individuals" for use at the soda fountain, and for any purpose where a "personal" drinking cup is utilized, are putting out these cups so the druggist can retail them and make a profit at five cents a package. The Lily drinking cups are



round, rigid, one-piece, aseptic paper cups, stiffened with pleats which act like structural braces. Their form and method of manufacture is shown in the cut herewith. The smooth, well-rounded lips, so different from the cutting lip of the average paper drinking cup, makes the Lily cup unique for comfortable use. The company will send samples to any druggist on application.

## WITH OUR ADVERTISERS.

**Building a Business in Cameras and Supplies.**—Suppose you have become interested in the possibilities of a camera department through holding the agency for some printing and developing concern—many druggists have. Suppose you have realized that there is no good camera agency in your immediate neighborhood, or, possibly, in your community. You doubtless have realized that there is money in a good camera and photographic goods sideline, but have hesitated, not knowing the cost or the risks. It is to you as a druggist that the Seneca Camera Mfg. Co. turns with an offer of assistance, and a line of cameras and camera supplies sold under a money-back guarantee. The policy of the Seneca company is not to ask a new dealer to buy in a large assortment of instruments, but to buy a quick-selling line, and then order any special camera a customer might need from the factory. In this manner the druggist-retailer can make large profits with practically no investment. Camera and supply assortments can be had at from \$50 up; in fact, in their advertisement in this issue there appears a half-tone cut of their \$50 assortment. If interested you will find a coupon on the Seneca advertisement

which, promptly filled, will bring you full information as to assortments and prices.

**Gummed Labels in Rolled Form.**—The McCourt Label Cutting Co. makes of 100 labels and of gummed labels in rolled form, have perfected a system which obviates dirty, torn, sticky or mis-cut labels, by which the labels are kept in separate compartments of a cabinet, each with its own cutter, and from which any label can be taken and affixed when desired with the smallest amount of trouble, and without using space valuable for other purposes. The McCourt labels are printed on imported paper in various colors, gummed with an adhesive particularly fitted for drug-store work, and as the process of printing and rolling is automatic labels can be produced at a very small price. In fact, the cost is lower than flat labels, and none are wasted in use, making a double saving for the user. More than 9000 druggists are using this system, and thousands of physicians, oil companies and wholesalers in different lines, as well.

**Safety First in Antiseptics.**—Criticism of the practice of labeling bichloride of mercury in tablet form as "antiseptic tablets"—a practice general in the trade up till within a very short time—has led the Norwich Pharmacal Co. to take the lead by announcing a change in their nomenclature, by which the coffin-shape bichloride tablets made by them and formerly called "Antiseptic No. 1 Wilson" are now known and labeled by their U.S.P. title, "Corrosive Mercuric Chloride." The original title was misleading and ill-advised owing to the very general use into which the word "antiseptic" has come within the past few years, and the Norwich Pharmacal Co. has again shown its public spirit and appreciation of the "right thing" to do by its action in thus changing its nomenclature to avert all possible misconception by the lay mind.

**Filled Capsules Pay the Druggist.**—As a method of dispensing in tasteless and easily-taken form a large variety of useful medicaments that in other forms are administered with difficulty, the capsule has won a growing popularity. Filled capsules are an exceedingly profitable line for the average druggist to carry. The Grape Capsule Co., whose advertisement appears elsewhere in this issue, has been manufacturing a line of capsules for 17 years, and two of their specialties, Ricinol-Grape and Olive Oil Grape, are advertised in the leading magazines and newspapers. Druggists are invited to send for a complete price list of these goods.

**Peroxide in the Drug Store.**—Department stores and similar commercial houses have been getting too large a proportion of the business in peroxide of hydrogen—and much of it is of very poor quality. To assist the druggist in holding this branch of business the Mallinckrodt Chemical Works have made a new price schedule on M.C.W. Peroxide of Hydrogen in any quantity, large or small, through the jobber. These prices are very low, quality considered, and the druggist can now compete with the "unbranded" peroxide of the department store with the labeled product of well-known and reliable manufacturers. A Mallinckrodt price list will be sent on application.

**Sheffield Pure Tin Tubes.**—The New England Collapsible Tube Co. has recently installed a chemical department to take care of the demand for filling into their tin tubes any desired toilet article or cream. Thus the tubes will be manufactured and filled in one establishment with consequent saving of expense and the insurance of a special package. The Sheffield tubes are all tin, guaranteed to be 100 per cent. pure, imported especially from Penang, Straits of Malacca. The company will be glad to quote prices on tubes alone, and also on the tubes filled, labeled, packed, etc.

**Henry's Porous Plasters.**—The Wilford Hall Laboratories, Port Chester, N. Y., have put on the market a new line of porous plasters known as Henry's. Each package comes in an airtight box, each dozen boxes in a display case. With the Henry line the druggist is sure always of having fresh stock—Henry plasters when delivered to a customer have not lost any medicinal property by long exposure to the air. They are carried by all jobbers.

**Lemon and Orange Phosphates, J.H.S.**—Since the announcement in the April issue of the J. Hungerford Smith "Mallow Float" many dispensers have adopted this "True Fruit" specialty at their fountains. This month the "True Fruit" specialties announced are lemon and orange phosphates, quick-selling hot weather drinks with all the quality for which the J.H.S. products are famous.

## RIKER-JAYNES SUE DRUG BOARD.

A novel suit at law has been instituted in Massachusetts by the Jaynes Drug Co. against the State Board of Registration in Pharmacy. Recently the Jaynes Drug Co. applied for a writ of mandamus to compel the State Board to permit it to open a drug store in the city of Pittsfield. In its petition the plaintiff alleges that the State Board of Registration in Pharmacy is composed of men engaged in the drug business, and that some of them are competitors, and that they are not acting in good faith in refusing the permit to open a drug store in Pittsfield. The Board of Pharmacy, in its reply, says that its refusal to issue the desired permit is based on statute grounds, and quotes the law which requires that now every drug store must be conducted by a registered pharmacist, while the petitioning company is controlled by a New York corporation, whose stockholders are not registered pharmacists, although the board admitted that registered pharmacists are employed to run its stores.

The case came up for a hearing in the Supreme Court, before Judge DeCourcy June 2. Albert J. Brunelle, of Fall River, secretary of the board, was put on the stand by Sherman L. Whipple, counsel for the company, and he was questioned as to the methods employed by the board in the application for a permit to open a drug store. Mr. Whipple, in his cross-examination, drew out the statement from the secretary that the State Board had promised Gov. Walsh that no action would be taken without a hearing on the application, and the counsel for the petitioners had been given a chance to inspect the objections filed by the Massachusetts State Pharmaceutical Association and the Boston Association of Retail Druggists. The further admission was exacted that in executive session the board had denied the petition, and that the counsel for the company had not been given a chance to inspect the objections. The substance of the protest of the pharmaceutical associations was that a permit should not be given to a store controlled by persons who are not registered pharmacists. Mr. Brunelle said that the question of a name for the store had been discussed by the board, which inclined toward "The Riker-Jaynes store," while the petitioners desired to use the name of "Riker-Hegeman Drug Store." The right of the State Board to refuse an application for a permit based on its construction of the law is a question that counsel for the company said will be argued later.

When the case came up by continuance, Judge DeCourcy intimated that he thought the State Board had placed a construction on the statute, which the Legislature had not intended. While the law provides that a permit must be issued by the State Board before a drug store can do business, and that no permit shall be issued to a corporation until it shall appear to the satisfaction of the board that the management of the store shall be in the hands of registered pharmacists, the court did not think that the law intended that the stockholders should be registered pharmacists. Judge DeCourcy ruled that the State Board should give a hearing.

## DRUG LAWS AND RULINGS.

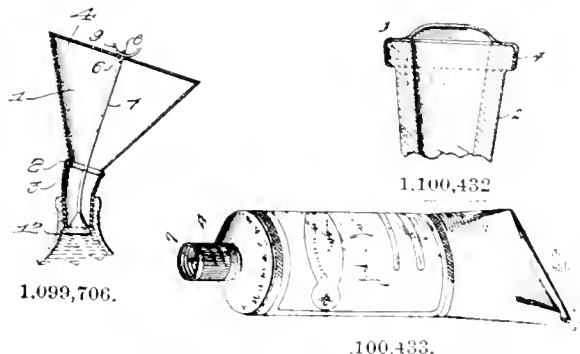
**Changing Effective Date of Food Inspection Decision No. 153.**—The effective date of Food Inspection Decision No. 153, relating to guaranties by wholesalers, jobbers, manufacturers, and other parties residing in the United States, to protect dealers from prosecution, issued May 5, 1914, is hereby postponed until May 1, 1916: *Provided*, That as to products packed and labeled prior to May 1, 1916, in accordance with law and with the regulations in force prior to May 5, 1914, it shall become effective November 1, 1916; *And provided further*, That compliance with the terms of Regulation 9 of the Rules and Regulations for the enforcement of the Food and Drugs Act as amended by Food Inspection Decision No. 153 will be permitted at any time after the date of this decision.

**Fruit Juices With Alcohol Must Be Labeled.**—The U.S. Department of Agriculture has ruled that after Sept. 1 all fruit juices to which alcohol has been added must be plainly labeled to that effect when shipped in interstate commerce. Such names as "cherry juice," "peach juice," etc., will apply only to such juices when unfermented, and which contain no added sugar, alcohol or other substances. Goods not so labeled will be denied admittance to this country, and, if found in interstate commerce, will be subject to action by authorities.

# PATENTS AND TRADE MARKS

## FLEXIBLE NECK FUNNEL.

**F**RANK LINDEEN, Clinton, Ill., has devised the funnel shown in the above engraving (Patent No. 1,099,706) which comprises a body portion, a flexible neck extending from the lower end of the body and adapted to engage the neck of a bottle to permit lateral movement of the body



relative to the bottle, a supporting bar extending across the top and a flexible air-conducting tube extending through the body and neck and slidable through the supporting bar. The upper end of the tube carries a finger grip, while a stopper carried by the lower end of the tube is provided for sealing the neck.

### Hermetic Seal for Receptacles.

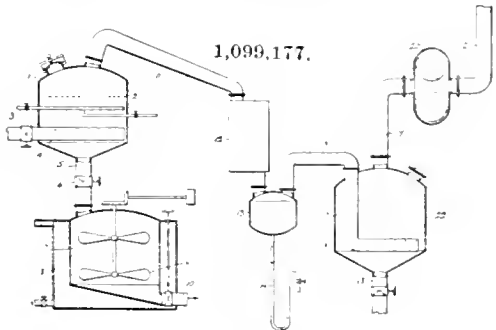
This sealing device for bottles, the invention of Frank S. Hereth, New York, assignor to E. R. Squibb & Sons (Patent No. 1,100,432), consists of an electro-deposited layer of metal around the lip of the bottle in combination with a metallic disk closing the mouth of the bottle and soldered to the electro-deposited layer.

### Collapsible Tube.

James W. Johnson, assignor to Johnson & Johnson, New Brunswick, N. J. (Patent No. 1,100,433), has designed a collapsible tube which presents some unique features. The tube has its dispensing end or orifice sealed by a thin film of metal, while the neck is provided with screw threads. To go over the neck of the tube is a double-ended cap, both of whose ends are threaded so as to take the threads of the tube, and which has a medial part or division wall provided with a fixed endwise directed piercing member adapted, when the cap is screwed on the tube, to pierce and destroy the seal and plug the orifice.

### Stable Crystalline Sodium Bisulphite.

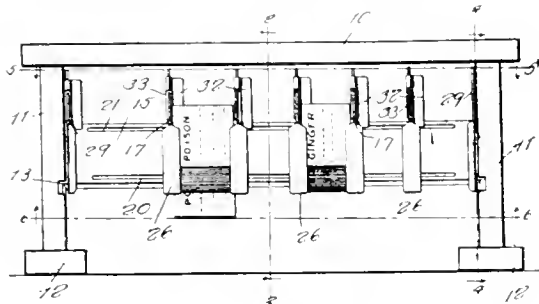
Henry Howard, Boston, Mass., has been granted letters patent (No. 1,099,177) for a stable crystalline salt of sodium bisulphite



and method of producing the same, the process comprising concentrating a heated solution containing sodium bisulphite while passing sulphur dioxide through said solution, cooling, crystallizing, and rapidly separating, drying and cooling the crystals. The gas is passed into the heated solution until crystallization occurs, the excess of gas being absorbed in an alkaline solution. After separating, drying and cooling the crystals, the alkaline solution containing the absorbed sulphur dioxide is added to the filtrate from the crystals, and sulphur dioxide is passed through the mixed solutions.

### Druggist's Label Case.

This label case, the invention of Byron B. Fees and Emanuel W. Schneider, Pond Creek, Okla. (Patent No. 1,097,409), includes a casing open at the front and having a top and end walls and a back wall, upwardly inclined grooves on the inner faces of the end walls, each having the lower edge cut away and forming a seat with a shoulder at its front end, the grooves opening through the front edges of the end walls, and a shelf which passed into the grooves, is dropped into the seats and there held by the shoulders against accidental es-



1,097,409.

cape. A plurality of partitions adjustably mounted on the shelf are adapted to hold packs of various sizes of labels. These partitions are provided with depending threaded pins projecting through slots in the shelf to which they are anchored by means of nuts on the pins. By loosening the nuts any particular partition may be moved longitudinally of said shelf toward or away from its neighbor to provide for storing various sizes of labels. Each partition is cut away obliquely at the front edge to permit the withdrawal of the lowermost label when wanted for use.

## PATENTS.

### Granted May 5, 1914.

- 1,095,205—Reinhold Gruter and Heinrich Pohl, assignors to Chemische Werke vorm. Dr. Heinrich Byk., Lehnitz-Nordbahn, Germany. Manufacture of lactid.
- 1,095,277—Otto E. Hermann and Elden C. De Witt, Chicago, Ill. Tablet packaging machine.
- 1,095,290—Daniel Schmid, assignor to Progressive Manufacturing Co., Milwaukee, Wis. Bottle washing machine.
- 1,095,313—Charles H. Davids, Brooklyn, N. Y. Combination of a container and a photographic recording label.
- 1,095,318—Louis F. Eisele, Philadelphia, Pa. Medicine cabinet.
- 1,095,406, 1,095,407—Clarence J. Lawson, Plainfield, N. J., assignor, by direct mesne assignments, to Columbia Machine & Stopper Corporation. Machine for applying bottle closures.
- 1,095,607—Joseph Trimbach, Rye, N. Y. Non-refillable bottle.
- 1,095,618—Rudolph Berendes, assignor to Synthetic Patents Co., Inc., New York. Bismuth salt of gallocarboxylic acid.
- 1,095,731—Filip Kacer, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Producing anthraquinone-thiazoles.
- 1,095,969—John C. Poore, Chicago, Ill. Nipple for nursing bottle.
- 1,095,998—Walter A. Meyer, Brooklyn, N. Y., assignor of one-half to Richard Jaeger. Powder puff and pad.

### Granted May 12, 1914.

- 1,096,135—Virginia W. Smith, Williamsport, Pa. Non-refillable bottle.
- 1,096,318—Alfredo Santarelli, New York, N. Y. Non-refillable bottle.
- 1,096,361—Paul Flemming, Hamburg, Germany. Process for the production of disinfectants.

- 1,086,864—Charles Hammer, assignor to The American Metal Cap Co., Brooklyn, N. Y. Bottle cap or closure.  
 1,086,868—Arthur L. S. Zerk, assignor, by mesne assignments, to The Enamel Company of America, Elyria, Ohio. Method of manufacturing antimony oxide.  
 1,086,873—Conrad M. Forst and Frank A. Schramm, Philadelphia, Pa. Bottle closure and opener.  
 1,086,875—Stephan Geiger, assignor to Adam Heilmann, Nuremberg, Germany. Apparatus for extracting herbs and medicating steam.  
 1,086,882—Raymond B. Gilchrist, assignor to The Gilchrist Company, Newark, N. J. Bottle holder.  
 1,086,884—Frich Baum and Martin Mugdan, assignors to Consortium für Elektrochemische Industrie G. M. B. H., Nuremberg, Germany. Process of preparing acetaldehyde.  
 1,086,884—Lawrence M. Stevens, St. Louis, Mo. Non-refillable bottle.

Granted May 19, 1914.

- 1,086,884—George L. Harvey, Chicago, Ill. Cigarette dispenser.  
 1,086,885—Frank Thayer, El Paso, Tex., assignor of one-half to T. M. Stiles, Havana, N. Mex. Process of making alcohol.  
 1,086,886—Clas F. Foley, St. Foster, R. I. Stopper.  
 1,086,887—Homer R. Dell, Iowa City, Iowa. Device for holding bottles, glasses, and pictures.  
 1,086,888—J. Kukow, Offenbach-on-the-Main, Germany. Apparatus for acid salts of acetic acid.  
 1,086,889—O. Freston, Sacramento, Cal. Toothbrush.  
 1,086,890—Alvin Procella, Buffalo, N. Y. Bottle stopper.  
 1,086,891—Wm. DeWitt, assignor of one-half to William Downs, Chicago, Ill. Non-refillable bottle.  
 1,086,892—Bert B. Jones and Emanuel W. Schneider, Pond Creek, Okla. Druggist's label case.  
 1,086,893—Carlton H. Mayton, Dallas, Tex. Process for reduction of saturated fatty acids and their esters.  
 1,086,894—Jean F. Rolland and Pierre A. P. Mauciere, Paris, France. Apparatus for storing and distributing inflammable liquids.

Granted May 26, 1914.

- 1,086,897—Shirley L. Ames, Everett, Mass. Flavoring emulsion.  
 1,086,897—Henry P. Kraft, New York, N. Y., and Maximilian S. Swenert, West Hoboken, N. J. Water bottle stopper.  
 1,086,898—Charles H. Beers, Asbury Park, N. J. Non-refillable bottle.  
 1,086,898—John A. Steele, Cedarville, Ohio. Bunsen burner.  
 1,086,898—Alexander S. Ramage, Detroit, Mich., assignor to Eugene A. Byrnes and Clinton P. Townsend, Washington, D. C. Process of oxidizing compounds and producing terpene peroxide.  
 1,086,898—Alexander S. Ramage, Detroit, Mich., assignor to Eugene A. Byrnes and Clinton P. Townsend, Washington, D. C. Organic peroxide and process of producing same.  
 1,086,899—Ernest A. Ash, New York, N. Y. Tooth paste dispensing device.  
 1,086,899—Alex B. Davis, assignor to Eli Lilly & Company, Indianapolis, Ind. Quinolin compounds and process of producing same.  
 1,086,899—Thomas P. Pick, Chicago, Ill. Bottle stopper.  
 1,086,899—Alexander Bogdanoff, New York, N. Y., assignor to The International Cork Co., Brooklyn, N. Y. Process of manufacturing bottle closures.  
 1,086,899—Julius Weisse and Friedrich Rieche, assignors to The Firm of Rudolph Koepf & Co., Chemische Fabrik, Oestrich-on-the-Rhine, Germany. Production of mixtures of nitrogen and hydrogen suitable for the manufacture of ammonia.  
 1,086,899—Giuseppe F. Pinski, New York, N. Y. Bottle stopper.  
 1,086,899—Orto Widemann, Douglas, Alaska. Bottle guard.  
 1,086,899—Robert C. Glasco, Anderson, Ind., assignor of one-third to Archibald C. Rice, Madison County, Ind., and one-twelfth to Austin H. Brumbaugh, one-twelfth to James W. Harris, one-twelfth to John E. Davis, one-twelfth to Calvin S. Miller, one-twelfth to Ward B. Willis, and one-twelfth to Michael J. Fogarty, Glass bottle mould.  
 1,086,899—Alexander S. Ramage, Cleveland, Ohio, assignor to Eugene A. Byrnes and Clinton P. Townsend, Washington, D. C. Process of producing terpene peroxid.

Granted June 2, 1914.

- 1,086,843—Frank J. Wood, New York, N. Y., assignor to Marx & Rawolle, New York, N. Y. Apparatus for distilling glycerin.  
 1,086,853—Marvin B. Whisenant, Hollis, Okla. Bottle.  
 1,086,840—Otto Liebknecht, Frankfurt-on-the-Main, Germany, assignor to Roessler & Hasslacher Chemical Co., New York, N. Y. Process of dehydrating perborates.  
 1,086,854—Aron Rauch, New York, N. Y. Bottle closure device.  
 1,086,858—Franz Webel, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Producing chlorine derivatives of the amyl series.  
 1,086,860—Gustav Hilgenstock, Dahlhausen-on-the-Ruhr, Germany. Process of obtaining ammonia from gas.  
 1,086,861—George B. Keplinger, assignor to Kyle Bottle Washing Machine Co., Chicago, Ill. Bottle washing machine.  
 1,086,861—William W. Smith, assignor of one-half to Stanley S. Spencer, Darlington, Md. Non-refillable bottle.  
 1,086,861—Harry A. Kucera, Philadelphia, Pa. Bottle stopper.  
 1,086,861—Almer M. McAfee, Bayonne, N. J. Manufacture of aluminum chloride.

Granted June 9, 1914.

- 1,086,877—Henry H. Ward, Boston, Mass. Stable crystalline sodium bisulfite and process of producing same.  
 1,086,891—Charles Nelson, Brooklyn, N. Y., assignor to S. Sternau & Co., New York, N. Y. Alcohol lamp.  
 1,086,864—Willy Hof, Frankfurt-on-the-Main, Germany. Means for distilling acids.  
 1,086,881—Theodor Meyer, Offenbach, and August Klages, Magdeburg, Germany. Process for the continuous production of dry hydrochloric acid and potassium bisulfate from potassium chloride and sulphuric acid.

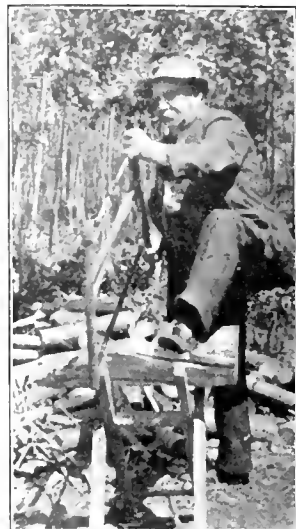
- 1,086,852—August Klages, Magdeburg, Germany. Process for the continuous production of nitric acid.  
 1,086,874—Charles A. Tatum, Middletown, N. J., assignor to Whitall, Tatum Company, New York, N. Y. Atomizer.  
 1,086,802—Sidney D. Jacobson, New York, N. Y. Non-refillable bottle.  
 1,086,806—Frank Lindeen, Clinton, Ill. Funnel.  
 1,086,806—Leopold Ostermann, Hamburg, Germany. Process for the formation of diaryl ethers.  
 1,086,806—Walter A. Stattmann, Wilmette, Ill., assignor to Universal Non-refillable Bottle Co., Chicago, Ill. Bottle.

Granted June 16, 1914.

- 1,086,810—Cora N. Cummings, Bridgeport, Conn. Hypodermic solution holder.  
 1,086,817—Franz Elger, Basel, Switzerland, assignor to Hoffmann-La Roche Chemical Works, New York, N. Y. Non-hygroscopic malt extract preparations and process for making the same.  
 1,086,818—Frank R. Hart, Santa Cruz, Cal. Hypodermic needle.  
 1,086,800—Willy Ruprich, Dortmund, Germany. Machine for cleaning bottles.  
 1,086,832—Frank S. Hereth, assignor to E. R. Squibb & Sons, New York. Hermetic seal for receptacles.  
 1,086,833—James W. Johnson, assignor to Johnson & Johnson, New Brunswick, N. J. Collapsible tube.  
 1,086,840—Christian W. V. Messerschmidt, Copenhagen, Denmark. Metal capsule for bottles.  
 1,086,848—Andrew J. Selz, New Rochelle, N. Y. Paper bottle.  
 1,086,856—William C. Clarke, Rockland Park, Va. Bottle closure.  
 1,086,839—Frank S. Washburn, Nashville, Tenn. Process and apparatus for making phosphoric acid and compounds of the same.  
 1,086,885—Edwin O. Barstow, assignor to Dow Chemical Co., Midland, Mich. Method of manufacturing arsenate of lead.

### They All Sawed Wood with Foerster.

Julius Foerster, New England representative of Sharp & Dohme, of Baltimore, was the guest of 40 druggists at dinner at Young's Hotel, Boston, recently. Charles H. Perry, of Medford, of the Eastern Drug Company, was toastmaster, and he made a lively evening for everybody. William B. Foster, an advertising expert, Major Hall and Fred S. Lovis, of Fitchburg, were called upon and given a chance to tell what they knew of the guest of the evening, and he heard some high and sincere compliments. Mr. Foerster was about to leave Boston for a Continental trip, combining business and pleasure. The menu card bore a photo of the guest of the evening in the picturesque attitude of sawing wood, and beneath it the couplet: "Ever watchful doing good; Ever working, sawing wood."



### RECENT DEATHS.

- John M. Garrity, 40, for many years identified with the retail drug trade, died at his home in Indianapolis, June 8, after a short illness.  
 —Abraham Brubaker, 86, a retired druggist and school teacher of Lancaster county, died recently in his home at Center Church, Pa.  
 —John Cline, an Illinois druggist, and his three-year-old son were killed by a train near Marion, Ill., recently while automobiling.  
 —Bert Overton, 32, who has conducted a drug store at Antioch, Ill., for several years, died recently of heart disease.  
 —John A. Stanwood, 56, formerly a druggist in East Boston, Mass., died recently at Santa Monica, California.  
 —James H. Foster, 63, for many years a traveling salesman for a Michigan drug firm, is dead at Saginaw.  
 —George A. Foster, a druggist well-known in Dover, Hudson, Portsmouth and Rochester, N. H., is dead.  
 —Frank W. Green, a well-known drug clerk of Wheeling, Va., is dead as the result of an automobile accident.  
 —Mrs. Belle S. Perry, widow of Frederick Burr Perry, wholesale druggist, of Chicago, is dead.  
 —Clarence P. Parker, of 1510 West Garfield boulevard, Chicago, a retired druggist, is dead.

# THE DRUG MARKETS

## CAMPHOR IN DEMAND AND HIGHER.

### Citric Acid in Strong Position and Scarce—Uplift in Prices Characterizes Botanical Drugs.

See pages 27 to 41 for Prices Current.

CHANGES SINCE LAST REPORT.

D—Acid, Chrysophanic, true, vials.....oz.	.25	—	.27
A—Acid, Citric, Crystal (Kegs).....lb.		—	.61
Less .....	.68	—	.70
Granulated .....	.70	—	.75
Powdered .....	.71	—	.75
D—Arnica Flowers .....	.20	—	.25
Powdered .....	.28	—	.33
D—Benzoin, Sumatra .....	.45	—	.55
Powdered .....	.55	—	.60
D—Buchu Leaves, Long.....lb.	1.50	—	1.60
Powdered .....	1.60	—	1.70
A—Buchu Leaves, Short.....lb.	1.75	—	1.80
Powdered .....	1.85	—	1.90
A—Camphor, Refined (bbl., 46 lb.).....lb.	.52	—	.55
¼ lb. squares (case lb. 47).....lb.	.55	—	.57
Japanese, ozs.....lb.	.50	—	.55
A—Cantharides, Russian, Sifted.....lb.	2.30	—	2.35
Powdered .....	2.45	—	2.50
A—Chamomile Flowers, Hungarian.....lb.	.26	—	.32
A—Chloral Hydrate, Crystals.....lb.	.55	—	.70
A—Cocaine, Alkaloid, ¼ oz. vials.....oz.	4.85	—	5.05
Hydrochloride, Crystals, 1 oz. v. oz.	4.05	—	4.15
¼ oz. v. oz.	4.25	—	4.35
D—Cocculus Indicus (Fish Berries).....lb.	.09	—	.12
A—Colchicum Seed .....	.30	—	.40
Powdered .....	.38	—	.48
A—Copper Iodide .....	.45	—	.48
A—Dragon's Blood, Reeds.....lb.	.65	—	.70
D—Glycerin .....	.25	—	.28
D—Guarana (Paullinia).....lb.	2.50	—	2.75
Powdered .....	2.75	—	3.00
D—Henna Leaves .....	.25	—	.35
A—Iodoform, Crystals and Powdered.....lb.	4.90	—	5.30
D—Mercury, Ammoniated (White Precip.).....lb.	1.05	—	1.12
D—Mercury Chloride (Mild, Calomel).....lb.	.92	—	1.00
D—Mercury Oxide (Red Precipitate).....lb.	1.00	—	1.10
A—Mullein Flowers, 1 lb. cans.....lb.	1.00	—	1.10
D—Oil Bergamot .....	5.70	—	5.80
D—Oil Lemon .....	2.25	—	2.35
A—Oil Orange, Sweet.....lb.	2.55	—	2.65
A—Opium, Natural .....	6.85	—	7.30
D—Quassia, Rasped .....	.08	—	.11
D—Saffron, American (Safflower).....lb.	.75	—	.85
D—Saffron, Spanish, True (Valencia).....lb.	12.75	—	13.00
D—Sugar of Milk, Powdered.....lb.	.22	—	.26

NOTE—A, advanced; D, declined; C, correction; N, new.

**N**EW YORK, June 23.—The last few days have been characterized by a much broader demand from consumers for drugs and chemicals in the wholesale market, and some increase has been noted in the number of mail and telegraph orders from various sections. By far the most important advances in a large way during the past month relate to botanical drugs, one of these being the uplift in the price of Hungarian chamomile flowers, due to the practical exhaustion of old crop supplies and the reported shortage of new supplies. American refined camphor has been advanced, and natural opium is slightly higher. Quinine is firm and still obtainable at last month's quotations. Citric acid still retains a strong position, owing to the comparatively high cost of lime citrate and lemon culls from which it is manufactured. Guarana is lower, following a falling off in demand and an accumulation of stocks. Glycerin has been reduced. Buchu leaves, long, are easier, while the short variety has been marked up as a consequence of shortages in stocks reported from the Cape of Good Hope. Chloral hydrate is strongly held and prices are higher.

**OPPIUM**—The demand continues routine, the situation pre-

sented no new features, excepting that quotations on natural have been advanced to \$6.85@ \$7.30 per pound. Prices for granulated and powdered U.S.P. remain unchanged at last month's quotations, viz., \$8.25@ \$8.35 for the former, and \$8.15 @ \$8.35 for the latter.

**QUININE**—Is meeting with a somewhat larger inquiry, and prices continue firm at 26 cents per ounce for bulk in 100-ounce tins. Government statistics for April show the importation of 179,666 ounces of quinine, valued at \$45,819, as compared with 298,585 ounces, valued at \$57,218 for the corresponding period last year.

**COD LIVER OIL**—Norwegian is firm and unchanged in price. Cables report the result of fishings up to the week ended June 20 as follows: Total catch, 80,800,000 fish, with a yield of 49,110 barrels of oil. In the corresponding period a year ago the catch was 74,800,000 fish yielding 40,830 barrels of oil.

**GLYCERIN**—Quotations are lower, jobbers asking 25c.@28c. per pound as to quantity and brand. Imports of crude glycerin so far this year have been materially larger than in previous corresponding periods.

**CANTHARIDES**—A growing scarcity of supplies has caused holders to mark up their prices, and jobbers now quote \$2.30@ \$2.35 for Russian, whole, and \$2.45@ \$2.50 for powdered. New crop flies are being offered for September-October shipment.

**CAMPHOR**—American refined has been advanced to 46 cents per pound by the barrel, and 52c.@55c. per pound for less quantities. One-quarter-pound "squares" are quoted at 47 cents per pound by the case, and 55c.@57c. for less. Japanese in ounces fetches 50c.@55c. per pound. The advance is due to the materially higher values now prevailing for both crude and refined Japanese camphor.

**GUARANA**—There is little demand and stocks have accumulated to such an extent that jobbers have reduced quotations to \$2.50@ \$2.75 per pound for whole, and \$2.75@ \$3.00 for powdered.

**ACID, CITRIC**—This article still holds a strong position, owing to the comparatively high cost of lime citrate and lemon culls from which the acid is manufactured. A sharp upward movement is also reported in European markets. Jobbers quote 61 cents per pound for crystals in kegs, and 68c.@70c. for smaller quantities. For granulated, 70c.@75c., and powdered, 71c.@75c. per pound is asked.

**BUCHU LEAVES**—The short variety has been advanced to \$1.75@ \$1.80 per pound for whole, and \$1.85@ \$1.90 per pound for powdered. Shortages in stocks are reported from the Cape of Good Hope, and no new shipments are expected to come forward for some time. Revision of quotations on the long variety shows slightly lower prices, \$1.50@ \$1.60 per pound for whole, and \$1.60@ \$1.70 for powdered being asked.

**ARNICA FLOWERS**—There is a fair demand for jobbing quantities and the market is steady at somewhat advanced prices, 20c.@25c. per pound for whole, and 28c.@33c. per pound for powdered being asked.

**SAFFRON**—Spanish (true Valencia) is more freely offered by importers whose stocks have been recently replenished, and jobbers are quoting \$12.75@ \$13 per pound. American (safflower) is also easier and prices have declined to 75c.@85c.

**OIL BERGAMOT**—Keen competition among local importers and other handlers of this oil has caused a downward trend in prices, and good oil is quoted at \$5.70@ \$5.80 per pound.

**OIL LEMON**—Primary markets are reported very inactive, conditions which are reflected in an easier feeling here. Jobbers quote \$2.25@ \$2.35 per pound.

**OIL ORANGE**—Sweet is slightly higher and quoted at \$2.55@ \$2.65 per pound. Cable advices reflect a firmer undertone in primary markets for this oil.

**MERCURIALS**—An advance in price has been the feature of some of these salts, due, it is said, to reduced competition from the foreign producers. The changes noted in quotations are for ammoniated (white precipitate), \$1.05@ \$1.12 per pound; mild chloride (calomel), 92c.@ \$1; and red oxide (red precipitate), \$1@ \$1.10 being asked.

**CHRYSOPHANIC ACID**—A revision of prices shows a decline, 25c.@27c. per ounce being asked. Quotations of German makers are higher than those made by English manufacturers.

## THE ERA COURSE IN PHARMACY

Information for Era Course Students

The Era Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, and intended especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures; it can be completed in a year or less, depending on the experience of the Student; its cost is merely nominal. A complete Prospectus can be had by addressing

Director ERA COURSE IN PHARMACY,  
c/o D. O. Haynes & Co.,  
No. 3 PARK PLACE, NEW YORK.

**F**ROM clerk in a retail store to druggist at a State hospital, where he is gaining an extended experience in prescription work that will make him a most valuable man, is the climb made by Harry L. Riddle, druggist of the State Hospital, Morganton, N. C. Mr. Riddle is one of the many young men who have found the ERA Course an invaluable aid in mastering the technical side of their pharmaceutical work, and he is frank in his praise of it. Forced to stop his school work at the age of 17, Mr. Riddle was thrown on his own resources, and found a college education impossible for him. After taking a position in a drug store, he soon realized that he needed an authoritative guide in his work, and began to look around for it. He decided on the ERA Course as best meeting his requirements, and enrolled in August, 1912. By that time he had had four years of practical drug-store work, and was able to push his studies and recitation work forward so rapidly that he completed the Course in a little less than a year, receiving his diploma in August, 1913. During the past two years, including the time he was an ERA Course student, Mr. Riddle has been druggist at the Morganton State Hospital, and he is of the opinion that the training of the Course has contributed largely to the success he has made of the work.



H. L. RIDDLE

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### A Friend in Mexico.

The war in Mexico has upset many arrangements, but it has not interfered with the work of Mr. L. A. Garcia, of Torreon, Province of Coahuila, who finds time to pursue his ERA Course studies despite the fact that the most important battle ever fought on Mexican soil took place within earshot of him, and the city's government changed hands. Mr. Garcia is a photographer, but he evidently does not believe in having but one string to his bow, for he has branched out into the pharmaceutical line, and is now taking the ERA Course lectures, and studying the U.S.P. We were fortunate enough to get Mr. Garcia's lectures to him just two days before communications around Torreon were cut off by the Constitutionalist army last April. Since that time mail has been forwarded through El Paso, Texas, without any marked delays. Mr. Garcia recently sent us his photograph, with the following remark:



L. A. GARCIA

"The picture I take the liberty of dedicating to you, and you can keep it as token of appreciation of your endeavors to help others attain their goal."

### Era Course Student Only One in 19 to Pass.

"Last April I went up for my examination and was the only man out of 19 who passed the examination. Therefore I must thank you, and say that your Course is to be recommended to any drug clerk, or to any beginner who wishes to make a success in his study. It is the only course that explains things so very plainly that you can understand a subject when

you are through with it."—MORRIS GLASSMAN, East Hartford, Conn.

### Passed Two State Examinations.

"I am very much pleased with the results I have obtained through the ERA Course. I have recently passed the Iowa and Nebraska State examinations, and I believe that I owe a great deal to the instruction which I received through the study of the Course. I heartily recommend it to anyone desiring to take up the study of pharmacy at home, or wishing a thorough review."—MRS. EDNAH B. ANDERSON, Dow City, Iowa.

### Era Course Students in Many States.

The following students or graduates of the ERA Course were successful in passing State Board examinations recently:

Delaware—W. B. Swain, Trappe, Md.; Morris Citrenbaum, Baltimore, Md.  
Mississippi—H. H. Norton, Hattiesburg.  
Illinois—Harry L. Spongberg, Rockford.  
Louisiana—Réné Bienvenu, St. Martinville.  
Maine—Lester B. Tozier, Waterville.  
California—John A. Sasso, San Francisco.  
Iowa—Plumer Egert, Des Moines; Ednah B. Anderson, Dow City.

### Wins Silver Medal in St. Louis.

Mr. Frank T. Helms, of Addieville, Ill., a former ERA Course student who is now pursuing his pharmaceutical training further at the St. Louis College of Pharmacy, was the recipient of the silver College Medal at the recent commencement. Even if one is fortunate enough to look forward to a course in a college of pharmacy, the solid groundwork supplied by the ERA Course lectures will never be regretted, while the broad survey of the whole field of pharmacy one thus obtains is of inestimable value.

### Matriculation Graduates to June 18, 1914. Graduating Average.

7573—Roscoe O. Brady, Carlisle, Pa.....	89
7619—Ambrose G. Sauer, Baltimore, Md.....	93
7675—Donald Fulton, St. Marys, Kan.....	92
7831—Mrs. Emma M. De Wolfe, Bennet, Neb....	96
7875—Clifford Holler, Jacksonville, Ill.....	89
7927—Donald B. Gill, Chicago, Ill.....	99

### Chicago Drug Club Salesmen's Night.

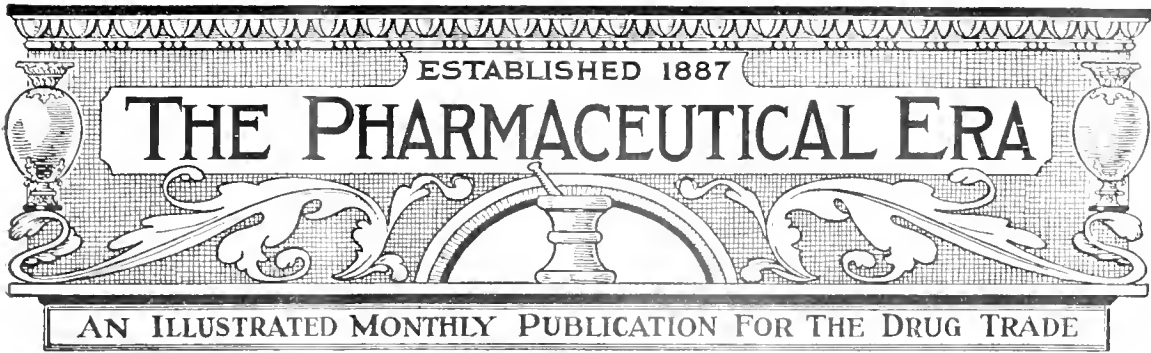
On May 25 the "Big Doings" were turned over to the salesmen members of the Chicago Drug Club, and the boys did themselves proud. It was very gratifying to see such a large attendance, for more than 250 members of the club turned out.

The initiation team, under the direction of J. M. Schwalbe, worked for the first time on a real live candidate. Brother Hattersley, who bore up bravely under the excruciating tests and obligation all new candidates for membership in the Drug Club are now obliged to submit to. The personnel of the initiation team is as follows: Royal Mortar, Ad. Umenhofer; Pounding Pestle, F. Strodola; Smooth Spatula, C. A. Abrahamson; Pill Roller, Doc Pritchard; Deep Graduate, R. D. Keim; Guide, C. A. Redig; Executioner, P. J. Roth.

"Billy Baxter the Big Smoke" acted as toastmaster and kept things moving. The most interesting feature was a highly instructive talk on the science of salesmanship given by A. Fogleman, of the Sheldon School of Salesmanship. Mr. Fogleman's talk bristled with interesting points to every merchant whether he is a retailer or a wholesaler and especially to every man present who is selling goods. Signor George Bromo Mattesoni, the world-renowned ventriloquist, assisted by Signor Rogaschki and Signor Weedenstein, his dummy Tommy and the Star Light Quartette, gave several very enjoyable numbers.

Signor Mattesoni is a member of the organization; it is a wonder that his marvelous gift of ventriloquism has remained hidden for so many years. He told those in attendance that he only discovered the day before his appearance that he could ventriloquize. Messrs. Rehfeld and Golden rendered tenor solos in their usual enjoyable manner. Among the other speakers of the evening were Messrs. Potts, McCracken and Keim.

The New Hampshire Ph.A. is holding its annual convention at the Hotel Wentworth, New Castle, June 30, July 1-2.



# THE PHARMACEUTICAL ERA.

PUBLISHED ON THE FIRST OF EACH MONTH.

D. O. HAYNES & Co. . . . Publishers

No. 3 PARK PLACE, NEW YORK

Telephone, 7646 Barclay.

Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico, the Philippines and Mexico.....\$1.00 a year  
 To Canada, postpaid..... 1.50 a year  
 To Foreign Countries in Postal Union..... 2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.  
 PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.  
 REMIT by P.O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection charges if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, D. O. Haynes; vice-president, E. J. Kennedy; secretary, N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

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## Table of Contents.

### READING SECTION.

EDITORIAL AND PHARMACEUTICAL.....	Pages 355-375
Editorials .....	355-358
Books Reviewed .....	358
Bichloride of Mercury Tablets, by George M. Beringer .....	359-361
The Timid Druggist, C. J. McCloskey.....	361-362
Changes Proposed in the U.S.P.....	363-364
Classical Discoveries in Pharmacy, VIII—Beginnings of System in the Terpenes.....	365-366
Estimation of Glucose in Urine, Jos. L. Mayer.....	366-367
Intelligent Publicity, Horace Taylor.....	367
Selected Formulas .....	368
Foreign Abstracts .....	369-370
Question Box .....	371-372
Women in Pharmacy.....	373-374

NEWS SECTION.....	Pages 375-392
Mostly Personal .....	375-377
Obituaries .....	378
Associations .....	379-388
Schools and Colleges.....	389-390
Board Examinations .....	391-392

TRADE SECTION.....	Pages 393-402
Stick to Medicine, Fred W. Connolly.....	393
Keep a Quality Drug Department, Eugene Hodson.....	393-394
Market Reports .....	401-402

INDEX TO ADVERTISERS.....	Page 55
INDEX TO GOODS ADVERTISED.....	Pages 51-54
INDEX TO READING PAGES.....	Page 56

### COMING MEETINGS OF A.P.H.A. AND N.A.R.D.

THE greatest inducement that can be offered to the average druggist to attend the annual meetings of the A.P.H.A. and N.A.R.D. is the promise that his presence at these meetings will give him an opportunity to rub elbows with the big men of pharmacy—professional and commercial. There is needed the whole-hearted co-operation of all those engaged in the business to provide the solution of many drug trade problems, and to attain the highest result and the greatest value in this direction, the application of intelligence and scientific knowledge, as well as co-operative effort is urgently demanded. The visiting druggist is promised much in the way of returns and an unusual opportunity for an outing at moderate expense in attending the coming meetings of these big associations. The programmes have been arranged with particular reference to the work in hand, and also to give each visitor, without missing any of the meetings, a chance to participate in all the entertainment features that have been provided by the local committees. So take the ERA's advice and attend these great gatherings of American pharmacists. You will live just as long as you would were you to remain at home, while your range of vision is sure to be considerably broadened if you but go. Act on this advice and we are sure that you will return to your home and store much benefited by your conference with the leaders of your calling.

### WHAT IS SOLD IN DRUG STORES?

JUDGING from the window displays of some of the large stores in New York City, it would be much easier to make out a list of the commodities which are not sold in drug stores. Drugs, of course, are a comparatively small item in most stores, and the rest of the business consists of a variety which, at first sight, has no unity at all, and cannot possibly be grouped under a general head. No drug store, or pharmacy, if the more "professional" term is preferred, yet sells automobiles or motor boats, and one must still go to a haberdasher for collars and cravats. Again, the corner grocer has the call in selling food; the corner druggist confines himself mostly to infant and invalid foods. On the other hand, some of the large chain stores were selling, on the third of July, large American flags with

sockets for attachment to motor boats. These same stores sell eggs by the dozen at Easter time, while nearly all pharmacists offer such articles of clothing as paper or felt vests, handkerchiefs, and bathing caps. How can all these various articles be classified?

To tell the truth, we do not think that they can be accurately. The modern druggist is approaching the status of the "apothecary" of the 14th century, whose title meant simply "shopkeeper," as evidenced today by the derived word "boutiquier" of the French. But for an approximation, we suggest the following definition, or delimitation: Articles sold in drug stores are such as come in actual physical contact with some part of the body when in use, excepting food and clothing. This will include drugs and medicines, cigars, soda water, toilet articles, stationery, most sundries, perfumes, candy, rubber goods, trusses, crutches, and some jewelry. It will not include paints, cameras and supplies, phonographs, window glass, or American flags. However, after much heavy thinking, in the hottest weather the Summer has yet inflicted on us, we have been unable to draw up a more accurate statement of what a customer may hope to find when he crosses your threshold. Now let "Oldest Subscriber" speak up, and any of our younger subscribers, and tell us of a definition which will be both finer-meshed and more inclusive.

#### BUSINESS BECOMING A PROFESSION.

THERE is only a certain amount of drug business in the country. It is not something that is capable of stimulation, since the application of creative selling principles would necessitate the creation of sickness. The drug problem is therefore a problem of attracting to the individual store all the possible drug business violation of Nature's laws has caused. And it is a significant fact that those stores which feature sundries, confectionery, soda, etc., usually do the largest prescription business. Instead of the profession being lowered, business has been raised to the standard of a profession equal to the profession of pharmacy.

The druggist is coming into his own. He is cashing in on the advantages he has as a result of his training. Where the average retail merchant has sneeringly laughed down the idea of business being a science, the druggist, because of his scientific training, has been quicker to see the light of reason and truth. The old wail: "The profession is being commercialized," is now seldom heard. The druggist is coming to see that the "commercial instinct" is a term synonymous with "common sense." He is beginning to recognize the fact that the science of business presents a field for deeper study and thought than the mere compounding of drugs. For business is based largely on the science of psychology and involves the practical use of that science.

The druggist is learning that business is human service and that there can be no more noble or dignified calling than the supplying of the public with those things which it needs for health, happi-

ness and progress, whether it be a medicine or a toothbrush. We expect to see all schools of pharmacy embody as a most important part of their courses a study in the science of business. And soon.

#### GUARANTEED CHEMICALS.

UNDER this caption, a letter from Prof. Victor Lenher, of the University of Wisconsin, to the editor of the *Journal of Industrial and Engineering Chemistry*, calls attention to a state of affairs which points to something radically wrong in the methods of certain firms who are trying, or who should be trying, to build up a reputation and wide market for chemicals of American manufacture. So-called "guaranteed," "analyzed" and "tested" chemicals are nothing new, but surely those who at first welcomed their advent with the thought that at last the "blank test" could be done away with before use, never thought that a few years would lead to the suspicion that the whole scheme was exploited principally for its advertising and commercial value, and only secondarily in the interest of pure reagents. Absolute ether containing both water and alcohol; sodium bromate stated to contain no bromide, but actually consisting of nearly 50 per cent. of bromide; sodium hydroxide with more than 10 per cent. of carbon dioxide, when only traces were present according to the label—such are the contradictions which Professor Lenher reports. The case of the pure sheet copper, which, according to the label, contained no tin, no antimony and—*mirabile dictu*—no copper, may be regarded as a careless piece of proof-reading, rather amusing than misleading. Another case, more reprehensible, related to a lot of bromine of which the chlorine content was given. When asked to indicate the method by which these figures were obtained, the distributor stated calmly that the analysis was given by the manufacturers from whom *he* had bought the bromine, and no analysis had been made by his house. The Bureau of Standards also reports that it never takes at their face value the statements on the labels, and often finds them absolutely false, and that this holds for reagents of foreign as well as domestic make.

The matter of purity in reagents is of the greatest importance to every chemist worthy the name. It is as fundamental as accuracy in atomic determinations. It is greatly to be regretted that business men who are backing the manufacture of reagents are not sufficiently far-sighted to realize that a policy such as they appear to have adopted cannot succeed—at least not until the whole body of chemists the world over becomes utterly slovenly and corrupt—an unthinkable condition. So long as chemists are faithful to their "jobs," just so long will they require and demand pure chemicals. A wise manufacturer will endeavor to supply this demand, and in a legitimate manner; certainly not by endeavoring to hoodwink purchasers by labels which, it must be admitted, make a strong appeal to the busy worker, and to which the contents of the bottles could be made to correspond. There is no longer any justification in charging advanced



prices for goods that may, at any time, prove no better than the "C.P." grade, which, by the way, nowadays seems to mean simply "comparatively pure."

#### OFFICIAL BICHLORIDE TABLETS.

THAT the enormous use of bichloride of mercury tablets constitutes a menace to the future growth and prosperity of the Nation has been the belief of many in the trade for years, and the reports of the daily press of numerous cases of poisoning and death from the accidental or premeditated use of these tablets during the past year have greatly emphasized this conviction until now there is scarcely anyone who does not favor some sort of regulation. The latest deliverance on this subject appears in the address of Prof. Joseph P. Remington, chairman of the Committee of Revision of the U.S.P., before the recent Atlantic City meeting of the American Medical Association, a report of which appears elsewhere in this issue of the ERA. According to the distinguished speaker, the Pharmacopoeia cannot check the use of these tablets, but it can at least direct the form for their use which will as far as possible prevent accident through swallowing the tablets or their solution.

This conclusion is in direct line with that which this journal has advanced on numerous occasions, and if such a requirement were included in the Pharmacopoeia, it would tend to relegate the much-discussed problem of how to control the sale of these tablets to the background, and thereby deprive newspapers of much of the sensationalism that has heretofore accompanied the "write-ups" of accidental use and misuse of this substance. That the authorities of other countries have studied this problem will be seen in the contribution by George M. Beringer, president of the A.Ph.A., which also appears in this issue.

From all points of consideration, it is desirable that a tablet of distinctive shape should be prescribed. A number of State Legislatures in session during the past year have had under consideration measures providing for the handling and sale of this substance, and Congress has at least three bills upon the same subject. The drug trade should take an active interest in helping to solve this question of public safety, and the Committee of Revision of the Pharmacopoeia will no doubt provide such requirements, especially since the Section of Materia Medica and Pharmacology of the A.M.A. has gone on record asking that "corrosive mercuric chloride pastilles" be made official in the next Pharmacopoeia, and that the form adopted be that described in the German Pharmacopoeia, namely, "of cylindrical shape, twice as long as thick, wrapped individually in paper bearing the name of the medication, 'corrosive mercuric chloride pastilles,' and the word 'poison' in suitable and striking letters."

Every reasonable precaution and means should be taken to prevent the user of bichloride tablets from accidental poisoning and death by impressing upon him the fact that such tablets are powerfully toxic; at the same time, in any proposed legislation

or regulation, sufficient latitude should be permitted to allow any reputable dealer to supply legitimate demands for mercuric chloride.

#### THE USE OF SACCHARIN IN FOODS.

IN his book on "Foods and their Adulteration," Dr. Wiley wrote that he believed that under the scrutiny of municipal, State and National inspection, the use of saccharin in food products would disappear. He also stated that in its use to sweeten foods, the consumer is deceived, and at the same time he is consuming a drug which has valuable uses in medicine but which should only be administered with the consent and by the advice of a physician. In contrast with this opinion is the recent decision of the Supreme Court of Missouri, which declares that the enactment prohibiting the use of saccharin in soft drinks manufactured and sold in that State is unconstitutional.

Of course, the decision, primarily, is of interest to the druggist as a dispenser of soda water and possibly some other food products, but the point brought out in the light of the evidence submitted is that saccharin is not so malevolent as some have tried to make out. An abstract of this decision appears in our news columns, and from the judicial viewpoint, at least, the arguments for the use of saccharin are convincing.

In other countries the use of saccharin has been the subject of recent investigation. The Netherlands correspondent of the London *Chemist and Druggist*, in a recent number of that journal, states that the delegate of the Dutch Government to the Saccharin Convention, which met in Paris in 1912, advises his country to participate in the convention, otherwise the reputation of the country would suffer, as participating States would make reprisals against the export trade in chocolate, condensed milk and biscuits. This advice is interesting from the fact that the Dutch Government is contemplating measures dealing with the manufacture and use of saccharin. The *Chemische Fabriek*, in a petition to the Minister of Agriculture, Trade and Industry, says the correspondent, "combats the view that saccharin is in any way harmful to public health. Sweetmeats, fruit syrups, and non-alcoholic wines are not taken on account of the nourishment they contain. If the price of these preparations were raised, many people would be unable to purchase these luxuries." These arguments smack strongly of commercialism and are "not in it" with the decision of the Missouri Supreme Court, which looks upon the prohibition of saccharin "as an arbitrary discrimination in favor of those who sweeten soda water with sugar."

A NEW edition of the British Pharmacopoeia is expected to make its appearance shortly, the present book having been in use since 1898. According to the ERA's London correspondent, the present edition has long since ceased to be all-sufficient to prescribers—if it ever was—and many of the drugs and preparations it contains have been discarded and their places taken by products, which, although they are prescribed in every-day practice are not recognized in the official book. Such rapid progress is being made in pharmaceutical science and so quickly is one new drug after another being discovered that the need for

revision of the Pharmacopœia at more frequent intervals has become almost imperative. The features of the new book will be the inclusion of a large number of synthetic drugs, and extension of the principles of standardization, and more definite tests for lead and arsenic impurities in chemical products, and the addition of some of the recommendations of the International Congress on the standardization of drugs.

## BOOKS REVIEWED

**CHEMICAL REAGENTS, Their Purity and Tests.** Authorized translation of "Prüfung der Chemischen Reagenzien auf Reinheit" (zweite Auflage), von E. Merck. By Henry Schenck, A. B. (Harvard). 2nd edition. 8vo., 199 pages. Cloth \$1. New York: D. Van Nostrand Co.

This edition of Merck's "Chemical Reagents" follows closely the method of treatment employed in the first edition of this standard work with which many of our readers are well acquainted. But in comparing this book with the preceding, one notes that the author has kept step with chemical progress in the attention he has bestowed upon new chemical reagents and upon the new uses that have been made for chemicals that have long formed a part of the laboratory equipment. Besides the large number of subjects introduced into the work, there appears for the first time a table giving approximate strengths and brief directions for the preparation of solutions for reagent purposes, and a parenthetical statement appended to each test, giving in terms of percentage the minimum amount of the impurity which would be recognized by the test. These are designed "to prove of use to the analyst when he selects reagents for particular purposes, estimates the relative values of tests, or makes allowances and corrections in his own findings or the findings of his assistants or students." This addition is particularly designed for American chemists and they will appreciate the vast amount of authoritative information gathered here and reproduced in such a practical manner.

**THE PHARMACEUTICAL SYLLABUS.** Second Edition. Outlining a minimum course of instruction of 1200 hours. Revised and published by the National Committee representing the American Pharmaceutical Association, the American Conference of Pharmaceutical Faculties, the National Association of Boards of Pharmacy. 12mo., 220 pages. Cloth \$1.25; postage 10 cents extra. H. L. Taylor, treasurer National Syllabus Committee, Albany, N. Y.

We have examined this edition of the Syllabus with considerable interest and are convinced that it marks a considerable advance over the previous edition. That it meets the general requirements for which it is designed is confirmed by the fact that it has been approved and adopted by the Indiana State board and Indiana schools, by the New York State Board and Pharmaceutical Council, and by the Missouri board. Among the points claimed for the book is that this is the first "Syllabus" ever published of a National character, and as such, it represents the co-operative effort of 53 State boards and more than 75 schools of pharmacy—a noteworthy achievement. This fact is accentuated by the difficulties under which the committee has labored, the work being undertaken by the members for the betterment of pharmacy without hope of individual advancement or pecuniary return.

As noted in the above abstract of the title page, the aim of this work is to outline a minimum course of study broad enough and sufficiently well balanced to be acceptable to pharmacy schools as a basis for the instruction of students. The advantages of a book of this character are that it gives all the boards a uniform outline of the ground to be covered by their examinations; it gives examinees definite knowledge of the preparation expected by the boards; and it gives the colleges a minimum outline of the ground to be covered in the preparation of students for board examination. Uniformity of board examinations once established makes possible the indorsement of licenses by boards, and this favors the observance of reciprocal registration throughout the entire country. Taken as a whole, the book represents nothing but what the most liberal laws should demand of applicants in the way of qualifications for the practice of pharmacy.

**PROCEEDINGS** of the Fourteenth Annual Meeting of the American Conference of Pharmaceutical Faculties.

This volume of 76 octavo pages contains the proceedings of the Conference of Pharmaceutical Faculties held in Nashville

last year. There are now 38 institutions holding membership in the Conference, the departments of pharmacy of Tulane University, the University of Mississippi and the University of Nebraska having been elected as members at the Nashville meeting. The next meeting will be held in Detroit.

## CORRESPONDENCE

### Wants to Greet You at Detroit This Month.

George M. Beringer, president of the A.P.A., sends the ERA a copy of the following letter which he has addressed to every member of that organization and which is self-explanatory:

*Dear Fellow Member:*

The time is rapidly approaching for the 62d annual meeting of the American Pharmaceutical Association. Detroit is famous as a convention city; renowned alike for its beauty and the hospitality of its citizens. The advance news is that the local committee have prepared to make our stay full of enjoyment and that the various sections have arranged programmes replete with matters of interest and profit.

We believe that this meeting, August 24 to 29, will be a notable event in our history and will be the largest gathering of representative pharmacists ever held in this country.

The officers extend an invitation to you to come and enjoy to the fullest extent the pleasures in store. May we have your presence and co-operation? If you have never attended a meeting of the association, attend this year and get imbued with the prevailing spirit and enthusiasm. If you have been attending, you will understand what an influence and benefit to each member is a meeting of the association that stands for the welfare of all concerned in pharmacy. Goethe has well said: "There is no teaching to compare with what we derive from intercourse with others."

To the former presidents, I extend a special invitation. It is the hope to have present at the opening session all of the living former presidents.

Come and, if possible, bring along a new member to help the good work of the membership committee. There is going to be much of interest and ties of friendship and good fellowship will be renewed and strengthened.

This invitation, of course, includes the wives and daughters and lady members of the association, as without the presence of the fair sex there could be no full enjoyment of the occasion.

The American Pharmaceutical Association is the exponent of all that tends to the welfare of pharmacy. Its aim is true, ethical and progressive pharmacy. Its activities are extending along ever-increasing avenues of usefulness. The president will welcome suggestions from any member for improvement in methods or for additional lines of activity beneficial to pharmacists.

Looking forward to the pleasure of greeting you at Detroit on Aug. 24, I am,

Yours fraternally,

GEORGE M. BERINGER,

Camden, N. J., July 10, 1914.

President.

### South American Markets for Drug Products.

Dental instruments and supplies of American manufacture are one line of goods that seem to be able to hold the South American markets without much opposition from European manufacturers. According to a report by Commercial Agent E. A. Thayer, recently published by the Bureau of Foreign and Domestic Commerce, the United States supplies about 70 per cent. of all such goods imported into South America. In surgical instruments, however, American goods comprise only 20 per cent. of the total imported, in drug products only 11 per cent. and in patent and proprietary medicines only 35 per cent. It is the opinion of Commercial Agent Thayer that American exporters of these lines can obtain a much larger share of the South American trade. His reasons, with many practical suggestions for entering the Latin-American markets, are contained in a report entitled "South American Markets for Drug Products, Patent and Proprietary Medicines, Surgical Instruments, and Dental Supplies," Special Agents Series, No. 85. This may be obtained from Superintendent of Documents, Government Printing Office, Washington, at five cents a copy.

## Bichloride of Mercury Tablets.\*

By GEORGE M. BERINGER, Camden, N. J.

IN presenting a paper on such a hackneyed subject as "Bichloride of Mercury Tablets and Bichloride Tablet Legislation," I am well aware that I may be trying your patience on a subject that you may, perhaps, consider as threadbare. My association with and study of this subject, however, convinces me that this is not a dead subject, but contains several problems directly associated with the duties of the druggist and which pharmacists themselves must, to a very large measure, decide.

The extensive use of corrosive sublimate in this form has justified the decision of the Committee of Revision of the U.S.P. to introduce an official formula and by this means to endeavor to formulate additional safeguards to life in its use. The articles that have appeared in the medical, pharmaceutical and lay press as well as the discussion in the committee, demonstrate that this is a live subject and associated with it are several questions still to be settled.

In the official recognition of the tablet of mercuric chloride, the U.S.P. is only following the example of most of the pharmacopoeias that have been revised in recent years. A study of the foreign formulas and a comparison of these and likewise of the commonly used American formulas is interesting.

In American practice, either the Wilson formula containing a mixture of mercuric chloride and ammonium chloride or the Bernay's formula containing mercuric chloride and citric acid have been almost exclusively used. In Europe the formula proposed by Angerer for "pastilla hydrargyri bichlorati" has been the type followed. His formula:

Mercury bichloride,  
Sodium chloride.....aa 0.5 gm.  
Eosin ..... 1.0 gm.

Mix the salts and color the mixture with the eosin dissolved in water. Allow the mixture to dry in the air and compress into portions weighing 1 or 2 grams each.

The German Pharmacopoeia IV (1900), and again in the fifth edition (1910), adopts the title "pastilli hydrargyri bichlorati" and directs that from a mixture of equal parts of mercuric chloride and sodium chloride colored with a red coal-tar dye are to be made cylinders twice as long as thick and weighing 1 or 2 grams each. Sublimate pastilles must be dispensed in sealed bottles labeled "poison" and each pastille must be wrapped in black paper on which is printed in white the word "poison" and the content of mercuric chloride stated in grams.

The Swedish Pharmacopoeia (1901), under the title of "pastilli chlorethi hydrargyrici," directed that "sublimate pastilles" should be hard cylinders or prisms weighing either 1 or 2 gm. each and composed of equal parts of mercuric chloride and sodium chloride and colored red by an aniline dye. It likewise introduced the requirement that each tablet must be wrapped in black paper on which was printed in white the word "poison."

The Austrian Pharmacopoeia (1906), under the title "pastilli hydrargyri bichlorati corrosivi," directed that equal parts of mercuric chloride and sodium chloride should be triturated to a thorough mixture and colored with a solution of eosin and compressed into pastilles weighing 2 gm. or 1 gm. The pastilles are directed to be dispensed in glass bottles under a poison label and the pastilles are to be singly wrapped in black paper with the word "poison" imprinted in white.

The Swiss Pharmacopoeia (1907) adopts as a title "hydrargyrum bichloratum compressum" and as synonym, "pastilli sublimati." The formula is mercuric chloride 666 gm., sodium chloride 333 gm., eriocyanin A 1 gm., mixed and compressed into tablets weighing 37.5 cg., 75 cg., and 1.5 gm. and containing respectively each 25 cg., 50 cg. and 1 gm. of corrosive sublimate. It directs that each tablet must be wrapped in black paper on which is printed in white the weight of the sublimate contained, the word "poison" and a death-head design.

The British Pharmaceutical Codex in the first edition of

1907, and likewise in the 1911 edition, gave formulas for a series of these tablets. Under the name of "solvellæ hydrargyri perchloridi"—"soluble mercuric chloride tablets," and as a synonym "antiseptic perchloride or corrosive sublimate tablets," it directed a mixture of equal parts of mercuric chloride and sodium chloride colored with methyl violet to be compressed into tablets containing 8.75 grains of the mercuric chloride so that one dissolved in the Imperial pint (20 fl. ounces) of water will make a 1/10 per cent. (1 in 1000) solution of mercuric chloride. Under the title "solvellæ hydrargyri perchloridi fortes or strong soluble mercuric chloride tablet," a tablet of the same percentage of essential ingredients but double the weight was directed, so that one dissolved in 20 fl. ounces of water makes a solution containing 1/5 per cent. (1 in 500) of mercuric chloride. Other formulas are given for a "mild" and for a "small" soluble mercuric chloride tablet yielding when dissolved as directed solutions 1 in 4000 and 1 in 4500, the latter especially recommended as suitable for ophthalmic purposes.

The French Pharmacopoeia (1908) presents a new style of formula for use of mercuric chloride in antiseptic solution. Its formula for "papier au chlorure mercurique or charta hydrargyri bichlorati" directs that 5 gm. each of mercuric chloride and sodium chloride be dissolved in a sufficient quantity of distilled water to obtain a volume of 20 cc. Filter paper purified by treating with water containing one part of hydrochloric acid to the thousand, washing with pure water and drying, is then saturated with the mercuric chloride solution so that each rectangular surface 5 cm. by 10 cm. shall imbibe 1 cc. of the solution and represent 25 cg. of mercuric chloride. The superscription "corrosive sublimate" 25 centigrammes is directed to be printed with indigo carmine, thus producing, when immersed in the proper volume of water, a blue solution. The paper is to be protected from light and moisture and the container to be labeled in indelible red letters "poison."

These specifications of the Pharmacopée Française official in that country since July 17, 1908, will yield a product essentially the same as the corrosive sublimate leaflets now being made by an American manufacturer who claims originality and a right to a patent thereon as a new and novel invention.

The Italian Pharmacopoeia (1909) gives the title "pastiglie di cloruro mercurico" with the Latin "pastilli bichlorurethi hydrargyri." Its formula is mercuric chloride and sodium chloride, equal parts, colored with an aqueous solution of eosine and compressed into circular pastilles of 1 or 2 gm. in weight.

It is to be noted that most of the foreign pharmacopoeias have simply followed in their titles that proposed by Angerer and designate these tablets as "pastilles." In the same pharmacopoeias the title "pastilli" is frequently applied to mild remedial agents dispensed in the form of confections or lozenges. It is certainly an unfortunate designation and a dangerous classification that would include such a toxic form along with worm lozenges, cough troches, peppermint drops, etc. It is still more to be regretted that it has been proposed to adopt this same title in the U.S.P. IX. The use of the word "pastille" in this connection is not in accordance with the English usage of this word. As defined in the dictionaries, the word "pastille" refers to several forms of substances of an entirely different character and dissimilar use.

The Century Dictionary defines pastille or pastil:

1. A small roll of aromatic paste, composed of gum benzoin, sandalwood, spices, charcoal powder, etc., designed to be burned as a fumigator.
2. A kind of sugared confection, usually of a strong flavor, of a round, flat shape, like peppermint drops.
3. In art: (a) a thin, round cake of watercolor; (b) the method of painting with watercolors prepared as pastils or a drawing produced by them.
4. In pyrotechny, a paper case filled with a burning composition intended to cause rotation of a wheel.

Neither of these definitions would cover a mercuric chloride tablet of the shape described and the intended use. In medicine and pharmacy, this title had already been pre-empted and used to a considerable extent for medicated confections, and its adoption for such a toxic official preparation is an exceedingly dangerous experiment. It was probably for this reason that the Pharmacopoeia Helvetica adopted as its title "hydrargyrum bichloratum compressum" and the British Pharmaceutical Codex "solvellæ." The "solvellæ" of the Codex are compressed tablets or discs intended to be dissolved in water

\*Read before the N. J. Pharmaceutical Association, Lake Hopatcong, 1914.

for external use. The attempt at classification here makes a step in the right direction. The title coined, however, is not sufficient to indicate the toxic character and, moreover, is subject to the same criticism that it has the appearance of an attempt to give a trade-marked name of a certain brand of tablets, which is not lawfully used in England.

The necessity for a distinct title that will clearly differentiate these medicinal tablets used so extensively for the treatment of skin and such poisonous tablets intended for internal use, and the safeguarding of life is the first and principal consideration and this warrants the coining of a new title that shall distinguish the latter as a separate and distinct class. For this purpose I propose "toxitabellae" as a distinctive, essential and as the official title for these tablets, "toxitabellae corrosivae chlorati corrosivi" and as the English, "poison tablets corrosive mercuric chloride."

The foreign formulas follow the formula of Angerer in using three parts of mercuric chloride and sodium chloride. The American manufacturers generally claim on their labels to adhere to the Wilson formula. Tablets containing the proportion of ammonium chloride directed in this latter formula are prone to change on keeping. They deliquesce in humid atmosphere and the solubility also diminishes with age. For these reasons some of the manufacturers have already substituted sodium chloride for part of the ammonium chloride. One manufacturer advises that he has found preferable a mixture of corrosive sublimate 7.5 parts, ammonium chloride 2.7 parts, sodium chloride 5 parts. The entire replacement of the ammonium chloride by the sodium chloride will doubtless yield a more stable and soluble tablet and this change should be adopted in the pharmacopoeial formula.

The coloring of bichloride of mercury antiseptic tablets was originally proposed, not only to make them distinct in color from other tablets of the same shape and size, but the primal idea was to obtain a solution that would have a distinct color and not be mistaken and administered for harmless medications or water. Such accidents had occurred, and to prevent recurrence, Angerer proposed as an additional safeguard that the solutions should be colored. It has been difficult to select a red dye that would possess sufficient tinctorial strength so that only a minute quantity would be required and at the same time be permanent and not altered by the action of the chemicals nor fade on keeping. This problem has confronted the manufacturers and has been the subject of considerable experimentation on the part of the writer.

Eosin, in the quantity proposed, yields a tablet that is distinctly pink, but when in solution  $1 \text{ Hg Cl}_2$  in 1000) does not show a distinct color. This practical difficulty with the red dyes, their variable shades, and, moreover, the fact that confections are frequently of this color and liquid medicines are likewise commonly some shade of red, has led to the use of other colors. The British Pharmacopoeial Codex directs methyl violet, which in this combination gives a blue-purple solution. The Swiss Pharmacopoeia orders eriocyanin A, the sodium salt of sulfonated dye of the triphenyl-methane-carbinol type that colors silk and wool a bright blue and is only slightly affected by 10 per cent. hydrochloric acid. The French Codex directs indigo carmine for this purpose.

A number of the manufacturers are already giving preference to the blue tablets. One of these writes: "Green and red colored tablets are not at all satisfactory. I believe that you will agree with me that a sombre blue would prove the most desirable. Confections are made in red, green, yellow, white and every conceivable color, but the blue is not attractive and therefore would in all probability prove the safest." On the question of coloring for mercuric chloride, Dr. A. G. Rosenquarten, whose firm prepares large quantities of mixed salts already colored for the manufacturers, writes me:

"The only satisfactory color that we have found is the blue dye, called indigo carmine. We have not yet found a satisfactory red or green dye, but I can highly recommend indigo carmine for consistent results, and a definite weight of that dye added to a definite weight of corrosive sublimate mixture, will produce definite results. I cannot say the same about the other dyes, and I think it will be most desirable to confine the dyes for corrosive sublimate mixture to the one color, blue, and the one dye, indigo carmine."

My own experiments confirm these statements as to the availability of indigo carmine for this purpose. 2.5 mg. per tablet is sufficient to color 500 cc. of water a distinct blue.

If a more intense color be desired, this can be increased up to 5 mg. and the quantity to be specified in the formula for 100 tablets should not exceed 0.5 gm. In my experiments with red dyes, eosin and alizarin carmine (sodium alizarin sulfonate) appear to have given the best results with the Wilson type, but the color of the solutions is not as bright a red as might be desired. With the Bernay formula containing citric acid, methyl orange has shown the best results.

The official tablet should be adjusted to the basis of one tablet to 500 cc. of water yielding a 1 in 1000 solution instead of one tablet to the pint, as has been the custom. This will necessitate only a slight increase in the weight.

The shape to be adopted for the official bichloride tablets is one of the questions that is being considered. When these tablets were introduced, the manufacturers quite naturally used the moulds that they had for their compressing machines and so the unfortunate mistake was made of manufacturing these of the round or disc shape, the same shape and sizes as were used for innocuous medicinal tablets and confections. Fatal accidents have demonstrated that it is imperative that this dangerous practice should be discontinued. Toxic tablets of the bichloride of mercury antiseptic type should be made in a distinct shape that has not been used for any other purpose and the use of such a shape or form should be restricted by legal enactments to such toxic tablets intended for external use.

In recent years the ingenuity of the American manufacturer has been exercised to obtain a distinctive shape that should characterize and distinguish his brand of "antiseptic tablets." As a result, we now have such shapes as triangular, diamond, square, cube, keystone, clover leaf, exploited as proprietary forms of antiseptic tablets. Every one of these shapes has been commonly used in confections and their official recognition and continuance for bichloride antiseptic medication would be a repetition of the original fatal error as to the shape of such tablets. The manufacturers of these shapes are each clamoring for the recognition of his particular shape of tablet.

The influence of these commercial interests has been exerted to prevent legislative action that would designate an appropriate shape or judicial consideration that would permit judgment to crystallize in favor of an official shape that would insure the greatest amount of protection to life. After all, the question of safety first is the paramount question.

Of all the proposals for a shape for bichloride of mercury tablets, the coffin-shape suggested by F. M. Apple in his paper before the Pennsylvania Pharmaceutical Association seems to be best. This has already been adopted by at least four manufacturers and its general adoption has only been prevented by the commercial interests back of other designs. Commercial instinct and financial advantages and not the broad humanitarian principle of what is best to protect life, have been the causes actuating the opposition to legislation and to official recognition of the best suggestion yet offered.

The German Pharmacopoeia has been quoted as an authority to be followed in fixing the U.S.P. standard. I believe that we should appropriate from the foreign pharmacopoeias all that our experience and judgment prove to be correct and in accordance with American practice. In this instance, I cannot approve of following the dictum of the German Pharmacopoeia. I have here a sample of the official German "corrosive sublimate tablets" that have been in my possession since last March. You will observe that these are not uniform in color and that fading has commenced to take place. Secondly, the shape in conformity with that of the Ph.Gr. is twice as long as broad, and the manufacturer to show this and possibly to permit of economy in using only half a tablet at a time has made the tablets with a ridge across the center. This resembles forms of the pink-linked phenolphthalein and other proprietary laxative wafers that are so extensively used in this country. It would be difficult to conceive of a more dangerous experiment than to officially recognize such a shape for bichloride tablets. It would be on a par with the adoption of the Italian pharmacopoeial standard of the round tablet which we are now ready to condemn. There is no uniformity in the European pharmacopoeias on this formula and so the argument for adopting an international standard falls flat. Thirdly, the solution when made of a strength of 1 to 1000 as commonly used is so delicate a pink as to be barely perceptible.

So far as I know, no American manufacturer has yet placed on the market a bichloride of mercury tablet copied after that of the German Pharmacopoeia. As this formula has been

published for more than 14 years, this is noteworthy and may be construed as an evidence of the good judgment of our manufacturers. To now insist that the U.S. Pharmacopœia must adopt and make legal a shape that has not met favor in American practice, is a unique proposition that lacks the popular approval that is essential to its effectiveness.

The importance of throwing every safeguard possible around the sale and handling of such poisonous substances is now thoroughly recognized. The newspapers have given wide publicity to the deaths either suicidal or accidental occurring from bichloride tablets. The evil resulting from the overzealous newspaper which gives its readers all the details of the method by which some poor unfortunate has gone on the long voyage, has been discussed and decried, yet, nevertheless, it continues its course with little or no abatement.

A number of State legislatures in session during the past year have had under consideration acts that would restrict the handling of such poison tablets and define their shape, color and label, and further prohibit the use of the prescribed shape for any other purpose. There are at least three bills on the same subject now pending in Congress. It is certain that we may expect legislation before long on this entire matter and it is eminently proper that the drug trade should take an active interest in solving a question of public safety that is so closely associated with our business. Unfortunately, the attitude assumed by some of the druggists is that of thoughtless indifference. The argument advanced by others is that such legislation is only a passing sentimental fad and that it can have no influence on the protection of life. This is so fallacious that it cannot long continue to prevent legislation.

It was never expected that any legislation would prevent a person of morbid mind from committing suicide. This is not the purpose of the proposed legislative enactments, but it is contended that in prescribing a distinctive shape for these poison tablets they could under no circumstances be mistaken either in the day or night for harmless medications. If a distinctive shape had been supplied to the Macon, Ga., banker and the Brooklyn business man, whose deaths beyond question were accidental poisonings, at least these lives could have been spared. The necessity for a distinctive shape for bichloride of mercury tablets is well shown by the compilation appearing in Public Health Report No. 46 by Martin I. Wilbert, of the United States Public Health Service. In this compilation Mr. Wilbert shows that in the current price-lists of five leading pharmaceutical manufacturers, there are 16 different formulas and varying sizes of poison bichloride tablets, five different colors and only three out of the 16 were then made of any other shape than the ordinary round tablet used for medicine, such as headache and cold tablets. Could any stronger evidence of the necessity for restrictive legislation and a distinctive shape for these poison tablets be presented than this compilation in a Government bulletin, which shows the present dangerous and unsatisfactory method of marketing these tablets?

The influence of certain manufacturers on proposed legislation is shown in the act passed by the last session of the Maryland Legislature. Instead of specifying in the act a distinctive shape or color, the value of the legislation is largely nullified by the amended form in which the bill was passed. This law provides that "tablets containing more than 1.10 grain of mercury bichloride must be of either triangular, diamond, square, oblong or other irregular shape, and their color must be either blue, purple, or green, with the word 'Poison' imprinted or embossed on each tablet. Further, these tablets can only be sold, dispensed or given away, in bottles, upon one side of which the word 'Poison' has been blown, and when a label with the word 'Poison' is placed on the face of the bottle."

The restrictions regarding the package and labeling are such as are commonly employed by all of the manufacturers, but the very needed protection to the consumer has been lost sight of by the overpowering commercial spirit that prevented the selection of a distinctive shape for the tablets. Any one of a number of shapes is equivalent to no shape and the very indefiniteness of the act as passed through the influence of the manufacturers destroys its value as a measure for the safety of the public.

*Mercoïd* is a sterile suspension of calomel and sodium mercurisalicylsulphonate, each cc. containing 0.08 g. of mercury. It is used by injection, where mercury is indicated, and is said to possess decided advantages over the usual forms of medication

## The Timid Druggist.\*

By C. J. McCLOSKEY.

WEBSTER defines the word "timid" as meaning faint-hearted, fearful, want of courage. If he had given as an example, the average retail druggist, no further description would have been necessary. All kinds of business suffer more or less from the timidity of a part of the men associated with it, but the retail drug business seems to be particularly over-burdened with that kind of man. Let it be understood that I am not referring to the merchants of great ideas, who conduct our large and successful stores in the shopping districts, and prominent thoroughfares. If they suffered from timidity, they would not be there.

The men I have in mind particularly are the ninety and nine who conduct small stores in the residential and tenement districts of our cities and suburban towns. Conducting several stores in such localities myself, I am familiar with the conditions.

The average druggist is afraid to have the patient pay his own telephone toll when calling his physician. There is no good reason why the druggist should be put to this expense—no more than if he was calling the plumber or the butcher. If the patient expects someone to pay for his call, why not have him give the doctor 25 cents for his visit, thus withholding the price of the phone. There is just as much logic in this method as in expecting the druggist to stand the expense. The innovation of the slot telephone has given every druggist the opportunity to get rid of this tax if he only has nerve enough to seize it. When the patient knows that it takes a real five-cent piece to call his doctor, you will find he is willing to pay it himself. He probably thinks you will add it to the price of his prescription, if he brings it to you, and that he might as well pay it first as last. Within a short time you will find that everyone will expect to pay for his calls.

When the patient brings his prescription, the timid druggist, instead of asking a fair price, begins to wonder how much his nearest competitor might charge for it, and names a figure much less than he should, then stands in fear and trembling that the patient might go on a shopping expedition with the prescription. I would say to these men: "Don't be afraid to ask a just compensation for your drugs and labor. Don't forget that in the eyes of the great majority of consumers price makes quality." The patient is proud of paying \$10 or more for the services of a "professor," and is not looking for the cheapest medicine, but the best.

Furnish the best drugs and chemicals that your money can buy, and constantly hold before the public the fact that your prescriptions are worth all you ask for them. The manufacturer who sells his candy at \$1 per pound, gets it because he impresses the purchaser with the fact that it is the best and none so good could be sold for less money. The price makes the quality in this instance. The people who are putting four ounces of effervescent salts in a bottle to retail at 75 cents are banking on the same principle—price makes quality. An ounce of so-called wax is sold at 75 cents, an ounce of sulphur ointment at the same price, and so on.

Drop your timidity, and while I am not advising a suit of bullet-proof nerve, such as in some of the instances I have mentioned, clothe yourself in a mantle of justice and fairness to yourself, to the consumer, and to your neighboring competitor. Give quality and get the price. The timid druggist is doubly afraid to ask a living profit on proprietary articles, and is so imbued with the fear of making too much money, that he is afraid to ask more than a small percentage of profit on his sundries. When he has an opportunity of buying a standard article at a discount, he immediately gives most of that discount to the public, for fear of crowding his cash register.

When a new proprietary is put on the market he sells his first one-twelfth of a dozen at a cut price in fear that his neighbor might do the same thing. The first I hear of price-cutting on a new proprietary is not that a department store or corporation is selling at a cut price but that some timid owner of a small store on a by-street is either afraid of his neighbor or thinks that a 50 per cent. profit on a patent

\*Read at N. J. Ph. A., Lake Hopatcong, June, 1914

make him a plutocrat, and he would not know what to do with the money. I say to these timid men: Learn to sell your own new articles. You are entitled to, and can sell, on all new proprietaries for a long time after their introduction. Instead of being the first to cut the price, be the last. You will be surprised at the time you can hold the price, and at the amount of money you will sell.

If an article is put out by a reliable firm, and being very good, and you believe it will prove a success, display it in your windows, keep it in view in the store, and while it is fresh in the mind of the public, sell at a price for every package you sell. Then when you are faced with competition you must cut the price of the article to the back room, and only sell it at a low price. On the other hand, the article of rare sale, the favorite, the one that still lingers in the minds of a few, should be sold invariably at or near full price.

The success of these stores such as I am addressing is mostly dependent on the living nearby. Those who patronize you do so because of your personality, and reputation for fair and honest dealing, and expect to pay you a living price. Do not become a bargain-hunter who only patronizes you as a matter of convenience in an emergency should be made to pay for that convenience. Hundreds of dollars are lost every year by selling proprietaries at cut prices to customers who expect to pay the dealer a legitimate profit. Who of us hasn't had the experience of a person buying a 25-cent piece on the counter for a 25-cent article, and starting to leave the store, and didn't you hate to call him back? The man of courage is admired and looked up to, as the timid, fearful man is discredited and imposed upon.

To be courageous and fearless means to be honest. The honest man in business cannot be a coward. Cowardice and dishonesty go hand in hand. Let us be honest with ourselves, with the public, and even with the frequently condemned proprietor of articles which are generally sold at cut rates. Then the aggressive cutter who bobs up now and then will not make the inroads on our business that he imagines he will. The proprietor who advertises his article and sends his customer into your store for that article, is entitled to that sale, and we, as his agents, are entitled to a profit on the transaction. The man or firm who advertises a proprietary at or below cost does not expect to sell that article except under compulsion. He expects to sell a profitable substitute in its stead, sometimes going so far as to say he has sold out of the article so advertised, and at times deliberately wrapping and handing out the substitute, without explanation or apology, trusting that when the buyer discovers the substitution at home, he will not return it.

The good business man knows that in the end this will not pay, but I consider the aggressive cutters as not good business men, but as being short-sighted, and as resorting to price-cutting as the only method which they know to get business.

Let it be known that at your store people will get what they ask for, willingly, without argument or discussion, and they will prefer coming to you and paying you a reasonable profit, instead of having to put up a fight to get what they want, in the store that is selling below the cost of doing business. Make it a point to inform any customer who might question your price that you are trying to act honorably both to him and the proprietor of the article, that he can come to you and get what he wants without being embarrassed and bamboozled into taking something else. That to do this is justice to all concerned—you must have a living profit on the goods he wants.

Our best weapon with which to fight the demoralizer of business is honesty along this line. The cutter's first principle is substitution of profitable goods for the ones he advertises below cost, and we have greatly aided him in the part, by following to a degree his method. Let us get away from this false view of business-getting. Let us build our reputation along the line of honesty and fair dealing. Let us give the people what they want at all times, and ask a fair profit on the transaction. This method need not necessarily interfere with the sale of our own preparations. We can make our own market in a legitimate manner. Advertising by circulars over our counters by inserts in all packages leaving the store, in our windows, keeping them in prominent position on our shelves and show-cases, and, of course, recommending them to

all persons asking our advice, as to what remedy they should use. This is legitimate advertising, and will build up business on our own preparations, without injustice to other advertised articles.

Another error of the timid druggist in residential districts is in the selling of pills and tablets in bottles of 100. He reads the announcements of department stores or drug stores in the shopping districts, advertising Blaud's pills in 100's, 10 cents; Lucy Webster pills, 15 cents; aspirin tablets, 55 cents, etc., etc. He immediately thinks he is losing business, and buys from his pharmaceutical house a few bottles of each, possibly put up under his own name. Then when one of his customers asks for 10 cents' worth of dinner pills, or a dozen aspirin tablets, he calls their attention to the 100 package, suggesting that they can save money in buying the larger quantity. Of course, the customer will save money, and the druggist will lose just the amount the customer saves. Is it better business for the family drug store to sell 100 C. C. pills at 25 cents or less, or to sell eight dozen at 10 cents per dozen?—one pound of Rochelle salts at 25 cents, or 16 ounces at 5 cents per ounce? Be prepared to meet the occasional demand of the quantity buyer, but don't fill your windows with pill and tablets in 100's, or with 1-pound packages of drugs at cut prices.

Frequent small sales, at a good profit, appeal more to me than fewer large sales, at cut rates. The customer benefits by fresh drugs, and the elimination of waste and loss that quantity buying always entails. These ideas may not be considered up-to-date, but in my opinion they will increase your profit, and the primary motive for being in business is to make money.

The exercise of force of character, nerve and grit, together with hard work, will overcome many of the seeming obstacles to financial success.

#### Iodine Number of Linseed and Petroleum Oils.

The determination of the iodine number of linseed and petroleum oils according to the Hanus method has just been completed by the Bureau of Standards of the Department of Commerce and the results published in Technologic Paper Number 37. Each of the three factors, weight of sample, time of absorption, and amount of Hanus solution was studied for a series of burnt linseed oils and petroleum oils. The results produced by variation of one of the factors, the others remaining constant, are reproduced graphically. Variations of weight of the raw linseed oil show that a constant volume is obtained for weights of the oil up to 0.25 gram. Beyond this value, the iodine number decreases with increasing weight. For burnt linseed oils, the range of weight over which the iodine value is constant, decreases with increased burning of the oil. Petroleum oils, on the contrary, approach a constant value when 0.6 gram or more of the sample is taken. Varying the time of absorption from five to sixty minutes shows that the reaction approaches a maximum in about 10 minutes. Thereafter, absorption is slow, and a few minutes one way or another has little effect on the value obtained. When the amount of Hanus solution is varied from 20 to 75 cc. the results indicate that the oil with the highest iodine number does not require the greatest excess of iodine to reach maximum absorption value. The effect of temperature on the value obtained is more marked for burnt linseed oils than for boiled or raw oils. The results as a whole indicate that concordance is obtained only when a prescribed procedure is followed with exactness. To obtain comparable results, a standard procedure should be followed in which the limits are strictly defined. This is particularly true of burnt linseed oils.

#### Phosphorescent Paint.

(1)

Calcium oxide, 20; sulphur, 6; starch, 2; bismuth nitrate solution (0.5 per cent. in acidified alcohol), 1; potassium chloride, 0.15; sodium chloride, 0.15. The materials are mixed, dried and heated to redness (1300°). To make the paint effective, the painted surface should be exposed for a time to direct sunlight, or a mercury vapor lamp may be used. Powerful incandescent gaslight also does well, but requires more time.

(2)

Another formula, giving a golden yellow light, is: Strontium carbonate, 1000; sulphur, 1000; potassium chloride, 5; sodium chloride, 5; manganese chloride, 4. Mix and heat to white heat for half an hour.

## Changes in the New Pharmacopoeia — Fifth Instalment — Standards for Drugs.\*

*Condensed abstract of Proposed Definitions and Standards Relating to Drugs of Vegetable and Animal Origin submitted by the Committee of Revision for incorporation into the next edition of the Pharmacopoeia.*

(Concluded from page 314, July ERA.)

*Sinapis Nigra*—The drug may include not more than 5 per cent. of other harmless seeds and other foreign matter. Ellipsoidal or irregularly spheroidal, from 1 to 1.6 mm. in diameter; testa deep reddish-brown, sometimes yellowish-brown and with a grayish tinge, minutely pitted or reticulate; embryo greenish-yellow or dark yellow, oily, with 2 large cotyledons; odor when dry, slight, on moistening very irritating; taste strongly pungent, acrid. Powder microscopically described. The powder should contain few or no starch grains. Black mustard upon distillation with steam yields allyl isothiocyanate (distinction from white mustard). Starch not more than 2.5 per cent. Starch test of U.S.P. VIII omitted. Ash not exceeding 9 per cent.

*Spigelia*—The rhizome and roots may include not more than 10 per cent. of stems and other foreign matter. Rhizome horizontal or slightly oblique, more or less flexuous, somewhat branched, from 1.5 to 5 cm. in length, from 2 to 5 mm. in diameter; externally dark brown, slightly annulate with scars of bud scales, the upper surface knotty from approximate stem-bases, bearing cup-shaped scars; from the lower and lateral portions arise numerous long, rather coarse, sparingly branched, brittle roots; fracture short, internally differentiated into three nearly equal zones of pith, wood and bark; odor slightly aromatic; taste bitter, pungent. Few, if any, of the roots should exhibit thin, terminal portions with the bark stripped from the slender strands of wood; stems usually attached to the upper portions of the rhizome nearly cylindrical, attaining a length of 6 cm. and a diameter of 3 mm., light grayish-brown to purplish-brown, nodes annulate, marked by opposite leaf-scars. Ash not exceeding 10 per cent.

*Staphisagria*—The drug may include not more than 2 per cent. of foreign vegetable matter. Irregularly triangular, flattened, or somewhat tetrahedral, one side being convex, from 4 to 7 mm. in length, from 3 to 6 mm. in breadth; externally dark brown, becoming lighter with age, and coarsely reticulate; easily cut, showing a somewhat light brown oily endosperm, enclosing a small embryo at the pointed end; odor slight, disagreeable; taste intensely bitter and acrid.

*Stillingia*—When entire, terete, unequally tapering, rarely branched, attaining a length of 40 cm., from 0.5 to 3 cm. in diameter, usually in pieces; externally reddish-brown, longitudinally wrinkled; fracture very fibrous, externally, the bark light reddish-brown, thick, spongy, finely fibrous, with numerous resin cells and easily separable from the porous, radiate wood; odor distinct; taste bitter, acrid and pungent. Ash not exceeding 5 per cent.

*Stramonium*—The dried leaves of *Datura Stramonium* Linné, or of *Datura Tatula* Linné, (Fam. Solanaceæ), with not more than 10 per cent. of stems and other foreign matter. Usually much wrinkled and either loose or more or less matted together; laminae when entire from 2 to 30 cm. in length, having petioles from 0.5 to 8 cm. in length; inequilaterally ovate, summits acute or acuminate, bases unequal, one side extending from 3 to 12 mm. below the other, margins sinuate, toothed or angled, the teeth being few, acute or acuminate and with rounded sinuses, frequently with numerous circular perforations which may have become filled with cork; upper surfaces dark green, sparsely hairy, especially upon the veins, lower surfaces light green; odor distinct, heavy and narcotic, taste unpleasant, nauseous; stems cylindrical, usually flattened, attaining a length of 30 cm. and a diameter of 7 mm.; longitudinally wrinkled, occasionally with 1 or more deep furrows, light greenish-brown to purplish-brown. Ash not exceeding 20 per cent.

*Strophanthus*—The dried, ripe seeds of *Strophanthus Kombé* Oliver, or of *Strophanthus hispidus* De Candolle (Fam. Apocynaceæ), deprived of the long awn. Lance-ovoid, flattened and obtusely edged; from 7 to 20 mm. in length, about 4 mm. in breadth and about 2 mm. in thickness; externally of a light

fawn color with a distinct greenish tinge, silky lustrous from a dense coating of closely appressed hairs, (*S. Kombé*), or light to dark brown, nearly smooth and sparingly hairy (*S. hispidus*), bearing on one side a ridge running from about the center to the summit; fracture short and somewhat soft, the fractured surface whitish and oily; odor heavy when the seeds are crushed and moistened; taste very bitter. Microscopical characteristics are given. The tests with iodine T.S., ferric chloride T.S. and mercuric potassium iodide T.S., omitted. Ash not exceeding 5 per cent.

*Sumbul*—The roots of *Ferula Sumbul* (Kauffmann) Hooker filius (Fam. Umbelliferae). In transverse segments, attaining a length of 10 cm. and a diameter of 7 cm.; externally light brown to dark brown, longitudinally wrinkled and showing in the upper portions a smooth, grayish, epidermal layer, occasionally with the short stem-bases attached; fracture short, fibrous, spongy; internally light yellow or brownish-yellow, arrangement of wood irregular and with yellowish-brown or blackish resinous patches frequently extending over the entire ends of the segments; odor peculiar, musk-like; taste bitter and somewhat aromatic.

*Taraxacum*—The dried rhizome and roots of *Taraxacum officinale* Weber (Fam. Compositæ). Directions for collecting omitted. Cylindrical or somewhat flattened, gradually tapering, usually broken in pieces, from 6 to 15 cm. in length, from 5 to 15 mm. in thickness; externally brown or blackish-brown, longitudinally wrinkled, having numerous root and rootlet-scars; crown simple or branched with numerous leaf-bases showing annulate markings; odor slight or inodorous; taste bitter. Ash not exceeding 10 per cent.

*Tragacantha*—The spontaneously dried gummy exudation from the stems of *Astragalus gumifera* Labillardière, or from other Asiatic species of *Astragalus* (Fam. Leguminosæ). In flattened, lamellated fragments varying from ribbon-shaped bands to long and linear pieces, which may be either straight or spirally twisted, and from 0.5 to 2.5 mm. in thickness; whitish to light brown in color, translucent and horny; fracture short, rendered more easily pulverizable by heating to 50°C.; inodorous; taste insipid, mucilaginous. Add 1 gm. of tragacantha to 50 cc. of distilled water; it should swell and form a smooth, nearly uniform, stiff, opalescent mucilage and should be free from cellular fragments. Indian gum upon similar treatment forms an uneven mucilage containing a few reddish-brown fragments which are more apparent and on stirring separate in the form of coarse, uneven strings. Shake 2 gm. of tragacantha with 100 cc. of water until fully swollen and free from lumps, then add 2 gm. of powdered sodium borate, and shake the mixture thoroughly until the salt is dissolved; the mucilage should not lose its transparency, nor exhibit any change in consistence, and on pouring should not be slimy or stringy, even after standing 24 hours (absence of foreign gums). Boil 1 gm. of tragacantha with 20 cc. of water until a mucilage is formed, then add 5 cc. of hydrochloric acid and again boil the mixture for five minutes; no pink nor red color should develop (absence of Indian gum). Ash not exceeding 3.5 per cent.

*Triticum*—Usually cut in pieces from 4 to 12 mm. in length and from 1 to 2.5 mm. in diameter; externally light yellow or yellowish-brown, longitudinally furrowed, smooth, shiny, nodes with circular leaf-scars, a few root-scars and occasional slender roots; fracture tough, fibrous; internally lemon-yellow and with a large, hollow pith; odor slight, aromatic; taste sweetish. Roots filiform, irregularly branching, attaining a length of 5 cm. and not more than 0.5 mm. in thickness, light brown or yellowish brown, frequently covered with long root-hairs. Microscopical characteristics are given. Ash not exceeding 3 per cent.

*Ulinus*—Usually in bundles consisting of flat, oblong pieces 30 cm. in length, from 10 to 15 cm. in width; outer surface of a light brown or buff color with occasional dark brown patches of adhering cork, longitudinally striate and with detached bundles of bast-fibres, and colored blackish upon the addition of a very diluted iodine T.S.; inner surface light yellowish-brown nearly smooth and finely striate, only slightly darkened upon the addition of a very diluted iodine T.S.; fracture fibrous with projecting bast-fibres, the broken surface porous, due to the large mucilage cells; odor distinct; taste mucilagi-

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rous. Mix with a part of powdered Ulmus with 40 cc of distilled water, in an hour and filter, the filtrate should be of a uniform, mucilaginous consistency.

**Ulmus.**—The drug may include not more than 5 per cent. of stems and other foreign matter. Usually more or less entire branches, or, for drying, spatulate, from 12 to 30 mm. in length; 5 to 8 mm. in breadth; summits obtuse or rounded; margins of the slightly revolute, veins cuneate, tapering into sharp points; upper surface dark green, glabrous and slightly hairy; lower surface yellowish-green and slightly hairy; especially on the midribs, coriaceous, fracture short and woody. Taste astringent and somewhat bitter. **Ulmus officinalis**—Mix with 10 cc of distilled water, shake in a mixture occasionally until cold and filter, the filtrate should yield a grayish-purple precipitate with addition of a few drops of ferrous sul-

fate. **Ulmus campestris**—Upright, from 2 to 4 cm. in length, and from 1 to 2 cm. in diameter, usually cut longitudinally into 2 to 4 pieces; externally yellowish-brown or dark brown, upper surface striate, and frequently with a short horizontal striation; fracture from the outer surface arise numerous small, woody, fracture of rhizome short and horny, internally striate with a thick bark and narrow central cylinder. **Ulmus campestris**—Taste of valeric acid, becoming stronger on heating; sweetish, emphyreumatic and somewhat bitter. Ash, not exceeding 20 per cent.

**Vanilla.**—Yielding not less than — per cent. of vanillin. Pods, in flat bud, from 15 to 35 cm. in length and from 5 to 10 mm. in breadth; summits terminating in flat, circular scars, gradually tapering, more or less bent and curved or hooked at the base, or in the Tahiti variety, broad in the middle and tapering towards either end, the base closely resembling the summit; externally blackish-brown, longitudinally wrinkled, moist-sticky, and occasionally with an efflorescence of vanillin in the form of acicular crystals or monodimensional prisms; frequently with narrow, elliptical or irregular, more or less wrinkled, dark-brown patches of cork; occasionally striate to the parts near the tip, flexible and tough. 1-locular, containing a blackish-brown pulp and numerous blackish-brown seeds, the latter being flattened, irregularly triangulate or nearly circular in outline, reticulate and varying from 0.15 to 0.30 mm. in diameter; odor and taste characteristic and very agreeable. Microscopical characteristics are given. Place a few of the crystals, occurring as an efflorescence on the fruit on a microscopic slide or watch crystal and add a drop of ether-glacial T. S. and hydrochloric acid; the solution should immediately acquire a carmine-red odor (distinction from terebic acid). Diluted alcohol extractive, not less than 12 per cent. Ash, not exceeding 6 per cent.

**Veratrum Viride.**—The dried rhizome and roots of *Veratrum viride* Aiton (Fam. Liliacea), known in commerce as American belladonna, with not more than 5 per cent. of stems and other foreign matter. Rhizome upright, obconical, usually cut longitudinally into 2 to 4 pieces; from 2 to 7 cm. in length, from 1.5 to 3 cm. in diameter, externally light brown to dark brown or brownish-black, frequently bearing at the summit narrow, closely arranged, thin leaf-bases; otherwise rough and wrinkled, somewhat annulate from scars of bud-scars and bearing on the outer portion numerous roots, the lower part more or less decayed; fracture hard and horny, internally yellowish or grayish-white, marked with numerous, irregular fibrovascular bundles; inodorous but sternutatory; taste bitter and acrid. Roots, nearly cylindrical, from 3 to 8 cm. in length and 1 to 2 mm. in diameter, externally light brown to yellowish-brown, deeply transversely wrinkled, fracture short, bark of roots very thick, enclosing a porous central cylinder.

**Viburnum Opulus.**—The dried bark of *Viburnum Opulus* Linné (Fam. Caprifoliaceae), with not more than 5 per cent. of stems and other foreign matter. In strips, or occasionally in chips or chip-like fragments, the bark attaining a thickness of 2 mm.; outer surface of the thinner pieces of a light gray color, finely cracked, longitudinal, purplish-brown stripes and very small brown lenticles, the thicker pieces purplish-red or occasionally blackish, except when very young, and more or less finely fissured or thinly scaly; inner surface varying in color from yellowish to rusty-brown, with very short oblique striae, except where the outer wood layer adheres; fracture short and weak; the fractured surface mostly whitish, varying to pale brown in the inner layer, rusty-brown in the outer

layer covering green, tangential, phelloderm plates; odor strong and characteristic; taste mildly astringent and decidedly bitter.

**Viburnum Prunifolium.**—The bark may include not more than 5 per cent. of wood and other foreign matter. In irregular, transversely curved or quilled pieces, from 1.5 to 6 cm. in length, from 0.5 to 1.5 mm. in thickness; outer surface grayish-brown, or where the outer cork has scaled off, brownish-red, longitudinally wrinkled; inner surface reddish-brown, longitudinally striated, fracture short but uneven, showing in bark which is young or of medium thickness a dark brown cork, a brownish-red outer cortex, and a whitish inner cortex in which are numerous light yellow groups of sclerenchymatous tissues; odor slight; taste distinctly bitter and somewhat astringent.

**Zanthoxylum.** The dried bark of *Zanthoxylum americanum* Millér, known in commerce as Northern Prickly Ash Bark, of *Zanthoxylum Ory-Hirculis* Lindl., known in commerce as Southern Prickly Ash Bark (Fam. Rutaceae), Northern Prickly Ash Bark. In transversely curved fragments or quills, from 2 to 15 cm. in length; bark from 0.5 to 2 mm. in thickness; outer surface short gray to brownish-gray with grayish patches of foliaceous lichens bearing numerous small black apothecia; longitudinally wrinkled and with numerous whitish lenticles, the cork occasionally abraded showing the yellowish or orange colored inner bark; inner surface yellowish-white, finely longitudinally striate and usually with numerous, bright, shining crystals, fracture short, uneven; odor slight, taste bitter, acrid, becoming pungent. Prickly Ash Bark: In transversely curved or irregular (along flattened pieces) or in quills, from 2 to 40 cm. in length, bark from 1 to 4 mm. in thickness; outer surface light gray to brownish-gray marked by numerous large barnacle-shaped projections of cork from 0.5 to 3.5 cm. in thickness, otherwise with numerous grayish patches of foliaceous lichens, bearing numerous blackish apothecia, and numerous, elliptical lenticles; inner surface light yellowish-brown to olive brown, obscurely longitudinally striate and free from crystals, odor and taste as in Northern prickly ash bark.

**Zingiber.**—The outer cortical layer may be either partially or completely removed. Jamaica Ginger: Rhizomes free from the outer corky layers, in horizontal, laterally compressed, irregularly branched pieces, 4 to 16 cm. in length, and from 4 to 20 mm. in thickness, externally light brown, longitudinally striate, ends of the branches with depressed stem scars; fracture short-fibrous, mealy and resinous; internally yellowish to light brown, cortex thin, endodermis, a thin, yellow layer enclosing a large central cylinder with numerous groups of fibrovascular bundles and yellowish oil cells; odor agreeably aromatic; taste aromatic and pungent. African Ginger: Rhizomes with cork partly removed on the flattened sides, the patches without cork smooth and of a light brown color, the portions with cork longitudinally or reticulately wrinkled and grayish-brown; fracture short or short-fibrous; internally lemon-yellow or dark bluish with yellowish oil secretion cells and light yellow to reddish-brown resin cells; odor strongly aromatic, taste intensely pungent. Calcutta Ginger: Rhizomes resembling the African ginger, the branches or "fingers" being somewhat larger, and with a considerable proportion of shriveled pieces; externally grayish-brown or grayish-blue; fracture short and mealy, or horny; internally light yellow or light brownish-yellow with numerous yellowish oil cells and yellowish-brown resin cells; odor aromatic; taste starchy and strongly pungent. Calicut Ginger: Rhizomes resembling African Ginger, more of the periderm being usually removed; externally more or less uniformly light brown; fracture short or short-fibrous and mealy; internally light or brownish-yellow with numerous yellowish oil and resin cells; odor aromatic; taste very pungent. Cochin Ginger: Rhizomes with most of the corky layer removed on the flattened sides; externally light brown to grayish-yellow; fracture short and mealy; internally yellowish-white with numerous yellowish oil cells and brownish-red or blackish resin cells; odor aromatic; taste pungent but not so persistent as in the African variety. Japanese Ginger: Rhizome somewhat resembling Cochin ginger but usually with a thin coating of lime; externally nearly smooth or slightly wrinkled and of a whitish color; fracture short and very mealy; internally varying from a yellowish-white to light brown and with numerous brownish-red resin cells; odor aromatic; taste pungent. Non-volatile ether extract not less than 2 per cent. Alcoholic extract not less than 4 per cent. Ash not exceeding 8 per cent.

(THE END)



## VIII. Classical Discoveries in Pharmacy—Beginnings of System in the Terpenes.

WALLACH'S work on the terpenes is, perhaps, more directly connected with pure chemistry—if there is such a thing—than with pharmacy, but the growing importance of the perfume industry and its relations to pharmacy warrant the inclusion of the present memoir in this series, for the reason that it is taken from the first two of a notable succession of papers which have contributed, more than any others, to the development of our knowledge of terpene chemistry, and not a little to the industrial utilization of such knowledge. The simple reactions described below enabled their discoverer to bring order out of chaos through a large part of the field of his work. Previous investigators had been content to isolate a chemical compound from an essential oil, and to give it a name indicative of its source, without making any great effort to ascertain its relationships with the substances already known. The result was inevitably a reduplication of names for the same chemical individual, until Wallach saw the improbability of the assumption that all these bodies were different, and proceeded to weed out the useless data from the literature.

Although Wallach is still living, and active in the same field, his work is already a classic, worthy to rank with the researches of Richards on atomic weights, of Fischer on the sugars, and Abderhalden on the proteins and amino-acids. In recognition of his achievements, he was awarded the Nobel Prize in Chemistry for 1910. His communications on the terpenes and their derivatives, nearly all of which have appeared in Liebig's *Annalen*, now number 115.

The first paper is found in the *Annalen*, Vol. 225, p. 314 (1884), and the second appears in Vol. 227, p. 277 (1885). The account is as follows, under the title:

“On the Constituents of Some Ethereal Oils.”

“The numerous so-called ‘ethereal oils’ are known to be characterized by their containing, for the most part, a mixture of hydrocarbons of the terpene group, with oxygenated compounds, which in many cases are related to camphor, in some instances the oxygen-free, in others the oxygenated constituents prevailing. If one passes in review these constituents isolated from the ethereal oils, often forming their principal content, one must be struck by the fact that, in the course of time, a long series of similarly constituted compounds has been described, without any experiments having been made as to whether these bodies are really different from one another. Thus, one finds especially hydrocarbons of the formula  $C_{10}H_{16}$ , as ‘terpene,’ ‘camphene,’ ‘citrene,’ ‘carvene,’ ‘cynene,’ ‘cajuputene,’ ‘eucalyptene,’ ‘hesperidene,’ etc., etc., cited in such great numbers that it must be considered *a priori* very improbable that all these compounds are different from one another. The case is similar with the corresponding oxygenated products, as  $C_{10}H_{16}O$ ,  $C_{10}H_{14}O$ , etc. It is now high time that these relationships were in some degree cleared up, and the textbooks of chemistry freed of an entirely useless ballast; and the purpose of the following pages is to furnish the first instalment of such a work.

“In the previous treatise it was shown that the ethereal oil obtained from *Artemisia Cynae* contained as its chief constituent the compound  $C_{10}H_{16}O$ , and a series of new reactions has been indicated, by means of which one can easily identify that compound. A liquid compound,  $C_{10}H_{16}O$ , is also said, according to the available data, to be present in several other ethereal oils, and among others to form the principal component of the ethereal oil of some *Melaleuca* species, which comes on the market as cajuput oil.

“The data regarding this constituent of cajuput oil, or cajuputol, which are due chiefly to Schmidl, seemed to justify the inquiry whether cajuputol might not be identical with cyneol, and the following experiments carried out with cajuputol have answered this question with certainty.

“For the purposes of the investigation use was made of a preparation obtained some time ago from the well-known factory of Sachsse, in Leipzig, and the results were moreover controlled by an oil recently procured from C. Krieger, in Coblenz.

“The cajuput oil was first rectified, whereby the old results were confirmed, that the main portion of the oil d’stills over

between  $170^{\circ}$  and  $180^{\circ}$ . This fraction possesses an odor very similar to cyneol, and behaves as follows:

“On conducting hydrochloric acid gas into the well-cooled oil diluted with petroleum ether, after some time a dazzling white crystalline compound is precipitated, which is instantly decomposed by water. If bromine is added to the cooled mixture of cajuput oil with petroleum ether, a brick-red compound is immediately thrown down, which cannot be distinguished from cyneol bromide. It deliquesces spontaneously when it is well pressed out and placed in a closely stoppered vessel, and from the resulting colorless liquid there are deposited, when alcohol and bromine are added, colorless crystals, which have the same melting point as the tetrabromide obtained from cyneol bromide under the same conditions.

“The specially characteristic behavior of cyneol toward hydriodic acid is also manifested by cajuputol. On conducting gaseous hydriodic acid into the cooled oil, it finally solidifies to a thick crystalline mass, which, after draining, washing with alcohol, and recrystallizing from petroleum ether, gave white crystalline needles melting at  $77-78^{\circ}$ .

0.1135 g. gave 0.1360 g. AgI.		
Calculated for		Found
$C_{10}H_{16}I_2$		
I, 64.79.		64.74

“Not only appearance, composition, and melting point of this iodide,  $C_{10}H_{16}I_2$ , agree entirely with the corresponding figures for the body obtained from oil of wormseed, but also the other behavior. At  $84-85^{\circ}$  it decomposes while becoming brown in color.

“On warming with aniline, a hydrocarbon,  $C_{10}H_{16}$ , results, with a boiling point of  $181^{\circ}$ . It has a pleasant odor, like lemon oil, and gives, when diluted with alcohol, cooled, and treated with bromine, after evaporation of the liquid, a tetrabromide melting at  $124-125^{\circ}$ .

“These facts are quite sufficient to make the assertion well founded that the principal constituent of cajuput oil,  $C_{10}H_{16}O$ , is identical with the principal constituent of oil of wormseed.

“It must here be noted that the older data of Schmidl regarding cajuputol vary from the above in certain non-essential points, and stand in need of partial revision. This will be taken up at another opportunity. Observations of Wright and Lambert on the behavior of cajuputol toward bromine and phosphorus pentasulphide may also be easily brought in line with what has been presented here.

“Several times it has been pointed out, in the previous communication and above, that the terpene,  $C_{10}H_{16}$ , obtained from *Oleum Cynae* and *Oleum Cajuputi*, is characterized by its pleasant, lemon-like odor. This suggested that we investigate whether the hydrocarbon, formerly called cynene (cajuputene) would not prove to be identical with some of the terpenes which, as is well known, are contained in the pleasant smelling ethereal oils of the *Aurantaceae*, or whether at least it was not closely related to these. The latter assumption was confirmed by the following experiments:

“Characteristic of cynene is the ease with which it can be converted into a beautiful crystallized tetrabromide. The terpenes used which were obtained from *Pinus* species do not show this property at all. Nor have I succeeded in preparing a similar compound from *Oleum Eucalypti*, or *Oleum Bergamottae*. *Oleum Citri*, after similar treatment, deposits only a very small amount of crystals, while *Oleum cort. Aurantiorum*, from various sources, afforded an enormous yield of a splendidly crystallizing tetrabromide. The compound has a great external similarity to the bromide obtained from cynene.

“In composition the bromides . . . agree. But deviations are shown in melting points. While the tetrabromide from cynene melts at  $125-126^{\circ}$ , the tetrabromide from *Oleum cort. Aur.* becomes liquid at  $104-105^{\circ}$ .

“It . . . appears that a close chemical relationship exists between the last-named terpenes, cynene and hesperidene, but not complete identity.”

The account is continued in the next article, *Annalen*, Vol. 227, p. 277:

“From the fact announced in my recent communication, but previously overlooked, that certain terpenes unite with bromine

... crystalline tetrabromides, it was to be expected that the search for a more exact characterization of single members of this still important group of substances. This has been fully accomplished, and I would now like to communicate some of the results of my research, with the reservation that they are subject to supplementary further experiments.

As a first step, I shall go into closer examination of the physical and chemical properties of these compounds. For the purpose of this study, only those that from the analyses, as well as from the results of formation and the behavior of these substances, are most probable that they possess the formula  $C_{15}H_{24}Br_4$  and that they result from the direct addition of bromine to a cyclic terpenoid hydrocarbon  $C_{15}H_{20}$ . Both products are very easily obtained, not only by melting points, but also by their physical properties in other, which takes up the bromide melting point of 124-125° more easily than the higher melting form.

The crystals of the bromide of the difference between the two products are clearly produced. It is to be noted that when, in what follows, I speak of the identity of terpenes, only identity in respect to their chemical formula is meant. The physical differences of some chemically identical bodies, which find partial expression in the differences of optical rotation, are for the present not taken into account by me.

**American Oil of Turpentine.**

Turpentine, when boiling at 150-161° gives on brominating a liquid product, but the affair is entirely different if the turpentine is exposed for several hours to a temperature of 25-27°. If this modified turpentine oil is treated with bromine, there is obtained a great amount of a solid bromide, which, after repeated crystallizations, forms beautiful prisms, which cannot be distinguished in appearance from the cinene tetrabromide previously described. The melting point was at 124-125°, and an accurate crystallographic comparison established the complete identity of the two bromides.

**Oil of Spruce.**

From this oil I distilled over two fractions, one at 159-165°, and the other at 175-180°. The lower boiling fraction gave on direct bromination a liquid compound; after heating the hydrocarbon to 250-270°, higher boiling products resulted, of which the portion boiling around 180° gave, on bromination, a crystalline bromide, forming beautiful prisms, melting at 124-125°. This bromide is undoubtedly identical with that obtained in the corresponding manner from heated oil of turpentine, and from cinene.

The fraction of spruce oil boiling between 175-180°, which had a pleasant odor, gave directly a large amount of a solid bromine product, the identity of which with hesperidene tetrabromide was made certain by the appearance and melting point of 104-105°.

**Oil of Juniper Berries.**

This oil contains much of a terpene boiling between 155-162°, which gives no solid product with bromine. After heating this hydrocarbon to 250-270°, the boiling point was considerably raised, and the part boiling at 180° gave a good yield of a beautiful bromide melting at 123°, unquestionably identical with cinene tetrabromide.

**Oil of Lemon.**

I have previously shown that by brominating lemon oil directly, only a small quantity of a crystalline product is obtained. A closer examination revealed the following:

It is possible—as Tilden has already shown—to separate two terpenes from the portion of the oil boiling up to 200°. The lower boiling terpene goes over below 170°, the other chiefly from 175-180°. The lower boiling terpene behaves like turpentine changes on heating to a compound which easily yields the oil, that is, it gives directly no trace of a solid bromide, but bromide melting between 124-125°.

On the other hand, the portion of *Oleum Citri* boiling between 175° and 180°, the true citrene, proved to be identical with hesperidene from *Oleum cort. Aur.* From it was obtained in good yield, the tetrabromide melting at 104-105°.

Similar results were obtained with oil of bergamot, which contained hesperidene. Oil of caraway, long known to con-

tain a terpene "carvene," was shown to consist largely of hesperidene; in other words, carvene was identical with hesperidene. The same demonstrations were made with oil of dill and oil of erigeron.

**Estimation of Glucose in Urine.\***

By JOSEPH L. MAYER.

ANYONE who has occasion to make many quantitative determinations of sugar in urine is aware of the necessity of having a rapid, accurate and easily applied method of analysis.

Shortly after the publication of Benedict's paper, "The Detection and Estimation of Glucose in Urine" (*Drug. Circ.*, Jan., 1912, page 11, from *Journal A.M.A.*). I began experimenting with the object of ascertaining the accuracy of the method.

The sugar in a sample of urine was determined volumetrically by employing the following modification of Benedict's method, which I suggested in a paper read at the last annual meeting of the American Pharmaceutical Association (*Jour. A. Ph. A.*, May, 1914, page 687.).

Into 100 cc. Erlenmeyer flask, with cord wrapped around the neck to prevent burning the fingers, pour 25 cc. of accurately measured Benedict's quantitative solution, add a few grams of crystallized sodium carbonate and place on the hot plate. When the solution is boiling gradually add the sugar solution from a burette with sufficient slowness to allow the reaction to proceed, putting the flask back on the hot plate until disappearance of color.

The sugar in this same sample was then determined gravimetrically by the following method of Defren-O'Sullivan (Leach, "Food Inspection and Analysis," 2d Edition, page 564).

Mix 15 cc. of Fehling's copper solution with 15 cc. of the tartrate solution in a quarter liter Erlenmeyer flask and add 50 cc. distilled water, place the flask and its contents in a boiling water-bath and allow them to remain five minutes, then run rapidly from a burette into the hot liquor in the flask, 25 cc. of the sugar solution to be tested (which should contain not more than one-half per cent. of reducing sugars). Allow the flask to remain in the boiling water-bath just 15 minutes after the addition of the sugar solution, remove, and with the aid of a vacuum, filter the contents rapidly into a platinum or porcelain Gooch crucible containing a layer of prepared asbestos; fiber, about 1 cm. thick, the crucible with the asbestos having been previously ignited, cooled, and weighed. The cuprous oxide precipitate is thoroughly washed with boiling distilled water till the water ceases to be alkaline. The asbestos should be of the long-fibred variety and should be especially prepared as follows: Boil first with nitric acid (sp. g. 1.05 to 1.70), washing out the acid with hot water, then boil with a 25 per cent. solution of sodium hydroxide, and finally wash out the alkali with hot water. Keep the asbestos in a wide-mouthed flask or bottle and transfer to the Gooch crucible by shaking it up in the water and pouring it quickly into the crucible while under suction.

Dry the crucible with its contents in the oven, and finally heat to dull redness for 15 minutes, during which the red cuprous oxide is converted into the black cupric oxide. After oxidation, as above, the crucible is transferred to a desiccator, cooled, and quickly weighed. From the milligrams of cupric oxide, calculate the milligrams of dextrose, using the table accompanying the method.

The results by both methods were as follows:

Gravimetric method .....	2.806% sugar
Volumetric method .....	2.777% sugar

0.029% difference

Another sample of urine tested by the same methods contained:

Gravimetric method .....	6.34% sugar
Volumetric method .....	6.29% sugar

0.05% difference

These results clearly indicate that the volumetric method of Benedict modified as above, while rapid and easily applied,

\*Read before the New York State Pharmaceutical Association, June 23, 1914.

So spelled in the original and subsequently. Hesperidene, or citrene, is now called limonene.

is capable of yielding just as accurate results as the longer gravimetric method.

I am now conducting a series of experiments to determine the relative accuracy of all the methods commonly used to quantitatively determine glucose in urine and hope in the near future to publish the results.

### Intelligent Publicity.

By HORACE TAYLOR,

Secretary-Treasurer of T. P. Taylor & Co., Operators of Six Louisville, Ky., Stores.

IT pays to advertise. That is not an original thought, exactly, but it probably expressed in the fewest possible words the reason why this company handles the business it does. We are here to serve the people by supplying their wants in drugs, photographic goods, cigars and cigarettes, and a score or more of other lines; and as far as we can see, the only way to do it is to let them know that we have the goods, at certain quoted prices.



HORACE TAYLOR

"That means publicity; and we have therefore persistently and consistently advertised, without ceasing. We believe in the liberal and continued use of newspaper space, to announce regularly the sale of goods whose prices, as we quote them, should prove attractive to the public; and the results certainly confirm us in our belief in its efficacy.

"A plan which has proved very successful has been the use in the wrapping of parcels of reproductions of successful newspaper advertisements, in 'dodger' or circular form. The fact that a person

has come into one of our stores to buy goods indicates that he is already on the road to becoming a permanent customer; and when we give him, inside the wrapper of the package, a list of other merchandise in which he may be interested, with attractive prices quoted, we have a pretty good chance of selling him something else. Experience has shown that these chances work out in our favor to a remarkable extent.

"But there is one point which should be borne in mind by the druggist who wants to pull business by advertising of any kind: His windows are the best possible medium for giving his goods publicity. If I had to take my choice between giving up the use of windows and giving up the use of newspaper space, the newspaper space would have to go. But the combination of newspaper advertising of certain goods, and a simultaneous display of the same goods in the windows, is a powerful one, and we use it, inasmuch as it is not a question of choice, but of intelligent use of the two methods combined.

"Furthermore, we utilize in every possible way the general publicity paid for by the manufacturer of lines which we carry. Many druggists make no use whatever of their prior knowledge of a big advertisement in a national medium by a manufacturer whose goods they handle. We consider it sufficiently important to arrange our newspaper advertising and window displays to coincide with the appearance of any particularly striking national advertisement, displaying it in our own windows at the same time, thus making a combination even stronger than that which we usually accomplish.

"By these means, as well as by the use of choice locations for our stores, we accomplish the object which must be kept constantly in mind by the successful druggist, as by every other retail merchant—of making a quick turnover of our stocks. It isn't necessary to give exact figures, but I think it will be conceded that we move our goods about as quickly as the thing can be done. It is truthfully said of us that on a good many lines—notably, perhaps, tobacco—we don't make much; but the old maxim about quick sales and small profits has a good deal of value in it, in some ways. The quick-sale part of it, at least, is important.

"I was in one of the most famous drug stores of the country not long ago, in New York, and a thing struck me there which strikes a visitor in one of our stores—the small amount

of drugs visible out in the store. That's the way to run a modern drug business, to my mind. Here's the point:

..... :  
: People don't buy drugs, or at least they :  
: oughtn't, merely because they see them; they :  
: buy goods of that sort only upon a physician's :  
: prescription, and that's the only way we want :  
: to sell them. :  
:..... :

"This being the case, the obvious thing to do, from the merchandising standpoint, is to give them their proper place—not in the front of the store, where they take up valuable display space, but in the back, where they are handy to the prescription clerks, and where they are displayed exactly as much as they should be, which is not at all. *The display space which is worth while is thus given over to merchandise which answers to publicity by selling better because of it, and the total volume of business handled is made just that much larger.*

"On the other hand, so far from this method resulting in less drug business than that of the old-fashioned druggist, whose shelves are taken up with labeled bottles, it results in a much heavier business, for very obvious reasons. Everybody who comes into the store for any of the many other lines which we carry is so well served—if our ideas are carried out—that it is pretty certain that we will get whatever straight drug business he has. It works just that way.

"Here's another idea which has resulted in largely increasing business. Our rubber-goods department in every store is handled in a retired section of the room, practically a private compartment, by women employees. Women are assured that when they come to a Taylor store they don't have to communicate their needs in this line to a man, with men standing around, and look at the goods under the same naturally objectionable circumstances. This has enabled us not only to sell more goods in this line, but better goods as well, besides increasing sales of various preparations which are used in connection with them.

"That's the answer:

..... :  
: "Intelligent publicity, which, mind, means the :  
: kind that suits the man who is using it—with :  
: the kind of service that backs it up and makes :  
: the customer want to come again. We have :  
: proved it out in every possible way, and it :  
: works out." :  
:..... :

#### Solution for Frosting Glass.

Magnesium sulphate .....	3 parts
Zinc sulphate .....	3 parts
Dextrin .....	2 parts
Water .....	20 parts

Make a solution and apply the liquid with a suitable brush, being careful to first remove all traces of grease from the glass.

#### Anti-Perspiration Liquid.

Borax .....	15 parts
Salicylic acid .....	15 parts
Boric acid .....	5 parts
Glycerin .....	60 parts
Dilute alcohol .....	60 parts
Perfume .....	q.s.

Mix. Recommended for the prevention of sweating hands and feet. Rub on the palms of the hands and soles of the feet two or three times a day.

#### Automobile Wind Shield Clarifier.

The following solution is recommended by a writer in the *British Medical Journal* for application to the wind shield of an automobile: Sodium chloride, 1 dram; water, 1 ounce; glycerin, 2 ounces. Mix. A little of the solution is placed on gauze and wiped over the glass in a very thin layer, but always in a downward direction. The application is said to permit the automobilist a clear view through the wind shield, even in the wettest weather. "a boon on a wet night on a dark road."



## SELECTED FORMULAS



### Disinfectant and Germicide for Stables.

Cresol solution	1 pound
Formalin	1 pound
Sodium carbonate	7 ounces
Water	1 gallon

Boil together until dissolved, when cold, add—  
 Oxalic acid solution.....1½ pints

According to the *National Builders' Gazette*, this produces an impalpable disinfectant for general use around shops and stables. The product should be well shaken together and labeled "p. 103818."

### Sulphur Spray.

Mix 20 pounds of flowers of sulphur into a thick paste with cold water and add 10 pounds of pulverized 98 per cent. caustic soda, by which the sulphur will be liquefied with much heat. Stir and add water to prevent burning, finally diluting with water to make 20 gallons. This is a stock solution, 2 gallons being used for each 50 gallons of spray, or even stronger without injury to the foliage.

### Nail Polishing Paste.

Talcum	5 drams
Stannous oxide	3 drams
Powdered tragacanth	5 grains
Glycerin	1 dram
Rose water	q.s.
Carmine solution, q.s.	to tint.

Mix and make into a paste.

### Metal Polishing Paste.

Infusorial earth	10 parts
Levigated chalk	10 parts
Levigated emery	5 parts
Petroleum	1 part
Soft paraffin (petrolatum)	40 parts

Mix thoroughly and make into a paste.

### Paste for Labels on Tin.

Water	90.0 parts
Wheat starch	6.5 parts
Gelatin	2.0 parts
Sodium fluoride	1.5 parts

Soak the gelatin in the water for 24 hours, then heat on the water bath. Make a paste of the starch, then mix both masses with the sodium fluoride. This product will keep indefinitely, and is recommended for attaching any fabric to any metal.

### Paste for Varnished Surfaces.

Rice starch	1 ounce
White glue	½ ounce
Acetic acid	¼ ounce
Oil of cloves	10 minims

Dissolve the glue in cold water, and then boil. Mix the starch with a little cold water, and pour into the boiling glue; then add the acetic acid and clove oil.

### Liquid Stove Polish.

Shellac	5 ounces
Rosin	2 ounces
Alcohol	28 ounces
Nigrosin	½ ounce

Dissolve the nigrosin in an ounce of alcohol, and add this solution to the shellac and rosin dissolved in the remaining alcohol. Rosin may be left out should its odor prove objectionable.

### Tan Shoe Dressing.

Boil together 25 parts of yellow wax, 3 parts of potassium carbonate and 2 parts of rosin (common yellow) soap in 50 parts of water. After incorporation remove from the fire, and when the mass has cooled down to about 180° F., add 25 parts of oil of turpentine and mix thoroughly. By the addition of any of the oil-soluble anilin colors, previously dissolved in the oil of turpentine any shade or hue desirable may be given to the dressing. By the addition of a small portion of shellac to the wax and other ingredients, a mass capable of a higher polish is said to be obtained.

### Dressing for White Shoes.

Pipe clay	1 pound
Spanish white	½ pound
Precipitated chalk	10 ounces
Powdered tragacanth	2 drams
Phenol	2 drams
Oil of verbena	30 drops
Water	enough

Mix intimately with water to which the phenol has been added to form a paste.

### White Dressing for Canvas Shoes.

Shellac, white	2 ounces
Borax	6 ounces
Water	32 fl. ounces
Pipe clay or chalk	sufficient

Dissolve the shellac in the borax water by the aid of heat, adding the water from time to time to make up that lost by evaporation; then add the pipe clay or chalk in sufficient quantity. By using less water and a little soap, a paste preparation may be obtained.

### Polish for Shoes.

Ozokerite 5½ ounces; ceresin, 2 pounds; carnauba wax, 5½ ounces; bees-wax, 11 drams; oil of turpentine, 4 pints; lamp-black, 2 pounds; oil-soluble black aniline, ½ dram. Melt the first four ingredients, add the turpentine and stir well; then thoroughly combine the mixture with the coloring materials.

### Ink-Eradicating Pencil.

Carefully fuse oxalic acid in a porcelain dish provided with a lip, and then pour the melted mass into glass tubes which have been previously greased with liquid paraffin or other oil. When the substance has solidified, the pencils can readily be pushed out of the tubes and cut into suitable lengths. The pencil is used by moistening the end with water and gently rubbing the ink spot with it. In some cases it is advisable to follow the application by moistening the spot with a little dilute chlorinated lime solution, and then thoroughly washing with water. (Merck's Report.)

### Ink for Reagent Bottles.

An ink designed for use on labels of bottles exposed to corrosive fumes of the laboratory or to the dampness of cellars is the following from a foreign technical journal. Shellac, 20 grams; dissolve in a hot solution of borax, 30 grams, and water, 400 cc.; filter while hot, and then add the following solution made by dissolving aniline black, 8 grams; tannin, 0.3 gram; picric acid, 0.1 gram, and ammonia, 15 grams, in water, 10 grams.

### Crayon for Writing on Glass.

Yellow wax	2 ounces
Tallow	3 ounces
Spermaceti	4 ounces
Potassium carbonate	1 ounce
Red lead	6 ounces

Melt the first three ingredients together, and then stir in the two powders. Triturate well together until nearly cold, then pour into glass tubes of the thickness of a pencil. The resulting crayons may be sharpened in the same way as an ordinary pencil.

### Pencils for Removing Grease Spots.

Ox gall	16 parts
Powdered borax	8 parts
Magnesia	20 parts
Powdered soap	56 parts

Rub well together and then add sufficient green soap to make into paste. Roll out into pencils of a convenient size and set aside to dry. In use, the end of the pencil is dipped slightly into water and applied to the spot. After rubbing substance of the pencil into the spotted fabric, wipe off with a moist sponge.

### Harness Blacking.

Soft soap, 3 ounces; isinglass, ¼ ounce; Prussian blue, ¼ ounce; transparent glue, 2 ounces; logwood, 2 ounces; lamp-black, q.s.; vinegar, 24 ounces. Simmer the ingredients together over a slow fire and strain.



## FOREIGN ABSTRACTS



### RESEARCH IN OTHER LANDS.

#### Contributions to Our Knowledge of Cinchona—Practical Hints in Prescription Work—More Biochemical Syntheses—Specific Test for Ethyl Alcohol.

THREE articles dealing with various phases of the cinchona industry are abstracted this month, one relating the circumstances attending the award of the prize for the best cinchona method, presented by the Preanger Cinchona League, another dealing with recent studies of cinchona from Madagascar, and the third giving a simple volumetric method for determining the cinchona alkaloids, with the quinine separated. A number of very practical and time-saving hints are given, which will be welcomed by all laboratory workers. Bourquelot and his able co-workers report their results with a number of new biochemical syntheses of glucosides, containing derivatives of benzyl alcohol. Rosenthaler tells of some preliminary experiments which seem to confirm Kiliani's belief that Kraft's gitalin is not a chemical individual. An important color reaction for ethyl alcohol, which is specific for that substance and not interfered with by methyl alcohol or acetone, is also presented.

#### Alcogratin, Alleged New Antipyretic—

Under this name a substance has recently come on the market, which purports to be a reliable and entirely safe antipyretic, to take the place of antipyrin, pyramidon, and phenacetin. The literature accompanying the packages presents what is intended to be a scathing indictment of the dangerous and treacherous nature of antipyrin, emphasizes the supposed harmful effects of phenacetin on the red blood corpuscles, and mentions the decaying reputation of pyramidon. As to the composition of alcogratin, nothing very definite is stated, although it is said to be a member of the "group of phenylaminoxanthines," and an improbable formula is assigned to it. An investigation made by the *Pharmaceutische Zeitung* revealed the astonishing fact that the new remedy is nothing but a mixture of caffeine, phenacetin, and pyramidon. This was confirmed by an independent study by Mannich, of Göttingen. (*Pharm. Ztg.*, 1914, p. 473.)

#### On Gitalin—

Gitalin, isolated some time ago by Kraft, and said to be one of the true individual constituents of digitalis, is now claimed by Kiliani to be a mixture of substances. Rosenthaler reports some simple experiments tending to confirm Kiliani's view. If gitalin is treated with water, in the attempt to transform it into the hydrate, which, according to Kraft, is formed under these conditions, a portion escapes transformation. One part of the substance was dissolved in 1½ parts of alcohol and treated with ¾ part of water. The separated crystals were filtered off and washed with a mixture of 1 part of alcohol and ½ part of water. Mother liquor and wash water were shaken out with chloroform, the latter dried with sodium sulphate, and concentrated in a vacuum. Precipitation was caused by petroleum ether, and the precipitate again treated so as to form the hydrate. This was repeated until no more hydrate formation took place. The gitalin was apparently changed into two constituents, one of which did not form a hydrate. The latter proved to be just as active physiologically as gitalin. Another substance, entirely distinct from any hitherto isolated constituent of digitalis, crystalline, and more active than gitalin, was also separated. The work is being continued. (*Rosenthaler, Schweiz. Apoth. Ztg.*, 1914, p. 349.)

#### Practical Prescription Hints—

Mucilage of gum arabic is best prepared by wrapping the unminuted pieces in a large square of absorbent gauze, which is tied up and suspended in the mixture of water and lime water. Solution begins at once, is promoted by gravity diffusion, and is complete after 12 hours. The finished solution requires no straining, and keeps well. The same method is useful in preparing tinctures of aloes, asafetida, catechu, iodine, myrrh, opium, and other non-cellular drugs, and for resinous solutions, such as varnishes. Aqueous solutions of powders which are difficult to wet may be prepared in large

shallow dishes, partly filled with water, on the surface of which the powder is sprinkled. This method, already used for protargol and other metal-allumen compounds, is well adapted for sodium nucleinate, bromocoll, etc. Solution of salicylic acid and other bulky substances in volatile solvents is effected by placing the solid in a funnel, which is inserted in the neck of a flask, and pouring the solvent slowly on it. This applies to solutions of salicylic acid, tannic acid, benzoic acid, and menthol, in alcohol, ether, or collodion. Ointments containing extract of opium are readily prepared by first powdering the extract finely, and rubbing it with a small amount of glycerin, after which the mass may be smoothly incorporated with any ointment base. Zinc oxide and starch paste with various additions is best made in enamelled dishes, heated on a steam or water bath, stirring with a pestle. Syrup made from some grades of sugar deposits the ultramarine coloring after standing. To destroy the latter, bring the syrup to a boil, and at the instant when ebullition becomes violent, add 0.1 g. of pure citric acid to each kg. of sugar. Strain through flannel. The small amount of invert sugar produced is negligible. (*Kordon, Pharm. Post*, 1914, No. 39.)

#### Prizes for Cinchona Assay Method—

Announcement was made in the ERA some time ago that the Preanger Kina Bond (Cinchona League) of Java had offered prizes for the best assay method for the bark, the estimation of the quinine being aimed at. Cinchona is bought on the "unit" basis, the unit being five cents paid for each per cent. of quinine in a half-kilo of bark. It is therefore of the highest importance, in order to avoid disputes between growers and dealers, that the amount of quinine be accurately known. The conditions of the contest were that the assay method should give as nearly as possible the actual amount of quinine in the bark, and that duplicates should agree within 0.2 per cent. Four replies were received, but two were very unsatisfactory, and in the others the amount of quinine differed too much from the real amount present. The purpose of the competition was therefore not realized, but the prize was awarded, nevertheless, since the new methods had contributed much to the end sought. The prize was divided between the Government Testing Station, at Tjinjirecan, and Drs. Maurenfrecher and Uteé. (*Chem. Drug.*, 1914, p. 857.)

#### Madagascar Cinchona—

Attempts to introduce cinchona cultivation into Madagascar date from 1896, but it was not until plants were brought in from Java, in 1900, that the trees began to take firm hold. A number of samples recently sent to France from the colony have been analyzed by Prof. Perrot. The content of alkaloids has decreased to a remarkable extent since the trees were planted, being now about 1.77 to 3.64 per cent. for total alkaloids in the trunk or branch bark; while the root bark is rather high in total alkaloids, showing from 9.75 to 10.25 per cent. The method used was that of the Dutch Pharmacopoeia III, modified by Van der Wielen. The quino-tannates were also determined, by the following method: 10 g. of bark in No. 30 powder (French), are macerated in a flask with 75 cc. of water and 5 cc. of 4-normal hydrochloric acid. After 24 hours, with occasional shaking, 40 cc. of the liquid are filtered off into a tared dish. Two g. of potassium acetate are then added, and the liquid is evaporated on a water bath to a weight of 10 g. After cooling, the liquid is separated by passing through a plain filter, which has been dried and weighed. The residue of quino-tannates is washed with a little water, dried, and weighed, the amount found representing 5 g. of bark. Perrot calls attention to the fact that commercial analyses are made with air-dried bark, which contains about 10 per cent. of water, while scientific analyses should use only bark which has been desiccated to constant weight. The most striking result is the poverty of the barks in alkaloids. The best sample of bark from branches contained only 4 per cent. of total alkaloids, corresponding to 23 g. of basic quinine sulphate per kilo. Barks from roots yielded only about 36 g. of quinine per kilo, although the other alkaloids were abundant. The varieties of cinchona examined were probably the *Ledgeriana*,

*Subnitrate*, and a *nitride* (Perrot and Huber, Bull. Sci. Pharmaceutol., 1914, p. 287.)

#### Volumetric Analysis of Cinchona—

1. Contain in a glass vessel, on a water bath, the cinchona alkaloids and sulphuric acid, displace them by sodium hydroxide, and dissolve in a mixture of ether and chloroform. 2. Wash the ether-chloroform solution with a saturated solution of sodium sulphate until free from soda. 3. Drive off the ether and chloroform on a water bath and by dry air, adding decinormal sulphuric acid. 4. Titrate with decinormal alkali, using tincture of girasole (heliotrope) as indicator. 5. Again set the alkaloids free by an excess of sodium hydroxide, and recover them with the ether-chloroform mixture previously distilled. 6. Separate the non-aqueous mixture and evaporate in the presence of an excess of sulphuric acid. 7. Crystallize the sticky residue by the addition of ether. 8. In the crystalline residue dissolve the sulphates of the alkaloids other than quinine by a sufficient quantity of a saturated solution of pure quinine sulphate, and titrate volumetrically with decinormal alkali, in the presence of phenolphthalein, the sulphates of the other alkaloids; the quinine sulphate will then be known by difference. (Duñillo, Bull. Sci. Pharm. Bordeaux, 1914, p. 53; through C. A.)

#### More Biochemical Syntheses—

A number of glucosides have recently been prepared for the first time by the biochemical method, by Bourquelot and his collaborators, using the same technique as heretofore. Preliminary experiments having shown that a glucoside of glycol could be formed, the method was applied on a larger scale, in a solution containing 261 g. of glycol, 39 g. of water, 60 g. of glucose, and 3 g. of emulsin. The rotation was originally  $21.56^\circ$  to the right, and changed in five months to  $-6.40^\circ$ , when 77 per cent. of the glucose had entered into combination. The uncombined glucose was then removed by yeast fermentation, and the glucoside extracted by acetic ether. The yield was about 18 g. of crystals, some slightly impure. The melting point was slightly different from a similar compound prepared by Fischer, but the other properties were identical. The compound is the beta-monoglucoside. The realization of the synthesis of salicyl-glucoside (orthoxybenzyl-glucoside) in acetone having shown that this liquid offered some advantages for biochemical work, the attempt was made to prepare other derivatives of benzyl alcohol. Ortho-methoxybenzyl-glucoside was synthesized by the action of emulsin on an acetone solution of sugar containing methyl-saligenin (orthoanisic alcohol). After 33 days there was a change in rotation of 58 minutes to the left, and a small amount of a crystalline product was isolated, melting at  $127^\circ$ . Meta-nitrobenzyl-glucoside was formed by a similar method, using meta-nitrobenzyl alcohol. It forms straw-yellow crystals. The para-methoxybenzyl-glucoside was also prepared. It was found that the proportion of glucose which combines with an alcohol increases with the strength of the alcohol, and that if several alcohols are present, it increases with the number of molecules of each alcohol. The ortho compound has a very bitter taste, while that of the para glucoside is only slightly bitter. All three compounds are hydrolyzed by emulsin, and by dilute sulphuric acid, but do not reduce Fehling's solution. The monoglucoside of glycol mentioned above is the beta variety. In order to obtain the alpha compound, alpha-glucosidase was used, resulting in a fair yield of substance. To obtain the alpha or beta diglucoside, it would be necessary to operate in the presence of a large excess of glucose; to use, for example, at least six times as much glucose as glycol, an operation difficult to carry out, since on account of the concentration of the sugar, other ferments might enter into the action. It is probable that a diglucoside which is alpha in one function and beta in the other could be formed with greater facility. (Bourquelot, Bridel, Ludwig, J. Pharm. Chim., 1914, pp. 383, 441, 514, 542.)

#### Bismuthated Oil of Vaseline—

Because of the cases of poisoning sometimes caused by the administration of large doses of bismuth subnitrate, due apparently to the formation of nitrites in the digestive tract, Lion proposed to wash the salt, before use, with large quantities of water, to obtain a less acid compound. He also suggested the use of carbonate or oxide of bismuth, but these substances are unpleasant to take, and may be partially dissolved by the acid of the stomach. The addition of vaseline oil to bismuth salts appears to obviate these difficulties. If carbonate of bismuth is carefully triturated with oil of vase-

line, to obtain a uniform mixture, the bismuth salt is not attacked by hydrochloric acid, whether of 5 per cent. strength or concentrated, either at ordinary temperature or at  $37^\circ$ . The following formula is therefore suggested: Bismuth subnitrate, washed and powdered, 20 g.; vaseline oil, for internal use, 70 g.; pure vaseline, 10 g. The subnitrate can be replaced by the carbonate, and sugar and aromatics may be added. (Vicario, J. Pharm. Chim., 1914, p. 458.)

#### Determination of Organic Iodine—

One g. of substance, such as the iodine-albumen preparations, is weighed into a very shallow platinum dish, and moistened with 3 cc. of 30 per cent. sodium hydroxide solution. The mixture is allowed to stand for several hours, occasionally being stirred with a small glass rod. Then it is carefully heated, until the mass no longer swells up, after which the heat is increased until charring is complete. It is not necessary to burn off all the carbon. The crucible with contents is then placed in a beaker containing water sufficient to cover it, and treated after a few hours with dilute tartaric acid solution. The object of the weak organic acid is to avoid the setting free of iodine, which is apt to occur when inorganic acids are added to the iodide. The crucible is then removed and washed well, and 2 or 3 cc. of dilute sulphuric acid are added. Transfer the whole to a half-liter flask, in which are 50 cc. of pure carbon disulphide, and set the iodine free with a few drops of sodium nitrite solution. Shake the two layers together, allow to settle, and pour off the aqueous layer into another flask, where it is again shaken with a little carbon disulphide and nitrite solution. Unite the two violet solutions, and wash with two portions of water, which will also remove any particles of carbon which still remain. Fit a filter of moderate size in a funnel, and wet thoroughly with water. On it pour the carbon disulphide solution, which will not pass through, but will be freed of water. Wash a few times with distilled water, drain, and then perforate the filter, allowing the solution of iodine to run into a flask, where it is titrated with decinormal thiosulphate solution. (Eckardt, Pharm. Ztg., 1914, p. 441.)

#### Specific Test for Ethyl Alcohol—

From 25 to 100 cc. of the sample are distilled and the fractions between  $60^\circ$  and  $80^\circ$  collected in 2 cc. portions. Higher alcohols, if present, must be removed before distillation by treating the sample with a 5 per cent. solution of alum and shaking with a small quantity of benzene. To each 2 cc. of distillate are added 2 cc. of iodine solution (12 g. in 100 cc. of ether), and after standing 2 minutes, 4 cc. of potassium hydroxide solution (40 g. in 100 cc. of water). When the solution is decolorized, 2 cc. of a solution of 1.2.4-dinitrotoluene (1.5 g. in 200 cc. of a mixture of 1 part carbon disulphide and 2 parts ether) are added with brisk agitation. In the presence of ethyl alcohol a play of colors is observed in the upper layer, which eventually becomes an intense garnet red. The reaction will detect ethyl alcohol in the distillate at a dilution of 3 per cent., and is not affected by the presence of methyl alcohol, acetone, or aldehyde. (Toninelli, Ann. Chim. Analyt., 1914, p. 169; through J. Soc. Chem. Ind.)

#### Standardization of Papaya Juice—

The following modification of Sørensen's test is proposed: Four g. of casein (Hammarsten's) are dissolved in 100 cc. of an alkaline solution containing 4 cc. of normal soda. To 25 cc. of this solution are added 25 cc. of water containing 0.1 g. of dried papaya juice, and the mixture is digested in an incubator for 4 hours at  $37^\circ$ . To 20 cc. of the liquid are added 10 cc. of 40 per cent. formaldehyde solution, neutralized with dilute soda. The mixture, equivalent to 0.04 g. of dried papaya juice, is titrated with  $N/5$  soda, with phenolphthalein as indicator, and at least 1 cc. should be required to neutralize the amino acids formed, after abstracting the amount of alkali carried by a blank containing no papaya juice. Pure dried *Carica papaya* should give no reaction with starch, nor reduce Fehling's solution before or after hydrolysis. Four-hundredths of a g. of papain forms amino acid equivalent to 0.45 cc. of  $N/5$  alkali, while 0.02 g. of pancreatin, tested in the same way, but digested only one hour, should require at least 2 cc. of  $N/5$  soda. (Shelley, Analyst, 1914, p. 170; through Pharm. J.)

#### Transparent Paper.

White wax .....	2 parts
Absolute alcohol .....	15 parts
Ether .....	1 part

Dissolve and pour off the clear solution.

? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**Dewees' Emmenagogue Elixir.**

(G.E.J.)—"One of our leading physicians has frequently prescribed Dewees' Emmenagogue Elixir and insists that the formula is in one of the text-books. We have searched thoroughly for the same and are unable to locate it. We are quite sure it is not official. We will appreciate it very much if you will furnish us with the formula."

So far as we are able to determine, the preparation wanted is "Dewees' tincture of guaiac," a formula for which appears in the National Formulary under the title "Tinctura Guaiaci Composita." If this preparation has ever been classed as an "elixir," we fail to find it so recorded in any literature at our command. Dr. Dewees was a distinguished obstetrician of Philadelphia where, for many years, he was connected with the medical staff of the University of Pennsylvania. He died in 1841. He was the author of a large number of medical works, his "System of Midwifery" and his "Treatise on the Diseases of Females" being listed among the standard works for specialists in gynecology during the second quarter of the last century. Guaiac was believed, by Dr. Dewees, to exert a peculiar influence over the uterus, which rendered it very useful both in amenorrhœa and dysmenorrhœa, and he employed it in the form of a special tincture, prepared by a special formula, which will be found in his "Treatise on the Diseases of Females," 1826 ed., page 81. This work appeared in at least 10 different editions, the last we have record of being issued in 1854.

The present N.F. formula follows very closely that originally given by Dewees, which is as follows:

Powdered resin of guaiacum.....	4 ounces
Carbonate of sodium or potassium.....	1½ drams
Powdered pimento .....	1 ounce
Diluted alcohol .....	1 pint

Digest for a few days. Add volatile spirit of ammonia, if required, in proportion of 1 or 2 drams to each 4 ounces of tincture. "Highly praised in idiopathic amenorrhœa, in doses of a teaspoonful, three times a day, in milk or wine."

We are quite convinced after this investigation that "Dewees' tincture of guaiac" is the preparation the prescriber has in mind.

**Compounding Difficulties.**

(F.T., Manila, P.I.)—submits the following prescriptions in Spanish and which, for comment, we translate into English, thus:

(1)

Sodium bicarbonate .....	12.00
Urotropin .....	4.00
Helmitol .....	6.00
Salol .....	4.00
Hot water .....	1000.00 cc.

Mix, etc.

However combined, the helmitol (hexamethylenamine methylecitrate) will be decomposed by the sodium bicarbonate with the liberation of formaldehyde, a reaction that is likely to be accelerated in the presence of hot water, and which, in this instance, also tends to decompose the sodium bicarbonate into sodium carbonate. It is also possible that in the presence of this sodium carbonate and the hot water the salol may be saponified, forming a salicylate and carbolic acid (phenol). This reaction is quite likely to occur, especially if any great degree of heat be employed. In the cold 1 part of salol requires 2333 parts of water to effect solution, so that in any event a clear solution cannot be made from the prescription as written. Of course, it is possible to emulsify the salol or hold

it in suspension by the aid of compound powder of tragacanth or other emulsifying agent, but even this method will not prohibit the reactions above mentioned.

(2)

Creosotal .....	6.00
Elixir eupeptic .....	150.00

(Note by F.T.: "This elixir contains 400 cc. of white wine in each 1200 cc. of finished product, which also contains simple syrup, ferments, etc., in solution.")

First rub the creosotal with an equal weight of powdered gum acacia, and after thoroughly triturating, add drop by drop enough water to make the mixture turn white. To this mixture add more water, incorporating it well until the mixture measures about 50 cc.; then slowly introduce the elixir until the proposed volume is reached. Of course, this means that the volume of water employed must be used for part of the elixir prescribed; in other words, in order to produce a satisfactory emulsion, some water must be used, and the quantity so employed should be deducted from the prescribed elixir. In place of powdered acacia, compound powder of tragacanth, B.P., may be employed with even better results.

**Trade-mark Protection.**

(W.C.G.)—The plan followed by most manufacturers of proprietary articles who wish to keep their trade secrets to themselves, is to obtain trade-mark protection by making application to the United States Patent Office for the registration of their particular trade-marks under the laws provided therefor. As generally defined, a trade-mark is any sign, mark, symbol, word or words which indicate the origin or ownership of an article as distinguished from its quality, and which others have not the equal right to employ for the same purpose. In its strictest sense, it is applicable only to a vendible article of merchandise to which it is affixed. The fee charged by the Patent Office, under the law, for registering a trade-mark is \$10. This does not include the attorney's fee, which must be paid by the applicant. If registered, the certificate of registration remains in force for 20 years, and it may be renewed, upon expiration, for like periods of 20 years, upon payment of a renewal fee of \$10.

As the initial move in attempting to gain this protection, it would be well for you to write to the Commissioner of Patents, Washington, D.C., requesting the necessary blanks for such application and a copy of the regulations and necessary instructions to be followed. These, we believe, are sent to every applicant, and from them you can get a working idea of just what should be done in the matter. As a rule, most applicants find it necessary to call to their aid the services of a competent and reliable attorney who makes a specialty of such practice, and this is what we should advise for you to do should you decide to take out such protection. Unless your preparation is a new and definite chemical compound or is made by a new process—not a mixture of substances or drugs—it is not likely that you could get it patented. In fact, there are but few real patented medicines on the market, and these are definite chemical compounds whose composition is well known. The attorney you employ should be able to advise you on this point.

**Foot Cream.**

(W.S.)—We know of no satisfactory formula under this title, most of the applications for tender and sore feet being preferably in the form of powders. However, here is a formula for a preparation in liquid form:

Powdered alum .....	1 ounce
Spirit of camphor.....	1 ounce
Carbolic acid .....	60 grains
Oil of cloves.....	15 minims
Alcohol .....	6 ounces
Water .....	8 ounces

Dissolve the alum in the water, add the spirit of camphor, carbolic acid and oil of cloves dissolved in the alcohol. Mix the two solutions and use as a bath, letting it dry on the feet.

### Bismuth Subnitrate and Sodium Bicarbonate.

(J. H. N.)—"Will you please explain through the Question Box the exact nature of the incompatibility, both therapeutic and chemical, between bismuth subnitrate and sodium bicarbonate? What change occurs when they together come in contact with the gastric juices?"

While the change which takes place when bismuth subnitrate is combined with sodium bicarbonate is termed a "chemical incompatibility," there is no "therapeutic incompatibility" in the sense of an antagonism of physiological action, or of one of the substances being an antidote to the other, or a combination usually forbidden by all the laws of effective prescribing. The reaction which takes place when the two substances are brought together is thus represented:  $2\text{BiONO}_3 + 2\text{NaHCO}_3 = (\text{BiO})_2\text{CO}_3 + 2\text{NaNO}_3 + \text{CO}_2 + \text{H}_2\text{O}$ , the carbonic acid gas being evolved.

You do not inform us whether these substances are to be compounded in the form of powders or that they are to constitute part of a liquid mixture. But even if the sodium bicarbonate be in solution, the reaction is sometimes very slow; if it does not occur in compounding the prescription, it is apt to take place after the mixture is sent out. Some dispensers recommend the use of bismuth subcarbonate instead of the subnitrate, but this is hardly allowable. A good plan is to place the subnitrate and the bicarbonate in a mortar and pour a little boiling water upon them, when effervescence will take place immediately. If the mixed powders be taken into the mouth in dry form and swallowed, the reaction will begin to take place as soon as they come in contact with the saliva or with the liquids of the stomach. Just how much the reaction would be modified by the gastric juices would be a debatable question. According to Cushny, bismuth subnitrate passes through the stomach and intestine for the most part unabsorbed. It gives the stools a black color, which is generally believed to be due to the formation of the sulphide of bismuth, but which Quincke ascribes to the reduction of the subnitrate in the intestine. Notwithstanding the fact that the books give the combination of these two substances as a pronounced example of "chemical incompatibility," yet the mixture is one not infrequently prescribed by physicians for internal administration.

### Powder for the Feet: Pyorrhea Remedy.

(Denverado)—"Will you please publish formulas for a good foot powder containing alum, boric acid, talc, zinc in some form, and eucalyptol? Also give me a formula for a wrinkle-removing cream, and a formula for a good pyorrhea remedy, something that will come as near to curing as possible?"

Typical formulas for various kinds of dusting powder for the feet may be found in the ERA Formulary. The following formula conforms very closely to your specifications:

Zinc oleate, powdered.....	1 ounce
Boric acid, powdered.....	2 ounces
French chalk, powdered.....	3 ounces
Eucalyptol .....	1 dram

Mix and use as a dusting powder. A little alum powdered may be incorporated, if desired.

### Wrinkle Removing Cream.

White petrolatum .....	7 ounces
Paraffin wax .....	½ ounce
Lanolin .....	2 ounces
Water .....	3 fl. ounces
Vanillin .....	2 grains
Oil of rose.....	3 drops
Alcohol .....	1 fl. dram

Melt the paraffin wax, add the lanolin and petrolatum, and when these have melted, pour the mixture into a warm mortar and, with constant stirring, incorporate the water. When nearly cold, add the oil of rose and vanillin previously dissolved in a little alcohol. Preparations of this kind should be rubbed into the skin vigorously, as friction assists the absorbed fat in developing the muscles and also imparts softness and fulness to the skin.

Without other qualification, the term pyorrhea is employed to designate a chronic destructive disease of the supporting structures of the human tooth (*Pyorrhoea alveolaris*), the predisposing causes being due to the lack of maintenance of proper hygiene and excessive irregularities and malocclusion of the teeth. The local exciting causes are the presence of inorganic and organic deposits containing pyogenic bacteria, and lodg-

ment of food in the interproximal spaces. The symptoms of the disease are not always uniform in all individuals, and the condition needs the services of a competent dentist. Some authorities regard the complete removal of tartar as a principal element of success, an hour or more in some cases being needed to cleanse one tooth. Equally important is the destruction of the pockets which run up alongside the teeth and which have been formed by the destruction of the bony alveolus. Antiseptic mouth washes are also recommended, along with a tightening up of all loose teeth. We should advise consultation with a competent dentist.

### Emulsion of Petrolatum.

(Dispenser) There are other formulas for preparing emulsion of petrolatum than that in the National Formulary, and while we append three of these in response to your request, we believe that for the sake of uniformity, you should use the one recommended by the N.F., page 53. Here are the formulas.

(1)

Liquid petrolatum .....	6 ounces
Condensed milk .....	3 ounces
Syrup .....	3 ounces
Cinnamon water .....	4 ounces
Lime water .....	4 ounces

Rub the liquid petrolatum with the condensed milk in a mortar and add, first the lime water, then the cinnamon water, and lastly, the syrup; rubbing them well together to form an emulsion. What is known as mineral glycerin, glymol, albolene, glycoleum, etc., forms of petrolatum, may be used for making this emulsion. (Fenner's Formulary.)

(2)

Liquid petrolatum .....	4 ounces
Oil of sweet almond.....	2 ounces
Powdered acacia .....	1½ ounces
Glycerin .....	1½ ounces
Sodium hypophosphite .....	128 grains
Calcium hypophosphite .....	128 grains
Lime water .....	4 ounces
Water, enough to make.....	16 fl. ounces

Mix the oil and petrolatum and incorporate well with the acacia, then add 2½ fl. ounces of water all at once, and stir briskly until an emulsion is formed. Dissolve the hypophosphites in 3 fl. ounces of lime water, mix with the preceding liquid, then add the glycerin, the remainder of the lime water, and enough water to make 16 fl. ounces. This contains 25 per cent. of liquid petrolatum and 1 grain each of the hypophosphites in each fl. dram of the emulsion. (ERA Formulary.)

(3)

Liquid paraffin (B.P.).....	6 fl. ounces
Calcium hypophosphite .....	160 grains
Sodium hypophosphite .....	160 grains
Gum acacia, in powder.....	3 ounces
Tragacanth, in powder.....	120 grains
Oil of cinnamon.....	20 minims
Elixir of gluside.....	32 minims
Distilled water, enough to make.....	20 fl. ounces

Triturate the liquid paraffin and the oil of cinnamon with the powdered gums, and add all at once, 5 fl. ounces of distilled water. Dissolve the hypophosphites in 6 fl. ounces of distilled water, and add the solution to the paraffin emulsion with constant trituration; finally add the elixir of gluside and dilute with sufficient distilled water to produce the required volume. (British Pharmaceutical Codex Formulary.)

### Carbon Paper.

There are many formulas extant for the manufacture of carbon paper, says the London *Chemist and Druggist*, but the following illustrates the modern practice:

Deep black, ground in turpentine.....	½ pound
Graphite .....	½ pound
Aniline-oil black .....	¼ ounce
Soft paraffin .....	2¼ pounds
Hard paraffin .....	¾ pound
Soft soap .....	2 ounces

The last three ingredients are melted together, the colors stirred, and the mass ground in a paint mill until perfectly smooth. This and the subsequent spreading on paper should take place while the composition is warm.



# WOMEN IN PHARMACY

Conducted by EMMA GARY WALLACE

## A Fragrant Talk — Promoting the Sales of Perfumery — A Talk by the Editor.

*An Ancient and Honorable Art Whose Products and Odors Gratify the Esthetic Sense—The Trade Worth-While.*

IT is a difficult matter to become enthusiastic over the handling or sale of any article concerning the origin, manufacture, and use of which we are ignorant. Knowledge begets appreciation, and enthusiasm is the child of appreciation.

The woman pharmacist, of course, will enjoy handling and making an occasional sale of perfume. That these richly labeled bottles carry within their crystal forms the product of an exceedingly ancient and honorable art may not always be remembered; or that other people can be educated in the history and use of perfumes, thus increasing the aggregate sales most materially to a constantly growing and appreciative public. Perhaps we do not know very much about perfumes, but "The next thing to knowing a thing is knowing where you can find it." So if the pharmacist desires to become conversant with this art she can scarcely do better than to procure a standard book, such as "Perfumes and Their Preparation," by Askinson, "The Art of Perfumery," by Piesse, or any one of a dozen interesting and illuminating books on the subject.

It is indeed an unusual person who does not enjoy the fresh fragrance of beautiful flowers or a faint whiff of a rare perfume. Nature has given us the sense of smell for both our own protection and enjoyment and furnished many delightful natural odors to gratify the esthetic sense.

The art of perfumery is a very ancient one. Among the nations of earliest antiquity offerings of delicate odors were made as a token of respect and loyalty. The burning of incense which gave forth rich perfumes was a practice of both Pagan and Hebrew rituals. Again and again this practice is referred to in the Bible, also the giving of precious ointments highly perfumed. The Greeks and the Romans learned the use of the still from the Egyptians and applied it to the manufacture of their perfumes.

Perfumes are a luxury, but one in which people indulge, nevertheless. As may be seen from the fact that the great center of the perfume industry located in Grasse, France, is said to use in these factories the product of 5,500,000 pounds of orange blossoms, 4,400,000 pounds of roses, 400,000 pounds of jasmine, and 330,000 pounds each of violets, cassia, tuberose, are consumed in their annual output.

Turkey, Bulgaria, Arabia, India and Syria all engage largely in the culture of flowers for this purpose. Even in our own United States there are upwards of 300 establishments engaged in the manufacture of perfumery and perfumed cosmetics.

The buyer of perfumes should understand clearly whether the odors purchased are natural or artificial. Natural perfumes are either of animal or of vegetable origin. Artificial or synthetic perfumes are chemical compounds prepared to imitate natural odors or substances derived from the by-products of other manufacturers.

The prices, lasting quality, and the delicacy of many perfumes can be explained satisfactorily to a customer if the one who sells knows whereof she speaks. It is important to sell intelligently as well as to buy intelligently—to understand the nature of the volatile oils used and tests for purity; to understand the effect of proper and improper storage, of light and heat; to be able to explain the use of and if necessary to compound dry or sachet perfumes.

The sale of fumigating essences, pastilles, powders, etc., will become intensely interesting if the art of making these goods is understood. Dentifrices, mouth waters, etc., become popular or unpopular as their fragrance and flavor is agreeable or disagreeable and the same holds true in large measure of hair pomades, hair oils and hair tonics.

The sales of perfumes are more readily increased through demonstration than perhaps by any other means. For this reason the atomizer on the show case, the perfumed blotter, the sample sachet, the tiny gift vial, the perfumed handker-

chief, etc., are all excellent means. The expense is the only drawback. Consequently samples of all kinds must be given out with great discrimination and not allowed to fall into the hands of those who are not likely to become customers.

Brief newspaper talks on perfumes, artificial and natural, will explain why some competitors are able to sell an inferior product at a lower price and will serve as a means of public education. The annual sales of perfume in every retail drug store should aggregate a considerable amount. If, however, this amount is divided up per capita among the store's fractional part of the population, it will be found to be surprisingly small in most cases.

Where systematic work is done from year to year the perfumery trade may be largely increased. The profits are satisfactory; the goods are pleasant to handle; the trade is worthwhile.

## An Iowa Prize Winner.

IOWA is not as yet over-supplied with women pharmacists, but those who have elected this calling are doing notable work.

Miss Edna Becker, of Davenport, Iowa, is a recent graduate from the University of Illinois School of Pharmacy, having distinguished herself from the rank and file of the average student by winning the prize microscope for excellence in materia medica.

Miss Becker was born at Maquoketa, Iowa, April 5, 1892. She made that city her home until her graduation from High School in 1909. Her early ambition was to be a nurse, but graduating at the age of 17, she was too young to enter for training in that line. While awaiting her 18th birthday, a position in the Red Cross pharmacy of Davenport was offered her, and, thinking this work would acquaint her with medicines and medical terms, she accepted.

This ended the prospect of her career as a nurse for she became so interested in pharmacy that she decided to specialize in the work. Her determination was still further strengthened by the advice of interested friends among nurses and physicians.

Miss Becker entered the University of Illinois School of Pharmacy and thoroughly enjoyed her college course. Upon her graduation she returned to Davenport and resumed the duties of her former position. In fact, her entire practical experience has been gained in the Red Cross pharmacy, where she has assumed many responsible duties.

The store in question, Kistenmacher's, is strictly a drug store, not carrying departmental side-lines. This gives Miss Becker excellent experience in prescription and pharmaceutical work. As this is her preference, she is most happily located. Her business training is not being neglected, as she does much of the buying. The work which falls to her lot is congenial.

Miss Becker says enthusiastically:

"I am beginning to think a drug store is about the finest kind of a place to work. I only wish there were more girls in this field. I seem to be about the only one in this part of the State and it's a bit lonely to think of.

"However, since physicians are becoming broader-minded in their attitude toward lady pharmacists, perhaps in the course



MISS BECKER

of a profession will be a greater percentage of girls. I hope so, for a girl is just as capable and just as reliable as a man.

"On this point my employer says, 'A girl cannot be depended on so much, for she may choose to marry and become a part of the drug business. While matrimony for a young man does not stick close.' Of course I cannot agree with him in this."

Miss Blahnik possesses the elements of success—youth, love of her profession and enthusiasm. Married or single, the world is open for such women.

### Mrs. Marie Blahnik.

**M**RS. MARIE BLAHNIK died Wednesday, April 22, 1914, at her home, 1225 S. Harding avenue, Chicago. She was born in Christov, Bohemia. Some 40 years ago she came to America, and while she always remained true to her birthland, she was a most loyal American citizen and dearly loved her adopted country and all the activity and progress for which it stands.

She was one of the oldest druggists, in years of service, in the city of Chicago. In the years when women pharmacists were almost unheard of, Mrs. Blahnik was successfully conducting a store of her own on West 18th street, which place continued in her possession until the time of her death, although for some years past she has not taken an active part behind the counter.

She was a modest, womanly woman, "true as steel," kind to every one, ever ready and anxious to lend a helping hand where assistance was

needed. She had many, many friends, among both Bohemians and Americans. "Those who knew her best, loved her best," could be said most truly of Mrs. Blahnik.

She was for many years a member of the I.Ph.A., the A.Ph.A., the C.R.D.A., and N.A.R.D., and the Chicago Chapter of the W.O.N.A.R.D. For years she was honorary president of the W.Ph.A. and many times, in her own true hospitable manner, entertained the members in her home.

Her death was sudden—being serene and peaceful as she had made her life. Her loss will be keenly felt, not only in her own home and among her own people, but by a very large circle of friends.

#### *Resolutions of the Woman's Pharmaceutical Association:*

**WHEREAS**, It has pleased our Heavenly Father to call our much beloved Mrs. Blahnik to her long, last Home, and,

**WHEREAS**, In answer to this call, her family has sustained an inestimable loss; the pharmaceutical profession has been deprived of a most able disciple and ardent devotee, and the women pharmacists a staunch support, an enthusiastic inspirer, and a most sincere friend; and

**WHEREAS**, In her removal the Woman's Pharmaceutical Association has lost a much cherished and dearly beloved honorary president, and each member a true, personal friend;

*Therefore, Be It Resolved*, That we submissively bow to the will of the Divine Power; and also,

*Be It Resolved*, That the Woman's Pharmaceutical Association expresses sincere sorrow at this great community loss and extends heartfelt sympathies to the bereaved family; and, also,

*Be It Resolved*, That a copy of these resolutions be presented to the family; that they be spread upon the records of the association; and that copies be sent to the pharmaceutical journals.

It is interesting to note that the Youngstown Chapter of the W.O.N.A.R.D. has given special attention to the Florence Crittenton Home. This is a case where bread cast upon the waters has returned after many years. Mr. Crittenton, the gentleman who founded this series of homes in memory of his daughter, was a wholesale druggist.

### A Promising Student.

**M**ISS HELEN F. ROUDIN, of Brooklyn, New York, is one of the most promising women students of the New York College of Pharmacy. Miss Roudin is still young in years, having graduated with honors from the Brooklyn high school in 1913. Having a strong leaning toward pharmacy, she entered her chosen college the following Fall and at the close of the school year of 1914, was awarded first prize for general excellence in scholarship, her average being 91.08 per cent. She is the first woman student to receive first prize in this scholarship test.



Miss Roudin

Congratulations have poured in upon this young lady, and her future career will be watched with great interest. History will be made in pharmacy in the next few years, and Miss Roudin is sure to do her part with credit to herself, her sisters in the profession, and her alma mater.

In Miss Roudin's experience study is required to pass all of the branches necessary for the pharmacist, but she found the work so interesting as to be thoroughly enjoyable. In her experience she met no opposition from any quarter. On the contrary, she found that girls are treated with the utmost respect, courtesy, and consideration by both the faculty and the students. In the past year, out of the three class officers elected by the juniors two were girls. Miss Roudin is very fond of physiology, although all her studies were a joy to her.

Her reason for taking up pharmacy is that her father is a pharmacist, also to have a profession which will be of use to her if she should ever need to earn a living, for this young lady is thoroughly convinced that women should be as fully prepared for life as men and that any girl who has the opportunity to fit herself for some trade or profession should do so. Miss Roudin's attitude toward her work and toward life is thoroughly sane and sensible.

### ECHOES FROM THE FIELD.

Mrs. Caroline Wetterstroem, of Cincinnati, has just passed the Ohio State Board of Pharmacy, making a general average of 86 per cent. This is said to be the highest taken at this examination from the city of Cincinnati, a young man from Dayton, Ohio, making the high average mark of 96½ per cent. Mrs. Wetterstroem was one of the students of the Queen City College of Pharmacy.

*The Kentucky Druggist* of June carries a very interesting article on "Sunday Closing." The stumbling block in the minds of many seems to be the idea of losing 52 days in the year in total or in part, but the article argues rightly that many of these sales would be made anyway on Saturday or Monday and that better work would be done all through the week because of the opportunity for rest.

There are women pharmacists serving with skill and faithfulness in religious institutions which do not favor publicity for any of their workers. Sister Inez Marie, of Convent Station, New Jersey, writes that she is well acquainted with *THE PHARMACEUTICAL ERA* and each month reads with great interest the pages devoted to "Women in Pharmacy," and that much as she would like to co-operate in this monthly round table conference, because of her obligations she prefers to remain a hidden member of our company. We send kindest thoughts to these women who are our sisters in very truth.

The programmes arranged for the Philadelphia meeting of the N.A.R.D. and the W.O.N.A.R.D. are most attractive. Those who save their vacations for the week of the 17th of August will be splendidly rewarded.

# NEWS SECTION



## MOSTLY PERSONAL

### New Dean for North Pacific.

**P**ROFESSOR CLARENCE M. McKELLIPS, after many years of service as dean of the Course in Pharmacy, Oregon State Agricultural College at Corvallis, has resigned to become the head of the department of pharmacy of North Pacific College located at Portland. He is a native of Indiana, where he was born in 1868 and where he was early inducted into the mysteries of the drug business. He later entered the School of Pharmacy, Purdue University, and after graduation as a Ph.C. in the class of 1896, he took a post-graduate course and became an instructor in that institution. In 1898 he went to Oregon State Agricultural College as professor of pharmacy. As noted in the June ERA, he has arranged to go abroad where he will put in the Summer months visiting pharmaceutical educational institutions in France, Germany and Great Britain and studying European methods preparatory to beginning his new duties on Oct. 1. North Pacific College has just strengthened its curriculum by the establishment of a new three-year course with the Fall term and leading to a new degree. He is a member of the American Pharmaceutical Association and has been an active worker for the educational uplift of pharmacists in the Beaver State.



C. M. McKELLIPS

### New N. Y. B. P. Member.

**D**R. JACOB DINER, professor in pharmacy and pharmaceutical chemistry at Fordham University College of Pharmacy, and at one time proprietor of two pharmacies in this city, was appointed a member of the State Board of Pharmacy at the recent June meeting of the Board of Regents.



DR. J. DINER

Dr. Diner is known in National as well as local drug-trade circles, having been active for many years as a member of the N.A.R.D., on the executive committee of which he did efficient work; the A.Ph.A., especially as a member of the New York branch; the New York College of Pharmacy, the Metropolitan Association of Retail Druggists, the German Apothecaries' Society and the New York State Pharmaceutical Association.

Dr. Diner was born near Koenigsburg, Germany, 44 years ago. He was educated at the Altstaedische Gymnasium and began his pharmaceutical career in 1884, at the age of 14, as an apprentice to Dr. Doerrenberg, in Strasbourg. After completing his apprenticeship he went to the University of Strasbourg, where he sat under Dr. Flueckiger, the famous lecturer. He received the degree of "apotheker" in 1892 and one month after his graduation came to the United

States. Dr. Diner's first venture in the retail drug business was made at 112 Manhattan street, his second at St. Nicholas avenue and 126th street. Only a little over a year ago Dr. Diner received his degree of M.D. from Fordham University Medical School, and in this institution he is now an assistant professor in pathology and bacteriology.

### Baronetcy to James Horlick.

**A**T the official celebration of the birthday of King George V, a baronetcy was conferred upon James Horlick, co-founder with his brother of the house of Horlick, of international malted milk fame, and at present head of the firm. Sir James was born in Gloucestershire 70 years ago, and has been a resident of that county for the past 20 years. Several years of his busy life were spent in Canada and the United States, and from the factories on this side of the water, as well as from those in England, the product reaches practically every country in the world. In official life he has also attained honors, being High Sheriff of Gloucestershire and a Deputy Lieutenant of the county. Although president of the company, Sir James Horlick's activities have for some years been confined to occasional meetings of the board of directors. His oldest son, Ernest Horlick, is virtually in charge of the English business.

### Pharmaceutical Personalities.

—**E. E. Fabiano**, a Filipino, has worked his way successfully to two college diplomas since coming to this country six years ago. Immediately after the Spanish-American War Elmer Fabiano left a seminary at Nueva Caceres, P.I., to teach school with a view to earning sufficient money to study in America. It took three years, but he came to this country and established himself in Kansas City, Mo. In 1910 he graduated from the Kansas City College of Pharmacy, and immediately took up the study of law, in the meantime supporting himself by working in a drug store as a prescription pharmacist. He graduated this year from the Kansas City School of Law. "I am going back to the Philippines," he declared recently, "in another year, and will begin the practice of law there. I intend to spend the rest of my life in the islands, and I hope to be of some help to my native land when the islands are turned back to the control of my countrymen." In calling our attention to his graduation, Mr. Fabiano says: "My record may be of some interest to my brother pharmacists, particularly as to how a pharmacist or drug clerk can spend his leisure hours profitably, and what he can accomplish for his future benefit as well as for the community."

—**Asa G. Candler**, of the Coca-Cola Co., has announced that he will give \$1,000,000 toward the endowment of the proposed Southern Methodist University in Atlanta, now under consideration by the educational committee of the Southern Methodist Church. The City of Atlanta guaranteed \$2,550,000 in cash and property on condition that it should be chosen for the seat of the university. The establishment of the university is explained to be the Church's answer to the decision of the Tennessee courts that the denomination has not supreme control over the Vanderbilt University trustees, who accepted \$1,000,000 from Andrew Carnegie against the protests of the Church. After the courts sustained the trustees the Church withdrew its support from Vanderbilt University. Mr. Candler is a strong believer in religious education, and has stated that he wished so far as he was able to repair the damage done

of the Church of Christ above all else. He is a brother of Foster W. Williams, pastor of the same denomination, who has been selected as the pastor of the new institution.

—**W. F. Baum**, of Dayton, the newly-elected president of the National Board of Health, has been interviewed by the *Journal of the American Medical Association*. In a recent interview he said: "I am going to limit my appointment a special committee to investigate the possibility of one member from each congressional district on the board. We need such a political board to present and carry out the measures in Springfield. There should be more special committees on poisoning of poisons than we now have. There should be an all-time committee on legislation. I have been unable to obtain legislation that both Congress and the public should have. My idea is that we should have the legislature should be talked with by their constituents interested in contemplated laws. Talk with them as you would with any of your neighbors from whom you want a responsible and sensible favor, and, in my opinion, the result will be satisfactory."

—**Edwin T. Boden**, of Bay City, Mich., for the past year secretary of the Michigan State Board of Pharmacy, has been elected president of that body, his new appointment taking effect July 1. Mr. Boden has been a member of the board since 1911. In commenting upon his election he said: "I had considerable work before when I was secretary, but I shall certainly have uses for my time in taking care of the duties of the presidency. There is a great amount of work to be done, and although I will not try to be severe with the pharmacists I will endeavor to see that every drug store in the State has a registered pharmacist behind the counter to wait on trade. The laws of Michigan require this, and it is only right to the trade that the proprietors see that they have a registered pharmacist in the stores during the hours they are open."

—**Adolph Biersach**, the Milwaukee druggist, was the recipient recently of one of the "Spanish prisoner" swindle letters, which have been periodically making their appearance all over the country for many years. The letter, purported to have been written from Madrid and by a prisoner who signs his name "Belivsky," claimed that the writer was a Russian banker who absconded with 5,000,000 rubles and was arrested in London. As he killed a man in Spain he must stand trial in that country and if he manages to get by the Spanish authorities, he will be placed on trial in Russia. The letter stated that if Mr. Biersach would help the writer to get \$480,000, which he has in America, the druggist would get one-third.

—**Dr. Jokichi Takamine**, the well-known research chemist, has been elected president of the recently organized Japanese Association of New York, Incorporated, the object of which is to foster friendship and cordial co-operation among the Japanese residing in this city and its vicinity. The association further aims to promote the social and intellectual welfare of its membership, to protect them in their rights, to cultivate the spirit of mutual assistance and to strengthen the friendly ties that bind the people of the Empire of Japan and the United States. The association, it is reported, will be glad to furnish information concerning Japanese affairs to any one applying for it.

—**Mrs. J. A. Anderson**, wife of Druggist Anderson, at 2222 North Western avenue, Chicago, routed a pair of robbers recently by screaming. A car containing six men rode up to the side door of the drug store and two men got out and entered the store to telephone. They went to the booth and the druggist turned away, only to be confronted by two revolvers when he again turned about. The robbers ordered him to throw up his hands, and were backing him toward the cash register when Mrs. Anderson screamed. The men fled, but not before one of them struck Anderson on the head with the butt of a revolver, inflicting a deep wound.

—**Leon Evans**, who has just been elected president of the Kentucky Pharmaceutical Association, is, to quote the *Lexington Daily Leader*, a "humdinger." He is the senior member of the drug firm of Evans & Covington, of Mayfield, and is one of the "live wires" of his town. His hobby is Sunday School work. A few years ago he was made the superintendent of the First Baptist Sunday School of Mayfield, and inaugurated the idea of rotation in that office with a change every two years. The first Sunday in May this year that Sunday School had an attendance of 1380. The Bible Class has had as many as 380 in it at one time.

—**Raymond Siffdoll**, a 16-year-old drug-store employee,

of Paterson, N. J., has, according to newspaper reports, suddenly found himself well-to-do because he rummaged among his father's papers in an old trunk in the family garret. Letters indicating that his father, Brehem Siffdoll, who died 15 years ago, had been receiving drafts from abroad, led to the location of an estate in the suburbs of Paris that belonged to the boy's grandfather. Further investigation showed that the boy is an heir to \$100,000. He will remain in the drug store for a time and then will go to college and study medicine.

—**Sir Joseph Beecham**, proprietor of the well-known pills bearing his name, was raised by King George to the rank of Baronet at the recent birthday celebration of England's monarch. The new title, it is said, was bestowed principally for his services to music, in the production of grand opera, especially the Russian opera and ballet. In addition to his proprietary business, Sir Joseph is a director of the Pears Corporation, the owner of two theaters, and has assembled a notable collection of English paintings and other works of art.

—**Miss Velma Onstad**, formerly of Dawson, but lately of Tampico, Mexico, is now engaged as a pharmacist at Gulbrandsen's pharmacy, Montevideo, Minn. She was forced to leave Mexico because of troubles incident to the war, and had many interesting experiences, some of them not without considerable danger, before she got out of the country. With a partner she had been planning to build a drug store building, when the war made any such proposition impossible.

—**Dr. A. R. L. Dohme**, president of Sharp & Dohme, manufacturing chemists, Baltimore, who has long taken a deep interest in municipal problems and has been connected with various movements designed to advance the interests of the welfare of the city, has been re-elected president of the City-Wide Congress, which aims to secure equitable methods of taxation and to give Baltimore the standing before the country to which the municipality is entitled.

—**Harry S. Noel**, of the advertising staff of Eli Lilly & Co., was married recently to Miss Nellie K. Covert, of Indianapolis. They made an extended wedding trip East and visited Mr. Noel's parents at Williamstown, Mass., New York City, Albany, Ithaca, and perhaps several other cities were included in their itinerary. Mr. Noel is a graduate of the Albany College of Pharmacy and for several years was connected with drug journalism.

—**William H. Wood**, of Sanford, Me., recently elected president of the Maine State Pharmaceutical Association, has been in the drug business in his city for many years. Mr. Wood was recently elected president of the Sanford Board of Trade and is an alert promoter of the "bigger, busier and better" Sanford movement. He is an active Progressive and was a delegate to the last county and State conventions.

—**Miss Liguori Mary Ertel**, of Maple Lake, Minn., was a recent graduate from the Minnesota College of Pharmacy, and secretary-treasurer of her class. She comes from a family of pharmacists, for her father, Charles J. Ertel, conducted a drug store at Maple Lake until his death, when her mother, Mrs. Mary L. Ertel, herself a college of pharmacy graduate (Cincinnati), undertook the management of the store.

—**John McCluskey, Jr.**, the five-year-old son of John H. McCluskey, pharmacist at Glenwood, Ia., was recently severely shocked when, while playing with another little boy, he grasped an electric wire from which the insulation had been partially torn away. He received injuries which were at first thought to be fatal. His right side was discolored and his toes and fingers were deeply burned. A young lady who pulled him away from the wire was also severely shocked.

—**Dr. Edward Curtis True**, of Auburn, Me., and Miss Adele Dohme were recently married at Roland Park, Md. The bride was given away by her brother, Dr. A. R. L. Dohme. The groom's best man was his brother, J. R. True. A wedding reception was given by Mrs. Charles E. Dohme, mother of the bride, on the day following the ceremony. The honeymoon will include several months in Europe.

—**E. E. Grebel**, druggist of Beaver Dam, Wis., has sold his pharmacy to J. E. O'Brien, formerly of Randolph, Wis. For the past three years Mr. O'Brien, who is a graduate of the School of Pharmacy of the University of Wisconsin, has been connected with the Menges pharmacy in Madison. Mr. Grebel has not announced his plans for the future.

—**Robert F. Grace**, of New Orleans, has been presented

with a handsome gold medal by the members of the Louisiana Ph. A. as a reward for his services in securing 140 new members in two years. At the same time it was declared that through his efforts the recently closed convention was the most interesting and successful in years.

—**Charles S. Randolph**, of Charles S. Randolph & Co., Ipava, Ill., who has been 30 years in the drug business in that town, has decided to retire. Orlie E. Carter, who has been associated with Mr. Randolph for 18 years, has become the proprietor. Mr. Carter has passed his business life in Ipava, and is a registered pharmacist.

—**Lucian Bauman**, druggist, Cambridge, Mass., and Dr. Julia Lewandowska, a Holyoke physician, were recently married at the Mater Dolorosa church, Holyoke. Dr. Lewandowska rendered valuable service during the smallpox epidemic in Holyoke three years ago. Mr. Bauman has been the manager of a Boston store and will probably open his own establishment in Holyoke.

—**Harvey B. Eyer**, of Pennsylvania, for the past five years a special representative of the American Druggist Syndicate, doing special detail work among physicians, has joined the sales force of the Curts Chemical Company, of New York City, and has charge of the company's affairs in New England and Pennsylvania.

—**W. C. McGonagle**, vice-president of the Benson, Smith Drug Co., Honolulu, recently sailed from San Francisco, having completed a business tour of the Eastern States and Canada in the course of which he made a study of current merchandising methods. His itinerary en route for home included Columbus, Ohio.

—**Dr. William Jay Schieffelin** recently addressed to the president of the American Medical Association a telegram of protest against the adoption of the Pomerene amendment to the Harrison bill, which would exempt from the provisions of that measure physicians, surgeons, nurses and medical attendants.

—**F. P. Bannon** is reported to have at his Winsted, Conn., drug store cherries preserved in rum and which were grown on a tree that stood near a well now in the cellar of a nearby store. The cherries were bottled in 1870 and Mr. Bannon will open the bottle when the G. O. P. elects another president.

—**Vernon Waldron**, of the firm of Waldron & Dietrich, San Francisco, has returned home from abroad where he spent three months, visiting in the course of his trip the principal cities of Europe. His wife and daughter did not return with him, the latter having undertaken a course of study.

—**Michael J. Sullivan**, of Willimantic, Conn., is the manager of the new drug store in Stamford, that State. He was formerly manager of the City drug store, Willimantic, and has worked in a similar capacity in Bridgeport, New Britain and other Connecticut cities.

—**W. A. Caperton**, salesmanager for Eli Lilly & Co., exhibited the Lilly moving pictures of machinery and manufacturing methods at the company's laboratories, at Lincoln, Neb., early in July. Mr. Caperton enjoyed a day's fishing at Balsam Lake, Ia., on the return trip.

—**Mr. and Mrs. J. K. Lilly** held a reception for the ladies of the druggists who attended the annual meeting of the Indiana State Pharmaceutical Association at Lake Wawasee. Open house was maintained for the visiting druggists and their wives throughout the meeting.

—**James R. Phillippe**, proprietor of a drug store at Illinois and 30th street, Indianapolis, is recovering from a compound fracture of the left leg suffered recently by falling from a step ladder. The bones protruded through the flesh and ran into the ground.

—**Albert Kronkosky**, vice-president and manager of the San Antonio Drug Co., San Antonio, Texas, and one of the principal stockholders in the recently organized Sterling Laboratories of New York, has returned home after a short visit to the "Great White Way."

—**Albert M. Duescher**, druggist at Birnamwood, Wis., was recently married to Miss Irene Martin, of Green Lake. Mr. Duescher was employed in the City drug store at Antigo until four years ago when he went into business for himself at his present location.

—**Guy M. Smith**, one of the most popular of Sharp & Dohme's representatives in Ohio, was married recently to Miss Lela Moling, of Columbus. On their bridal tour they

spent several days at the home of Mr. and Mrs. P. E. Herman at Cincinnati.

—**Louis P. Zimmerman**, prescription clerk for the Grund Drug Co., Fremont, Ohio, claims to be the oldest drug clerk in point of service with one firm in that State. It is 40 years since he entered the employ of the firm by whom he is still employed.

—**Fred W. Cook**, president of the San Antonio Drug Co., San Antonio, Texas, recently sailed from Galveston for Germany on a three-months' vacation. He will bring back Mrs. Cook and daughter, who have been in Germany for nearly a year.

—**Paul Herbert Gross**, manager for the Valley Drug Company, Johnstown, Pa., recently married Miss Mary Louise Thiele, of Johnstown. Immediately following the ceremony the couple left on a honeymoon trip through the East and South.

—**Thomas Stephenson**, of Edinburgh, Scotland, sailed for England recently. Mr. Stephenson, who is a member of the Board of Pharmaceutical Examiners of Great Britain, made an extensive tour of the Western States while in this country.

—**Fred Woodhall**, of Rockville, Conn., has retired from the drug business on account of continued ill health. He was scheduled to sail last month for a vacation trip in England. John B. Thomas is in charge of the store.

—**Walter C. Seibert**, proprietor of the Seibert drug store, Carbondale, Ill., was recently married to Miss Julia Norton, of Tamaroa. Following the ceremony they took a short trip to Chicago and other Northern points.

—**C. J. Lynn**, secretary and general manager of Eli Lilly & Co., was a recent visitor at the company's New York branch. Upon his return Mr. Lynn spent a week-end at the Lynn Summer home at Torch Lake, Mich.

—**William J. Mooney**, president of the Mooney-Mueller Drug Co., Indianapolis, has been appointed chairman of the committee on appeals and a member of the relief committee of the Indianapolis Board of Trade.

—**Clarence G. Stone**, of the Lambert Pharmacal Co., won the cup in the golf tournament held by the Siwanoy Club, Mount Vernon, on July 4. Mr. Stone has a collection of these trophies of his favorite sport.

—**M. J. Breitenbach**, president of the M. J. Breitenbach Co., manufacturers of Gude's Pepto-Mangan, is, as usual, spending the Summer months at his estate on the St. Lawrence River, in the Thousand Islands.

—**Marion F. Evans**, who has just finished eight years as postmaster at Marion, Ind., has opened a drug store at Kokomo, Ind. He was in the drug business at Marion before being appointed postmaster.

—**C. E. Crecelius**, of New Albany, Ind., was elected an honorary member of the Indiana State Pharmaceutical Association at that organization's recent annual meeting held at Lake Wawasee.

—**George C. Wellner**, of Carrington, No. Dak., has been elected president of a druggists' organization made up of druggists from Foster, Eddy, Wells and Sheridan counties, North Dakota.

—**F. J. Frey**, a retail druggist, is building a \$10,000 business block at East Washington street and Oriental street, Indianapolis. He expects to occupy the building when it is completed.

—**F. W. Dessel**, pharmacist at Ninth avenue and Irving street, San Francisco, recently returned to business from a 200-mile hike in the Yosemite Valley and to the big trees at Wawona.

—**Mr. and Mrs. J. A. Turner**, of Pittsburgh, Pa., made a brief visit at Salt Lake City, Utah, while en route to Tokio, Japan, where Mr. Turner is engaged in the practice of pharmacy.

—**Mrs. Robert J. Groves**, wife of the Pennsylvania representative of Eli Lilly & Co., is spending the Summer with her parents at Belfast, Ireland. She is accompanied by her son.

—**Chester B. Ryan**, assistant manager of the sundries department of Lehn & Fink, New York, will spend his vacation at his old home, Detroit, Mich.

—**William Scott**, president of the Daniel Stewart Drug

Co., Indianapolis, and Mrs. Scott are spending the Summer at their cottage at Brockton, Ontario.

—Edward J. Murphy, manager of the Balch & Brown drug store at Manchester, Conn., has been married to Miss A. Louise Durr, of Middletown.

—Dale G. Kilburn, pharmacist of Quincy, Ill., has announced his candidacy for the Republican nomination for Congress from his district.

—D. S. McNaughton, with Schrouder's, Inc., Grand Rapids, Mich., was recently united in marriage to Miss Roslyn Behr, of Benton Harbor.

—L. D. Sale, president of the Western Wholesale Drug Co., has returned from a business trip through South America and to Europe.

—J. Byrne Severs, who represents Sharp & Dohme in Western Kentucky, is occupying a new home at Cloverport, that State.

—J. A. Glennon, formerly sales manager of the A. D. S., is secretary and general manager of the Curts Chemical Co.

—W. M. Johnson, of Gainesville, Fla., has been re-elected treasurer of the Florida Ph. A. for the 10th consecutive time.

—J. K. Lilly, president of Eli Lilly & Co., and wife are spending the Summer at Burt Lake, Mich.

## OBITUARIES

### William E. Lee.

William Estell Lee died at his home in Philadelphia July 20. Mr. Lee conducted a pharmacy at 2327 Brown street for 41 years or more and was also an active member of the Philadelphia Wholesale Drug Company. As an organization man, he was prominent locally and nationally. He was one of the oldest members of the Philadelphia A. R. D. and had held various offices in that body. He was chairman of the committee on membership of the Pennsylvania State Ph. A., a member of the A. Ph. A., of which he was a former vice-president, and a member of the N. A. R. D. Mr. Lee was born in Woodbury, N. J., in 1850. He graduated from the Philadelphia College of Pharmacy in 1872 and was ever active as an alumnus in the affairs of that institution. So long had he been engaged in the retail drug business at the one location that in that period he had catered to the pharmaceutical needs of three generations of some of the families in his neighborhood. Needless to say, he was well-known out of his particular professional circle—

and at the last primary election in Philadelphia he was a successful candidate for the Pennsylvania Legislature on the Washington party ticket. His widow—"Mother Lee," as she is known to the ladies of the Women's Organization, N. A. R. D., of which she is the secretary—and a son, Dr. Walter Estell Lee, survive.

### Charles F. Hoch.

Charles F. Hoch, 40, died at the Methodist Hospital, Indianapolis, July 11, from gas asphyxiation. Mr. Hoch was overcome by gas in the basement of his store at Central avenue and 32d street, that city. For many years he was in business at College avenue and 19th street but sold out and was employed by the Mooney-Mueller Drug Co., wholesale druggists. He bought the Central avenue store two months ago. A widow and daughter survive.

### Herman Krieger.

Herman Krieger, well-known Nevada druggist, died in the Goldfield hospital several hours after being terribly injured in an automobile accident. With him at the time were four brother Knights of Pythias, only one of whom escaped with his life. Two were killed outright and Mr. Krieger and the fifth member of the party died in the hospital. The machine they occupied

turned out for a mired car, came too near the edge of the road and plunged down an embankment.

## RECENT DEATHS.

James A. Watkins, 65, proprietor Union avenue pharmacy, St. Louis, Mo., was killed at Centralia, Mo., by a Wabash train. The supposition is that Mr. Watkins, who had had business to transact at Carthage, Mo., and intended visiting his brother at Henrietta, left the train at Centralia, expecting to board it again when it left the station. He suffered from rheumatism and walked with a cane and may have on this account fallen beneath the trucks. A widow, two daughters, graduates of Washington University, and two sons, students at this institution, survive. The deceased was reputed to be wealthy.

—Edwin Lamson, 69, for many years an importer of drugs and other South American products, died recently at his home in Summit, N. J. He was born in Tewksbury, Mass., July 25, 1845, and came to New York when a young man, becoming associated with his brother, the late John S. Lamson, in the firm of John S. Lamson & Brother, 77 Maiden Lane. He retired from active business five years ago, a nephew, Horace H. Lamson, succeeding to the leadership in the firm, which has been in existence for more than 50 years. Mr. Lamson was a member of the Drug Club.

—George W. Lawton, of Atchison, Kan., formerly connected with the McPike Drug Co., Kansas City, Mo., was found dead in his bed in the latter city to which he had just recently returned after a trip east to benefit his health. He died just after retiring for the night and expressing the opinion that he had been much improved by his trip. He was born 55 years ago at Rome, N. Y. Previous to his connection with the McPike company he had held a responsible position in a local bank and was at one time connected with a bank in Carlton, Kan. He never married.

—Demont Lowthian, 32, Unionville, Mich., druggist, died shortly after being terribly burned while attempting to carry a barrel of alcohol out of his father's store. The gasoline illumination system used in the store went wrong and a fire was started in the rear. After telling his customers to get out and to send in a fire alarm, Lowthian started to carry out the alcohol barrel, containing several gallons of alcohol. It exploded and the blazing fluid was thrown all over him. A wife and seven-year-old son survive.

—James Dannelly, 47, died at St. Paul's Sanitarium, Dallas, Tex. He was born in Charleston, S. C., but spent his youth at Waxahachie, where, after completing his education at Baltimore, he was engaged in the drug business until 18 years ago. At this time he moved to Dallas and entered the manufacturing business. He was well known to druggists throughout the State, having been connected with the wholesale and retail trade for the past quarter century. His widow and three children survive.

—John W. Bell, 65, owner of one of the first drug stores in Omaha, Neb., died at his residence in that city of either a blood clot on the brain or uraemic poisoning. He was president of the Bell Drug Company, 1316 Farnam street. He came to Omaha from Weston, Mo., in 1870, and secured employment in the first drug store in the city. His wife, a daughter, Mrs. Arthur Smith, and one son, A. L. Bell, of New York City, survive.

—Charles F. Gladding died suddenly at his home in Barrington, R. I. He had conducted the drug store at the corner of Mathewson and Washington streets, Providence, and the store now conducted by William Smith, of Warren. Death was due to a paralytic shock.

—William McCullough, 75, a druggist in New Athens, Ohio, is dead after a long illness with stomach trouble. He was known to every student at Franklin College for nearly half a century, and was an elder in the Presbyterian church. He leaves a daughter.

—Gaston Constantin, 60, manufacturer of druggists' sundries, 507 Bainbridge street, Brooklyn, died in the Lutheran Hospital. He was a member of Tyrian Lodge, F. & A. M.

—Frank Thompson, for 17 years a druggist in New Haven, Conn., but who retired recently on account of ill-health, is dead after an illness of several months.



WM. E. LEE

NEWS FROM ASSOCIATIONS

ANNUAL CONVENTIONS.

- A. Ph. A.—Detroit, Mich., Aug. 24-29.  
G. M. Beringer, president; J. H. Beal, secretary.
- N. A. R. D.—Philadelphia, Pa., week of Aug. 17.  
James F. Finneran, president; J. E. Toms, secretary, Chicago.
- N. W. D. A.—Indianapolis, Ind., week of Sept. 21.  
Geo. W. Lattimer, president; J. E. Toms, secretary, New York City.

The American Medical Association.

THE annual meeting of the American Medical Association held at Atlantic City June 22-26 was attended by 3958 members who took the time and trouble to register. The attendance was considerably larger than at any previous session in Atlantic City, though not as large as the attendance at either the Boston or the Chicago meeting of the association.

The Section on Pharmacology and Therapeutics had, as usual, a programme containing many papers of pharmaceutical interest. Delegates from the A. Ph. A. were recognized and Prof. Joseph P. Remington, the chairman of this delegation, in extending the felicitations of the organization he represented, said:

"The American Pharmaceutical Association brings greetings to the American Medical Association. It is meet and proper that two National bodies should exchange greetings, for however they may differ in function and scope, they are united in principle in the one great object of promoting the health of the Nation in combating disease.

"It is gratifying to know that the Pharmacopoeia is practically completed so far as the bulk of the work is concerned. The printing of the Appendix with the Tables, Reagents and Volumetric Solutions will be sent this week to the printer, for this part of the book must be printed first, in order that members may have it for reference in checking up the text of the book.

"During the past year a number of older remedies have been deleted and new remedies admitted. A committee on scope, which reports upon proposed admissions and deletions, has finished its work, but there are still a few questions which can be settled after the printing is started. One of these questions is the form of so-called bichloride tablets. As is well known, the enormous use of these tablets is a menace to the future growth and prosperity of the Nation. The Pharmacopoeia cannot check the use of these tablets, but it can at least direct the form for their use which will prevent accident as far as possible, through swallowing the tablets or their solution.

"The American Pharmaceutical Association during the past year has used its influence in every possible way in controlling or limiting the use of habit-forming drugs by National and State legislation. Committees have been formed from the membership who are working to stamp out this evil.

"The body which I have the honor to represent asks the assistance of your body to aid in framing wise laws which will make it difficult for dopesters to continue their habits, and by limiting the use of these drugs to prescriptions by properly educated physicians, who are earnestly trying to curtail the evil.

"In educational matters pharmacy has progressed in the direction of raising the standard of education of those entering pharmacy, and enlarging the curriculum in the colleges. May we not hope that medicine and pharmacy will be more closely linked in the future, and that crimination and recrimination will cease, or take the form of constructive criticism, with the intention of remedying the evils and correcting abuses, and will be actuated by harmony between the two professions."

Referring more particularly to the probable scope of the

U.S.P. IX, the following table represents the status of the present time:

Number of articles in text of U.S.P. VIII.....	958
U.S.P. VIII articles dismissed from U.S.P. IX list.....	237
Number of articles retained from U.S.P. VIII.....	721
Number of new articles admitted to U.S.P. IX.....	67

Total number of articles in tentative list of U.S.P. IX..... 788

On motion of Dr. Murray Galt Motter, of Washington, D. C., the Section on Pharmacology and Therapeutics of the American Medical Association adopted the following resolution which was referred to the House of Delegates, endorsed by that body and thus officially recognized as the opinion of the American Medical Association:

WHEREAS, The Pharmacopoeia of the United States of America should be, above all, a book designed to protect the public health and prevent the exploitation of the sick and afflicted for profit; now therefore be it

RESOLVED, That the members of the Section on Pharmacology and Therapeutics of the American Medical Association request the House of Delegates to urge upon the Revision Committee to make official in the Pharmacopoeia of the United States "corrosive mercuric chloride pastilles" so that physicians may not be compelled to prescribe this remedy under a proprietary name; Be it further

RESOLVED, That this Section endorse the form and description of corrosive mercuric chloride pastilles as described in the German Pharmacopoeia, namely, of cylindrical shape, twice as long as thick, wrapped individually in paper bearing the name of the medicament "corrosive mercuric chloride pastilles" and the word "poison" in suitable and striking letters; Be it further

RESOLVED, That a copy of this resolution be forwarded by the Secretary of the American Medical Association to the President and to each of the officers of the United States Pharmacopoeial Convention and also to the Chairman and to each member of the Committee of Revision of the Pharmacopoeia of the United States.

Another recommendation of pharmaceutical interest was suggested by the Council on Medical Education, endorsed by the reference committee and approved by the House of Delegates as follows:

Your committee also recommends that the Council be instructed to urge all medical colleges to adopt the nomenclature of the Pharmacopoeia of 1910 and to use the metric system in their teaching.

LAST CALL FOR N.A.R.D. CONVENTION.

*Philadelphia Convention Committee Eagerly Awaits Arrival of Fellow Pharmacists and Their Wives.*

WITH the most elaborate entertainment programme in the history of the National organization, the Philadelphia A.R.D. is eagerly awaiting the arrival of fellow pharmacists and their wives and families from all over the United States. Chairman Charles Rehffuss, of the convention committee, is prepared for a registration of 1800, and the bigger the crowd, the warmer the welcome—numbers will make no difference in the matter of accommodation and entertainment.

The entertainment features, as partly outlined in the July ERA, will be the president's reception and ball on Monday evening, Aug. 17, at the Bellevue-Stratford Hotel, convention headquarters and the formal opening of the Drug Show on the same floor of the big hotel. On Tuesday the ladies registered will be taken on an automobile tour of the city and its environs. The same evening, a demonstration by professional dancers under the spotlight of the maxixe, the hesitation, the Argentine, the one-step and other popular dances, so widely discussed, will be a startling feature of a ball in the beautiful ballroom of the Bellevue-Stratford.

On Wednesday afternoon the ladies will be the guests of John Wanamaker in a tour through the big department store with a musicale in the Court of Honor. In the evening Chapter No. 6, W.O.N.A.R.D., will give an entertainment. Thursday will be "Scottissue Day" when the Scott Paper Company will be the hosts on a river excursion down the Delaware to the company's big plant at Chester. Luncheon, music, hydroplane racing and dancing with a stop at busy League Island Navy Yard will be features of the day's outing.

The following day, "Wampole Day," those registered will be the guests of Henry K. Wampole & Company on an excursion to Willow Grove Park. Special cars will pass through the most beautiful sections of the city and suburbs to the famous park where after luncheon in the Casino a registration badge will constitute a pass to every attraction along the big Midway.

The business of the convention will be dispatched promptly so as not to encroach upon the time assigned to these entertainment features. Every loyal N.A.R.D. member is urged to make a special effort to attend the Philadelphia convention, which promises to be the largest and most enjoyable yet held.

## New York Ph. A. Elects Arthur S. Wardle, of Hudson, President, at Saratoga.

ARTHUR S. WARDLE, of Hudson, was unanimously elected president of the New York State Pharmaceutical Association, at its 36th annual meeting at the United States Hotel, Saratoga Springs. Jacob H. Rehfuss was nominated for re-election, but positively declined the honor. The other officers elected were:

1st vice-president, Elmer C. Chilson, Rochester; 2d vice-president, Richard A. Austin, Cairo; 3d vice-president, Wm. C. Barton, Saratoga; secretary, E. S. Dawson, Syracuse; treasurer, Frank Richardson, Cambridge; executive committee, Dr. Joseph Weinstein, chairman; Charles N. Lehman and George S. Slade; A Ph. A. Delegates, Dr. Joseph Weinstein, Dr. A. B. Huested and C. A. Mayo.

The meeting was well attended and the business was consummated most expeditiously. An entire day was spent on Lake George, a feature of the convention much enjoyed by the members, the two preceding days having been exceedingly hot.

The principal recommendations made by President Rehfuss in his annual address were reported in the July ERA. He further expressed the opinion that the association should work energetically for the passage of the Stevens price-maintenance bill. "This act if made into law would afford a great measure of relief." In this connection, he urged the members to individually enlist in the N. A. R. D. ranks, and trusted that the association would continue to affiliate with that National organization with renewed enthusiasm. Elaborating upon the service the N. Y. S. P. A. rendered to its members and the profession in protecting their interests in legislative matters, Mr. Rehfuss observed that the head of one large drug concern operating a chain of stores in New York City recently told him that the "Day of Rest" law entailed an expenditure on them of nearly \$50,000 last year for extra clerk hire. The passage of the Walters act annulling the "Day of Rest" law places them in a position where they can save that sum if they will.

The number of new members gained by the association this year was "most gratifying." "For the greater part of this fine showing we are indebted to the indefatigable efforts of the Traveling Men's Auxiliary, and more particularly to Mr. George Riefflin, who, as chairman of the membership committee, has achieved wonderful results." In his conclusion, Mr. Rehfuss acknowledged the great assistance given him throughout the year by Vice-President Arthur S. Wardle and by the several committees of the association.

The report of the legislative committee, presented by Mr. Rehfuss as chairman, was an elaborate resumé of that body's efforts to follow the association's instructions as laid down at the Catskill meeting and the recommendations of a conference of representatives of various local organizations called by the committee in New York City. The report also recounted the fight the committee went through to kill off those bills the members considered inimical to the interests of the profession.

The committee believed that any measure making it prohibitory "for any person to issue or give souvenirs, bonuses, coupons, trading-stamps or devices of any kind as an inducement to the purchase of drugs, chemicals, medicines, prescriptions, or poisons" (the words of the association's bill, which failed to pass), would, if enacted, be unconstitutional. The members recommended that any future legislation endorsed by the association be based upon the principle of taxing every coupon or trading-stamp to create revenue for the State, as the committee was advised that such provisions were more likely to be held constitutional by the courts.

Relative to the Workmen's Compensation Act, Mr. Rehfuss reported as follows:

"Your legislative committee made efforts to ascertain whether the 'Workmen's Compensation Act' recently enacted in the State of New York, applies to the average retail pharmacy where no power or machinery is employed in compounding medicine.

"Inquiries were made in the name of the State association, of the State Department of Labor and the Compensation Commission at Albany. A reply from the Compensation Commission promises an early decision in the matter, but up to the present time none has been received by your committee.

"Inquiry among the liability companies failed to secure any definite opinions. They frankly admit they are in doubt as to whether this law applies to the retail pharmacist.

"However, assuming that the pharmacist will be included by the commission, the liability companies have made the very low rate of \$10 for a minimum bond covering a yearly wage scale of all employees up to \$5000. Since such a bond would include general liability, it would appear that the pharmacist will not fare so badly even though he be included in the compensation act. The Compensation Commission is the tribunal which will make the decision that will determine whether we need take out such a bond."

The legislative committee opposed all the bichloride measures which came up at Albany, taking the stand persistently that "we would stand for any regulation as to color, shape, style of container, and registration of sale, but never for the doctor's prescription unless he be prohibited from dispensing such poison." The committee recommended that the State association endorse this attitude as a guide for any future legislation that may be proposed.

The committee expressed the opinion that when the pharmacists became thoroughly familiar with the provisions of the Foylan bill "they will appreciate the great concessions gained for them, and realize that it is about as mild a piece of anti-narcotic legislation as could reasonably have been expected." Considering the opposition to this bill, the committee regarded the passage of the compromise measure as a great victory. It was pointed out, however, that the victory is only temporary:

"The same forces intend to go to Albany again next year, to make further efforts along the same lines. Preparations must be made to insure that our resistance is more effective. To that end we recommend that a legislative sub-committee be appointed by the President, to be composed of a member from each Senatorial district, whose duty it shall be to marshal all the druggists in his Senatorial district to the support of the programme of the State legislative committee; this sub-committee to be kept informed by the legislative committee of all pending legislation through the issuance of pamphlets at frequent intervals. . . . It must not be understood from this that we are to oppose all anti-narcotic legislation but merely to see that the rights of the pharmacists are properly conserved. The druggists of the State must realize that this narcotic evil is not a myth—it is an awful reality. Something must be done to curb it, laws must be enacted to enable the authorities to penalize those who are responsible for it, but we will not permit the pharmacist to be made the 'scapegoat.' It has been shown that the physician is equally responsible for this evil, and peddlars not connected with either medicine or pharmacy are giving the authorities the greatest trouble.

"We recommend that our State association go on record as favoring the regulation of the distribution of narcotics, but take the stand that any future legislation must be based upon the principle that the physician shall be restricted in his distribution of narcotics along with the pharmacist, likewise the wholesaler and manufacturer; that all distributors shall be licensed by the State of New York, and that extraordinarily severe penalties be meted out to those persons not licensed who are found trafficking in narcotics; that the State association by resolution appeal to the Congressmen and Senators from New York State, urging them to support the Harrison anti-narcotic bill at Washington. Were this Federal legislation enacted it would remove the greatest part of the cause of our present narcotic evil in New York State with the result that we would not be harassed by all this threatened legislation at Albany."

The committee further recommended the amendment of the by-laws making the vice-president an ex-officio member of the legislative committee.

The committee on president's address also considered the report of the legislative committee. In brief, it reported as follows:

1. The question of Sunday closing being governed largely by local conditions and public opinion, action by the association toward obtaining legislation is deemed inadvisable.
- 2 and 3. Committee recommends that Board of Pharmacy secure more inspectors to carry out provisions of the Walters bill in order to keep pharmacy out of the jurisdiction of the Department of Labor.
4. Committee approves efforts to broaden scope of board as quickly as conditions justify such progress.
5. Rescinding of resolution prohibiting board members from serving on legislative committee considered highly desirable.
6. Com-



mittee approves recommendation that association affiliate with N. A. R. D. and urges utmost efforts be made by N. A. R. D. to secure early passage of Harrison bill. 7. Recommends that association employ detail men on commission to solicit members and collect back dues; approved providing suitable arrangements can be made with such collectors. Committee expressed hope that utmost efforts would be made to collect dues from members three years in arrears in order that such members might be retained.

The committee approved the introduction of a wood alcohol bill in the next legislature, recommended that the next legislative committee push the Whitney amendment to the excise act, providing for a "dealer in alcohol" license, disapproved the recommendation that the bill taxing coupons and trading stamps be introduced, as such legislation would not hit the main part of the evil, the giving away of souvenirs; agreed with the recommendation of the president relative to bichloride legislation; approved the president's recommendation relative to a sub-committee with members in each Senatorial district; endorsed the president's recommendations that the association go on record as favoring the regulation of the distribution of narcotics, taking the stand, however, that dispensing physicians shall be restricted, etc.; recommended publication of Boylan and Walters laws in proceedings, the amendment of by-laws to make the vice-president an ex-officio member of the legislative committee, and the publication of the address of the president and his report as chairman of the legislative committee in pamphlet form, the same to be distributed to members and be used as the best possible argument in winning new members. The committee, which consisted of Fred Rogers, Fred Menges, H. V. Army, George H. Whitney and S. E. Dorn, approved the Potts resolution favoring the Stevens bill.

Upon Vice-President's Wardle's motion, the committee's report, with the exception of that part relating to trade coupons, was approved. Dr. Joseph Weinstein asserted that if a stop was not put to the coupon evil in New York City the small man would be driven out of business. The recommendation anent coupons made by President Rehffuss was adopted and that of the committee disapproved. The matter was referred to the legislative committee with power to act.

The report of the Board of Pharmacy, presented by Secretary of the Board Warren L. Bradt, showed that during 1913 there were 4608 registered pharmacies and 42 registered drug stores. The board had made 7645 inspections, and 290 alleged violators had been reported by the inspectors. Cases settled numbered 216; 97 had been held in abeyance; 129 were pending June, 1914, and 69 cases were prosecuted in court. Of these 66 were decided in favor of the board. The sum of \$11,040 was collected in penalties. Hearings granted 237, and number of samples analyzed 1148. Pamphlets on laws were sent to every pharmacy and drug store in the State.

Secretary E. S. Dawson reported that the total cost of publishing the 1913 proceedings, including postage, was \$455.90, as against \$521.27 in 1912. At the last annual meeting 40 new members were elected and 100 members were dropped from the rolls. Since the publication of the last proceedings 10 members have died, 17 resigned and 194 were dropped from the rolls, leaving a total membership of 1092. The total attendance at the last annual meeting was 139. The expenses of the office were \$977.95.

Dr. A. B. Huested, as chairman, presented the report of the committee on Procter memorial fund. No record could be found of the association having paid the \$50 it voted to the fund in 1912. The fund now amounts to over \$6000 and a statue will be erected on the Smithsonian grounds at Washington, D. C. It will be unveiled upon the centenary of Prof. Procter's birth, May 3, 1917. "It is the duty of the druggists of the Empire State to see that the project is carried through."

Thomas Lamb, chairman of the advisory committee on the Druggists' National Home, recited the history of the State-wide campaign made this Winter to raise funds for the Home. The committee netted \$1010.97. It became the duty of his committee to suggest the following recommendations for consideration:

"1. That the Home trustees be asked relative to the advisability of disposing of the present costly location, and should they consider same, we recommend that a smaller house be leased or bought nearer some large city, and placed directly under the control of the State association where the same is located.

"2. Every State association wishing to send eligible person to the Home, until same is paid for and endowed, shall pay a pro rata share of expenses for maintenance of Home."

A special committee consisting of Dr. Wm. C. Anderson, Louis Berger and Thomas Lamb was appointed to consider the recommendations of the above committee. The members named recommended that the funds collected by the committee be turned over to the association treasurer and be subject to the action of the association executive committee, and that the association refrain from making any suggestions concerning the future conduct of the Home at this time. This action was approved by the members.

The report of the committee of revision of the U. S. P. was presented by Dr. Diekman. Many of the points made by Dr. Diekman were presented by Professor Joseph P. Remington in a recent address in this city. Dr. Diekman confined himself to the present status of the work of revision. He gave no definite statement as to date of publication. Galley revision was to begin July 1. The book was to contain 798 distinct items as opposed to 958 in the present edition. Sixty-four new articles had been added and 248 articles dropped. Publicity had been a feature of this revision. The admission of patent and proprietary articles had been disapproved at a committee meeting held at Washington. If manufacturers will permit their articles to go into the Pharmacopoeia they must sign an agreement. He cited the Holland case and pointed out the danger of opening opportunities for claiming damages. The coming U. S. P. will contain much valuable material furnished by manufacturers who have lent their laboratories and services. Comments and criticisms must be in by July 1—after that date should be sent in by telegram. Additions or deletions will be published from time to time: the U. S. P. will be up-to-date.

Dr. Joseph Weinstein, as chairman of the committee on adulterations, presented an interesting report, much of which was of a historical nature. He divided adulteration into three classes, accidental, unavoidable and intentional. The third division was the reason for the present laws. Conditions in this State, he said, have considerably improved. As a member of this committee he had collected samples in 1910, 50 per cent. of which had been below standard. Samples of the same drugs, collected in the same places this year, had almost all been up to standard.

Dr. H. H. Rusby opened the discussion of Dr. Weinstein's report. After pointing out the immense amount of work necessary in preparing such a report, he observed that this and similar reports should be accompanied by a caution unless too much be assumed. Referring to the point made relative to selling prices and decreasing net profits made by the president, Dr. Rusby asserted that prices in retail pharmacy had not kept up in proportion to the wholesalers' prices. The higher standards required of imported drugs was one reason for higher prices. When an importer receives 10 bales of buchu leaves at the port of New York and after removing the chopped stems with which it is adulterated, has only four and a half bales left, he must charge 100 per cent. more and drain the supply of buchu leaves to get another shipment. The most difficult task before the importer is to get out the last 3 to 4 per cent. of adulterations and the cost to the retailer is naturally increased. It is foolish to think that the public should get pure drugs without paying the bills.

Dr. Rusby said that in New York the people were fortunate in having a Board of Pharmacy that has supported the Federal government. Adulterated drugs may be sold in the same State as adulterated and the Federal government can't do a thing. "In New Jersey conditions are simply awful!" The Board of Pharmacy of New York has done something for the public but they won't get credit for their work. Dr. Rusby thought that the board should include some simple questions on the identification of powdered drugs in its examinations. The board should support the educational system.

One of the most appreciated reports presented at the meeting was that of George T. Riefflin, chairman of the committee on membership. He reported a total of 255 new members, 150 of these having come through the auxiliary. The committee as such had not done very well, but individual members had done very well in the work of getting members. Mr. Riefflin recommended that members be accepted every three months. He also recommended that the legislative committee report to the monthly journals every issue. This would triple the

membership. In discussing this report, Dr. Rusby expressed the opinion that the association had taken a deep interest in the schools of pharmacy in the State and that these institutions had not been sufficiently grateful. He intended, at regular intervals, taking five minutes at the beginning of lectures to report to his students what the association is doing. He will try next year to see if he cannot get some new members. Dr. Jacob Diner invited the membership committee to visit his school and tell the students what the association is doing for pharmacy. The executive committee was instructed to originate a plan for taking in members.

John Roemer, chairman of the committee on propaganda, told how he and his fellow members had endeavored to stimulate State-wide interest in pharmaceutical propaganda. The poor retail pharmacist himself overpowers all other forces in this work. Mr. Roemer read a letter from an up-State pharmacist, which, after pointing out the urgent need of propaganda in his city, concluded "therefore we think it best that we each look out for ourselves and grab what we can." The benefits of propaganda, Mr. Roemer asserted, included an immediate financial gain to the pharmacist and an ultimate gain in prestige to pharmacy. The report dealt largely with an account of the work of the committee during the past Winter. It was pessimistic when it referred to the support afforded the committee by pharmacists throughout the State.

Otto Raubenheimer read a brief introduction to his extensive report on "New Remedies, 1913-1914."

Papers were presented at the meeting as follows:

Charles V. Lewis, "What Course Ought the Pharmacist to Pursue in Relation to Dispensing Doctors? Does It Pay to Try and Get Their Business?"; Dr. Joseph Weinstein, "Urine Analysis as a Profitable Side Line for the Pharmacist"; Peter Diamond, "Separation of the Practice of Pharmacy from the Drug Business"; Dr. Joseph Kahn, "Modern Anti-Rheumatics"; Dr. William Mansfield, "Insect Flowers of Commerce"; Professor Barrus, department of agriculture, Cornell University, "Sale of Insecticides and Fungicides by the Retail Druggist"; Mrs. St. Claire Ransford-Gay, "Putting the Bulgarian Bacillus on the Market"; "Camphor and Its Preparations," J. Leon Lascoff; Otto Raubenheimer, "Aromatic Liquid Paraffin"; F. E. Niece, "Colorimetric Methods with a Demonstration of a Simple Colorimeter"; John Roemer, "Professional Responsibilities"; Dr. Joseph Mayer, "Quantitative Estimation of Glucose in Urine"; L. Marmor, "Evils of Counter Prescribing and How to Check It"; Hugh Craig, "What Is Your Salary and How Do You Earn It?"

Mr. Diamond's paper upon "The Separation of the Practice of Pharmacy from the Drug Business" occasioned considerable discussion, in which Dr. Jacob Diner, F. S. Rogers, Dr. Wm. C. Anderson, Dr. Joseph Weinstein and others participated. A committee of 11 was appointed to consider this question and another matter brought up by Mr. Roemer. The committee consists of Messrs. Diamond, chairman; Johnson, Anderson, Lehman, Boetzel, McCullough, F. S. Rogers, Brooks, Sears, Brothers and C. F. Brown. Mr. Roemer argued for a State pharmacy commission. He would separate the administrative functions from the police regulations. In his opinion it was a mistake to ever have placed the pharmacy law under the Regents. One of the members expressed himself as in sympathy with Mr. Roemer's contention, but asserted that the remedy advocated was worse than the present condition.

Upon Dr. Wm. C. Anderson's recommendation as a delegate to the N. A. R. D., the association voted to reaffiliate with the National body. Caswell A. Mayo enlarged upon the necessity of uniform systems of accounting for the retail druggist. He asked that a committee be appointed to co-operate with committees from other State associations upon this subject. According to the treasurer's report, Dr. Hy. J. J. Kassebaum, as special collector for the association, had added \$260 in back dues to the treasury. George T. Riefflin, at the time the treasurer's report was made, had added \$446 to the funds. Wm. Henry Rogers proposed that the travelers' auxiliary be consulted at the next place of meeting, the members concurring.

Dr. Wm. Mansfield conducted a contest as usual at this meeting, this year the contestants endeavoring to identify 165 crude powdered drugs. The prize winners are: First prize, Mrs. St. Claire Ransford-Gay; 2d, Miss Charlotte G. Ransford; 3d, Lillian Leiterman; 4th, Louis Berger; 5th, Wm. Ihmils; 6th, Caswell A. Mayo; 7th, Alfred B. Husted; 8th, H. S. Johnston; 9th, H. Sarason, and 10th, F. E. Niece.

The usual splendid programme of entertainment was presented by the auxiliary. The travelers elected as officers:

President, C. W. Coleman; vice-president, Charles F. Kelley; secretary-treasurer, R. W. DePuy; executive committee, W. C. Bucher, chairman; C. F. Fischer and R. B. Featherly. About 50 members of the auxiliary were in attendance.

By resolution at the last session the members rescinded the resolution barring board members from the legislative committee, and amended the by-laws so as to make the vice-president an ex-officio member of the legislative committee. It was also provided that prizes should be offered for work in bringing in new members. Mr. Mayo argued at some length to effect the cutting from the programme the reports of delegates—too much time is devoted to matters of common knowledge. A lively discussion followed, the presenting of papers being especially referred to, and although no action was taken it was plainly to be seen that, in the latter direction, few of the members favored lengthy papers or a lengthy programme of papers.

### Maryland Ph.A.

The annual meeting of the Maryland Pharmaceutical Association extended over four days. The deliberations were held at the State House, Annapolis, permission to use the historical Senate Chamber having been obtained from the Governor. Headquarters were made at Carvel Hill, now a hostelry, but in the old days one of the famous houses of the ancient city.

The members were welcomed by Governor Goldsborough and Mayor Strange, both of whom were highly complimentary in greeting the visitors.

J. Fuller Frames, the retiring president, praised the efforts of the various committees to carry on the work of the association, and spoke in an especially commendatory manner of the labors of the committee on membership, which had worked zealously to augment the ranks during the year. He advocated the formation of a traveling men's auxiliary as a means of getting better acquainted with the druggists throughout the State, regarding this as one of the most effective means of bringing them into close affiliations with the organization. Mr. Frames further discussed the Stevens bill, now pending in Congress, which permits of a measure of price control and which otherwise aims to regulate the distribution of goods. Mr. Frames expressed the opinion that the Stevens bill would be promotive of great benefit to the retail druggists by preventing limitless competition.

John B. Thomas, of the Thomas & Thompson Drug Co., Baltimore, also favored the Stevens bill.

The report of Treasurer J. W. Westcott, of Hynson, Westcott & Co., showed that the association is in good financial condition, with a balance in the treasury and all obligations met. Among the reports submitted was one by Dr. John F. Hancock, chairman of the Procter memorial committee of the A. Ph. A., which is intrusted with the task of raising funds and providing a monument to the "Father of American Pharmacy," which is to be erected at Washington in 1917, the centennial of Professor Procter's birth, when the American Association will hold its meeting at the National capital. Dr. Hancock urged the Maryland Association to line up with other State organizations. The matter, he said, had a special significance for Baltimore because Dr. Procter was a native of the Monumental City, having been born there May 3, 1817, though he was graduated from the Philadelphia College of Pharmacy, Baltimore at that time having no pharmaceutical training school.

The feature of the second day's proceedings was an address by Dr. Charles Caspari, Jr., Pure Food and Drug Commissioner of Maryland, who spoke in defence of the sanitary inspection law enacted at the last meeting of the Maryland General Assembly, and which encountered considerable opposition from a number of the druggists. These latter took the ground that the bill gave excessive powers to the State Board of Health, charged with the enforcement of the law, and to the sanitary inspectors appointed under it. Dr. Caspari proceeded to argue that the opposition was based mainly upon a misapprehension of the facts, and that it really was designed to promote the best interests of the pharmacists. He regretted that especially druggists should have antagonized the measure, and had thereby greatly hampered the work of the State Board of Health, when they should have in every way facilitated the efforts to abate conditions throughout the State inimical to the wellbeing of the public. He accused certain druggists of

having gone so far in their antagonism as to charge excessive prices for the samples of drugs and other articles bought by the inspectors to carry on their work.

James E. Hancock, chairman of the legislative committee, defended the opposition to the law, he having taken a prominent part in the campaign against the measure, and stated the objections urged by the druggists with him. There was considerable good-natured fencing over the matter, both sides making some strong points, but in an entirely amicable way.

David R. Millard, the treasurer of the Maryland Board of Pharmacy, presented the annual report of that body, showing how many candidates for registration had applied during the year and how many had passed. The following officers were elected: President, J. F. Leary, Rock Hall; vice-presidents, 1st, Eugene W. Hodson, Baltimore; 2d, George F. Bunting, Baltimore; 3d, Henry Howard, Brookeville; secretary, E. F. Kelly, Baltimore; treasurer, S. Y. Harris, Baltimore; executive committee, J. F. Frames, the retiring president, and George H. Wendell, Baltimore, and D. P. Schindel, Hagerstown.

Among the diversions were a trip up the Severn River to the head of navigation; an excursion across the bay to Claiborne, on the Eastern Shore; an inspection of the Naval Academy and grounds; dancing, card parties, bathing and a dinner.

### Pennsylvania Ph.A.

One of the most important resolutions passed by the Pennsylvania Ph.A. at its annual convention at Buena Vista Springs was that indorsing the Stevens price-protection bill, which, it was stated, "is a measure that will aid in establishing fair, free and honest competition, relieved from cut-throat methods, and give the independent merchant an opportunity to do business under legitimate conditions." The remedy for existing evil conditions was held to be under the Stevens bill which would force all manufacturers of advertised controlled products to stamp the retail price on the label and punish retailers who cut this established price.

President Richard H. Lackey, of Philadelphia, in his annual address, recommended the preparation of a State anti-narcotic measure, the provisions of which should coincide with those of the Harrison bill now before Congress. He pointed out the evils of indiscriminate house-to-house peddling and advocated the passage of a law to control and restrict this practice. Still another recommendation was to the effect that a provision of the proposed pharmacy bill should make it compulsory to print an adequate antidote upon the label of every package of poison sold. All these recommendations were referred to committee.

Dr. F. E. Stewart, of Philadelphia, in reporting for the committee on patents and trade-marks, warned his fellow pharmacists that in taking the stand in favor of the Stevens bill the harassed retailer in his desperate attempts to correct evils which may ruin his business may unwittingly "jump from the frying pan into the fire."

C. Mahlon Kline, of Philadelphia, in his report for the N.W.D.A., advocated the establishment of a National Board of Health. He also favored the giving by the next State Legislature to the Pennsylvania Pharmaceutical Examining Board of funds sufficient to enable it to protect the public health by the enforcement of laws which come under its jurisdiction.

The Hon. John W. Hoke, of Chambersburg, made the formal address of welcome to the delegates, which was responded to by Col. H. C. Demming, of Harrisburg. Mrs. Chas. H. LaWall, of Philadelphia, spoke for the ladies.

Among the items of business transacted were the following: The adoption of a draft of a proposed anti-narcotic law, and the recommendation to the incoming legislative committee that it prepare drafts of a heroin and an itinerant vendors' bill; the indorsement of the Stevens bill; the election of Caswell A. Mayo, president-elect of the A.Ph.A., to honorary membership; approval of an amendment to the Act of May 24, 1887, providing for the printing of an antidote on the label of commonly-used poisons. Chairman William H. Knoepfel, of the committee on membership, announced that 130 names had been added to the list at the low cost of \$18. In 1911 it cost \$780 to secure 428 members; in 1912 the cost was \$450 to get 149 members, and in the following year 38 members were added at no cost other than postage. The loss by death last year was 16 and by resignation and non-payment of dues 28. The need of a heroin law was emphasized when members of the Pennsylvania Pharmaceutical Examining Board declared that

the sale of this drug in the stores of Pennsylvania was growing to an alarming degree with the corresponding decrease in the sales of cocaine, due to stringent State and Federal legislation.

The principal entertainment feature was a circus presented by the members of the Traveling Men's Auxiliary. It took place in a huge tent, pitched in the ballroom of the hotel and the performers, all of whom were members of the auxiliary or the parent organization, went through their "stunts" in the big ring in the center. The Traveling Men's Auxiliary elected 40 new members during the past year, bringing the membership up to 204.

During the convention the Pennsylvania Board of Examiners and the Traveling Men's Auxiliary also met at Buena Vista Springs. The following officers were elected by the association and auxiliary:

*Pa.Ph.A.*—President, Edgar F. Heffner, Lock Haven; 1st vice-president, Josiah C. Peacock, Philadelphia; 2d vice-president, F. M. Siggins, Meadville; secretary, David J. Reese, Philadelphia; treasurer, Francis H. E. Gleim, Lebanon; member of the executive committee, Frank P. Streeper, Philadelphia.

*Travelers' Auxiliary*—President, Edward T. Hahn, Philadelphia; vice-president, J. R. Thompson, Pittsburgh; secretary, J. C. Reinhart, Philadelphia; treasurer, J. D. McFerren, Philadelphia.

The next annual meeting of the association will be held at Forest Park, Pa., beginning June 22, 1915.

### Kentucky Ph.A.

The 37th annual meeting of the Kentucky Pharmaceutical Association was held in Lexington, June 16, 17 and 18, and both in attendance and in interest was perhaps the best meeting in the history of the association, there being 150 members present. Thirty-five new members were added. The reports of the various officials indicated a very gratifying condition of affairs. The membership continues to show a steady increase, notwithstanding the recent raise in the annual dues from one to two dollars. The treasury has become sufficiently strong to bear, not only the regular expenses, but the publication, without the assistance of advertising, of the proceedings of the annual meetings.

A strong resolution was enthusiastically adopted endorsing the passage by Congress of the Stevens price-protection bill.

The following papers were read: "How to Build Up a Prescription Business," by G. O. Patterson; "What Classes of U.S.P. Preparations Should the Retail Druggist Prepare?" by Gordon L. Curry; "Bacteriological Products, Preparation and Storage," by George Eisele; "Counter-Prescribing," by Simon N. Jones; "The Dispensing Physician," discussed by Dr. F. H. Clark, of the Fayette County Medical Society; "Should Kentucky Have a Prerequisite Law Requiring That Applicant Be a High School Graduate Before Admittance to Examination for Registration?" by Otto Mueller; "Practical Pharmacy and System in Dispensing in the Prescription Department," by Addison Dimmitt; "The Best Methods of Advertising," by Leon Evans; "Some Needed Amendments to Our Pharmacy Law," by Edward Bloomfield.

The last session of the meeting was, upon invitation, held at the Experiment Station, when addresses were made by R. M. Allen, chief of the Food and Drug Division; C. S. Porter, chief inspector of drugs, and Dr. L. A. Brown, chief chemist of the drug department. In addition to these Dr. Lyman F. Kebler, of the Bureau of Chemistry, Washington, delivered a most interesting talk, which was highly appreciated by the association.

Hy. P. Hynson, of Baltimore, was a visitor at the sessions, and added much interest to the various papers and addresses throughout the meeting. The personal charm of his presence was both a delight and an inspiration to those in attendance.

The social features furnished by the local committee could not have been excelled, consisting of receptions, card parties, automobile rides, to which were added a cabaret dinner at the Phoenix Hotel, and a visit to the Elmendorf dairy, perhaps the most sanitary institution of its kind in America.

The following officers were elected for the ensuing year: President, Leon Evans, Mayfield; 1st vice-president, W. H. Tibbals, Somerset; 2d vice-president, Miss Alice Caden, Lexington; 3d vice-president, Geo. H. Worland, Brandenburg; secretary, J. W. Gayle, Frankfort; treasurer, Vernon Driskell, Carrollton.

Next meeting to be held either at Dawson Springs or at Cerulean Springs, June 16, 17 and 18, 1915.

## W. M. BOWMAN OHIO STATE PH.A. PRESIDENT.

### Members Deery Pomerene Amendment to Harrison Anti-Narcotic Bill—Raise Dues to \$5 Per Annum.

THE Ohio State Pharmaceutical Association, the largest State pharmaceutical organization in this country in point of membership, 1,450 pharmacists being now enrolled, held its 36th annual meeting at Cedar Point on Lake Erie, July 7-10, 1914. Edward Sehl, of New Philadelphia, occupying the chair. Waldo M. Bowman, of Toledo, was elected to head the association during the ensuing year. Others elected are:

First vice-president, R. C. Start, Toledo; 2d vice-president, C. L. Farns, Kenton; secretary, Theodore D. Wetterstroem, Cincinnati; treasurer, Edward W. Harrington, Columbus; members of O.S.P.A. council for two years, Carl Winter, Cleveland; member council, five years, H. T. Thompson, Lima; candidates for appointment to State Board, E. C. Davis, Akron; J. C. Scott, Bethel; E. S. Ely, Barnesville; D. D. Neal, G. Lipolis, and Carl A. Schmidt, Dayton; delegates to N.A.R.D., L. W. Funk, Columbus; C. L. McIntire, St. Mary's; Ed. H. Thiising, Cincinnati; C. S. Ashbrook, Mansfield, and Joseph Albrecht, Cleveland.

In his annual address, President Sehl characterized legislation as the paramount issue with which the association had to deal. He advocated vigilance on the part of the members to see that no pernicious laws are enacted and that laws already enacted to safeguard the interests of pharmacy should not be repealed. Three laws, recently effective, were of interest to members—House Bill's No. 230, 393 and 320, known respectively as the insecticide and fungicide law, the feedstuffs law and the Duffly bill or the new Ohio anti-narcotic law. Lack of interpretation had made their observation extremely difficult. Suits are now pending relative to the constitutionality of bills No. 230 and 393. Mr. Sehl was in accord with the provisions of the Duffly bill except that no arrangement had been included for the care of the poor unfortunates deprived of their "dope."

President Sehl regarded the promoting of the National Drug Trade Conference by the A.Ph.A. as a splendid achievement. Price-protection, after many years of agitation by the N.A.R.D., seemed nearer a reality. He advised that the State association continue its friendly relations with the National organizations which are doing so much in behalf of pharmacy. The efforts of his predecessors in office, nearly every one of whom had touched on the subject of Sunday closing, had not been in vain. Constant agitation had resulted in the druggists observing better Sunday and weekday closing hours, this being especially true in the smaller towns and cities.

That the association maintain an organizer in the field all the time, was advised by President Sehl. If the dues of \$2 were insufficient to finance the work of obtaining new members and retaining the interest of the old, the dues should be increased to \$3 per annum. It was not to be expected that Theodore D. Wetterstroem and E. W. Harrington could go on indefinitely giving up their valuable time attending meetings of county branches as they have in the past. The association should get an organizer to do this work. The members should take a more active interest in politics and endeavor to elect to office men who will protect their interests. A means must be found for cutting off the source of supply of habit-forming drugs to irresponsible persons who engage in the illegal traffic for the purpose of making money. Until such is found the control of their sale and distribution will be a difficult matter. In his tribute to deceased members, Mr. Sehl referred especially to Charles Huston, one of the organizers of the association and its first treasurer; O. N. Garrett, president '02-'03, and Z. T. Baltzly, president '05-'06. The Traveling Men's Auxiliary aided the association materially in getting members out to meetings, in securing new members and giving the organization publicity in the trade.

The association adopted a resolution, a copy of which is to be sent to each U.S. Senator, condemning the Pomerene amendment to the Harrison bill as "an iniquity sure to foster the habitual use of harmful drugs" and which will "tend to increase the number of unfortunate users." The amendment would exempt physicians and nurses from the requirement of registration. Following the charge by a member that the officers were practically elected by the nominating committee and that the annual election was a farce, that committee was instructed to report not less than three candidates for each office. The election this year was thus governed.

The by-laws were amended making the annual dues \$5 and changing the title of the committee on pharmacy laws to committee on State and National legislation. It was the opinion of many present that after the increase in dues the association would soon be unable to boast of being the largest State pharmaceutical association in the U.S. The Council was empowered to engage an organizer and collector for the ensuing year. By resolution, the members endorsed the Stevens bill and the recommendations in the president's address. Fifty-three new members were enrolled.

Among the speakers were E. P. Sandles, president Ohio Agricultural Commission; Professor Halapleus, Dr. W. A. Andrews, Fred R. Atchinson, Thomas H. Potts, secretary N.A.R.D.; L. H. Witte, State Drug Inspector W. R. Hower and Miss Bertha Ott.

Committee reports were submitted as follows:

Trade interests, George F. Reiser; U.S.P. and N.F. propaganda, Otto Muhlan; papers and queries, W. M. Bowman and C. R. Burnett; unofficial formulary, F. W. Kisker; adulteration and sophistication, Azor Thurston; drug market, Edward Spease; history, Joseph Feil; pharmacy laws, L. W. Funk; county organization, Charles L. McIntire.

The entertainment by the traveling men was lavish, a reception and card party, a Dutch lunch, at which 700 guests were served at one time, and an excursion to Put-in-Bay with a chicken dinner at that place, being features. Other features of the convention, beyond the travelers to supply, were the delightful weather and the beautiful moonlight nights.

The traveling men elected the following officers:

President, Van V. Dorr, Cincinnati; vice-president, H. A. Bauman, Akron; secretary, F. D. Brodrick, Elkhart, Ind.; treasurer, A. H. Burdsal, Columbus; council of administration, Van V. Dorr, C. N. Russell and George M. Schamps, Cleveland, and Charles Diehl, Cincinnati.

### Nebraska Ph.A.

The 33d annual convention of the Nebraska Ph.A. was held at Grand Island with an attendance of about 500. A fine programme was arranged by Secretary McBride, of University Place, including addresses by President J. H. Schmidt, F. W. Nitardy, of Denver, and Dr. J. B. Wood, of Kansas City. Social entertainments, an outing at Schimmers' Lake, an annual banquet and ball at the Liederkrantz, and drives about the city for the ladies were features of the entertainment.

The report of the legislative committee was of unusual importance. After a review of the laws already enacted but not strictly enforced it was set forth that the prime purpose of such legislation should be to prevent the sale of narcotic or habit-forming drugs promiscuously, to prevent the sale of any sort of poison bought with suicidal intent and to remove as far as possible the chance for accidental poisoning. The failure of the passage of the Johnson bill at the last session of the legislature was deplored and it was suggested that it would not "be hard to guess what the interest was that prevented its passage."

"The law known as the cocaine law," said the report, "is being generally observed, but it is well known that there are some very rank offenders of this law in the larger cities, and possibly in the smaller ones. The chief trouble in this law seems to be in the smallness of the penalty as provided for in section 2, and what is still more fatal, the lack of any officer who feels it incumbent upon himself to prosecute violations."

The following officers were elected: William Brookley, of Edgar, president; W. E. Clayton, Grand Island, vice-president; D. D. Adams, Nehawka, treasurer; J. G. McBride, University Place, secretary. As candidates for State Board of Pharmacy, J. W. Felter, of Maxwell; Neils Mekkelson, of Kenesaw; J. K. McDowell, of Lincoln. Delegates to National convention, N. P. Hansen, D. J. Fink, A. V. Pease, R. A. Lyman and J. E. O'Brien. Omaha was selected for the next convention.

### Colorado Ph.A.

The 24th annual meeting of the Colorado Pharmacal Association will be held at Pueblo, Sept. 8, 9, 10, where the headquarters will be at the Congress Hotel. A cabaret dinner, a trip through the great steel works, auto rides, and a fine programme of papers are among the attractions already announced.

**California Ph.A.**

The eighth annual convention of the California Pharmaceutical Association was held at Santa Cruz, with a very interesting programme of social events, and the transaction of considerable important business. San Francisco was chosen for the 1915 meeting-place, and the following officers were elected:

President, Prof. F. T. Green, of San Francisco; vice-presidents, David R. Rees, San Francisco; E. G. Bins, Los Angeles; secretary-treasurer, K. B. Bowerman, San Francisco.

The association went on record as opposed to the proposed eight-hour law amendment to be voted on by the State in November, President J. A. Sanford declaring that its enforcement would be a hardship on the retail drug trade and would certainly result in the reduction of wages.

The entertainment programme included a mussel bake on the beach, a "smoker" filled with thrills and punch (in fact, there were three boxing bouts), card parties, dancing, banquet and an excursion by special train to the big trees. Among the papers and discussions were the following: W. B. Dickinson, "What Shall We Do When the Legislature Convenes in 1915?" C. B. Whilden, "The Harrison Bill"; C. M. Twining, "Price Protection and Uniformity in Prices"; K. B. Bowerman, "The H. R. Bill, 13305—Stevens Bill"; W. H. Farley, "Paying Commissions to Doctors." W. Gnerich, "How to Buy Co-operatively and Make It Pay"; Mrs. E. E. Patterson, "How to Buy Co-operatively and Make It Pay"; N. Schwartz, "How to Buy Co-operatively and Make It Pay"; Prof. F. T. Green, "Leaks in a Drug Store That Eat Up Profits"; W. A. Wishart, "How to Make Window Decorating Pay"; Dr. J. Zieg, "How to Sell Disinfectants Over the Counter," "How Can I Make My Clerks Sell More Profitable Goods for Me?" K. B. Bowerman; "How Can a Drug Store Compete With Dispensing Physicians?" C. C. Walker; "How Can a Drug Store Compete With Dispensing Physicians?" W. B. Philip; "Soda Fountain Side Lines." J. S. Aguirre; "What Should a Pharmacy Apprentice Do and Expect?" J. A. Sanford.

**California Drug Clerks' Association.**

The third annual convention of the California Drug Clerks' Association was held at the Chamber of Commerce Building, Oakland, an address of welcome being given by Mayor Mott, with a reply by President J. S. O'Callaghan, of San Francisco. The eight-hour law, the employment of registered pharmacists only in hospitals and similar institutions, and the necessity for the college pre-requisite in all candidates for registration were among the matters discussed. The association voted in favor of requiring a college degree essential to registration. San Francisco was chosen as the next convention city, it was voted to hold a drug show in that city this Fall, and the following officers were elected:

President, J. S. O'Callaghan; vice-presidents, C. F. Basse, of Oakland; R. L. Terrell, of San Diego; A. E. O'Neill, of Stockton; H. E. Allen, of San Jose; R. G. Lindley, of Fresno; J. P. Taggart, of San Francisco; recording secretary, C. F. Holman, of San Francisco; treasurer, J. R. Busby, San Francisco; executive board, Fred Driscoll, W. H. Adair and C. B. Whilden, all of San Francisco.

**Connecticut Ph.A.**

The annual convention of the Connecticut Pharmaceutical Association was held at the Shoreham, Morris Cove, the sessions lasting two days. Among the papers submitted were a report on the New York State Ph.A. meeting by Thomas F. Main, of New York, and K. O. Curtis, of Bridgeport, read a report for the committee on pharmacy and queries. "Drugs in General" was the title of a paper by P. J. Garvin, of Bethel. The banquet at the Shoreham was unique in that there were no speeches, and a cabaret show was conducted while the banquet was going on. A dance followed.

The election of officers resulted as follows: President, Harrison D. Purdy, Derby; 1st vice-president, I. H. Levy, New Haven; 2d vice-president, J. H. Lockwood, Saybrook; secretary-treasurer, P. J. Garvin, Bethel. The following names were selected for presentation to the Governor from which to select a member of the State Pharmacy Commission: J. A. Levery, Bridgeport; John B. Ebbs, Waterbury; Samuel Thesbro, Willimantic; Harold Glendening, Norwalk; J. W. Marfand, New Britain, and Edward McQuaid, Ansonia.

The Traveling Men's Auxiliary elected the following: President, J. E. Carey, New Rochelle; vice-president, J. Cooper, Bridgeport; secretary-treasurer, R. F. Isbell, New Haven.

The associations will probably meet next year at the same place.

**Texas Ph.A.**

The dual sessions of the Texas Pharmaceutical Association and the Texas Drug Travelers' Association were held this year at El Paso with an unusually large attendance and a great deal of enthusiasm. Houston was chosen as the convention city for next year, and the following officers were elected:

President, Walter D. Adams, Forney; 1st vice-president, A. M. Fischer, San Antonio; 2d vice-president, C. E. Craycroft, Sherman; 3d vice-president, William Willman, Brownsville; 4th vice-president, Mrs. E. B. Dwyer, Houston; secretary-treasurer, E. G. Eberle, Dallas; home secretary, J. W. Gilman, Austin; historian, Miss Lum Ship, San Antonio.

W. F. Martin, of San Antonio, Tex., was elected president of the Texas Drug Travelers' Association at a meeting of the traveling men. L. G. Calvin, of Dallas, was elected 1st vice-president; T. D. Barton, of Amarillo, was elected 2d vice-president, and Dr. E. G. Eberle, of Dallas, was re-elected secretary-treasurer. The traveling men endorsed the selection of Houston as the next place of meeting. The retiring president, J. E. Gallagher, presided.

President John A. Weeks, of Ballinger, recommended five amendments to the laws of the State:

All candidates for certificates shall be required to pass an examination in chemistry, pharmacy, materia medica, bacteriology, physiology, pesology and toxicology, prescription reading and compounding and pharmacognosy; that not later than January 1, 1916, all candidates for examination for pharmacists' certificates be required to give evidence of successfully passing one year in a reputable college; that all candidates shall also give proof of having had at least three years' experience; that the definition of R. H. Walker, of Gonzales, as to what a reputable college is be incorporated in the law; that the examination fee for pharmacists be \$5.

R. H. Walker, secretary of the Texas State Board of Pharmacy, advocated the passage of better drug laws by the Legislature.

The report of E. G. Eberle, of Dallas showed a total balance on hand of \$1406.38.

The San Antonio delegation carried off most of the prizes, several of its members being chosen as the officials. The delegation was awarded the prize of \$100 for having the most members attending the meeting and a similar amount was won by Albert Kronkosky for his skill as a tango dancer. On the trip home it was decided to utilize the \$160 won by the delegation to establish a scholarship in pharmacy at the State University for some Texas boy. An amount sufficient for this scholarship will be made by the San Antonio druggists.

**Alabama Ph.A.**

The annual convention of the Alabama Ph.A. was held at Anniston in the circuit court room of the Calhoun county courthouse. Condemnation of violators of the anti-narcotic laws, and a demand for their more rigid enforcement and for the enforcement of the pure food and drug laws were features of the action taken. A big barbecue at Oxford Lake and a banquet at the Alabama Hotel were among the entertainment features. Next year's session will be held at Selma. The following officers were elected:

President, D. P. McDairmid, Talledega; 1st vice-president, L. L. Scarbrough, Anniston; 2d vice-president, W. S. Vance, Gadsden; secretary, W. E. Bingham, Tuscaloosa; treasurer, F. F. Ravenscroft, Union Springs; five names from which the Governor will fill vacancy on State Board of Pharmacy: L. G. Lewis, Tuskegee (present incumbent); S. L. Toomer, Auburn; L. L. Scarbrough, Anniston; Lee Wharton, Gadsden; John T. Poe, Mobile.



PRESIDENT ADAMS

**F. J. CAMPBELL HEADS MASSACHUSETTS PH.A.****Members Divided on Enrolling Riker-Jaynes Employees. But Can Find no Ground for Discrimination.**

At the 88th annual meeting of the Massachusetts State Pharmaceutical Association, held at the New Ocean House, Swampscott, the following officers were elected:

President, Frank J. Campbell, Lowell (re-elected); vice-presidents, John F. Harper, Great Barrington; William Hardie, Fall River; P. J. Fitzpatrick, Wellesley; secretary, James F. Guerin, Worcester; treasurer, James F. Finneran, Boston; trustees of permanent fund, William F. Sawyer, Boston; Edward A. Mole, Adams; James W. Cooper, Plymouth; delegate to State Board of Trade, E. LaPierre, Cambridge; candidates for State Board of Pharmacy, John H. Hayes, Fitchburg; John J. Tobin, Boston; George J. Carroll, Gardner; State Board of Health, Charles F. Nixon, Leominster; William S. Flint, Worcester; Edwin F. Leonard, Springfield.

After a heated discussion 87 registered pharmacists and registered assistants employed by the Riker-Jaynes stores were admitted to membership. The opposition led by Frank F. Ernst, of Jamaica Plain, was based on the claim that this company is hostile to the small druggist and that the applications for membership were a part of an attempt to obtain control of the association. Professor C. F. Nixon, W. E. Chamberlain and G. Charles O'Connor espoused the cause of the Riker-Jaynes people, asserting that it was not possible for the association to discriminate in the admission of new members. Any registered pharmacist or registered assistant coming under the requirements of the constitution was eligible for membership. The applicants were admitted by a margin of two votes. Total of members elected was 214.

The abolition of the sixth class liquor license was a subject of discussion. Druggists can sell alcohol only upon prescription, whereas, under the dollar license, hardware, paint and chemical dealers can sell any quantity. Grocery stores are also permitted to sell Jamaica ginger, while druggists are prohibited from selling it. Addresses were delivered by James F. Cavanagh, Everett; Prof. Elie H. LaPierre, Prof. T. J. Bradley, dean of the Massachusetts C.P.; Frank F. Ernst and William R. Acheson.

The entertainment was a feature of the convention. It included a banquet at Jackson Park, a baseball game between the druggists and travelers, a fine programme of field sports, band concerts and fire works and the annual ball.

The Traveling Men's Auxiliary elected the following officers:

President, J. A. Baeder; 1st vice-president, R. R. Patch; 2d vice-president, J. H. Johnson; secretary, C. H. Townsend, Somerville; treasurer, William H. Henderson, Malden; executive committee, D. E. Lochman, C. E. M. Harrington, F. W. Wormwood, C. C. Frolich, D. F. Chase, F. L. Carter, Jr. The travelers elected 35 new members.

**West Virginia Ph.A.**

The annual meeting of the West Virginia Ph.A. was held at the Loch Lynn Hotel, Mountain Lake Park, Md., June 23-25, with a long programme of papers, addresses and varied athletic sports. The exercises were concluded with a banquet. The officers elected for 1914-1915 were:

President, John Elson, Wellsburg; 1st vice-president, Charles D. Sturm, Clarksburg; 2d vice-president, P. A. George, Ronceverte; treasurer, Cathan Sinclair, Wheeling, and secretary, E. S. Downes, Welch.

**Wisconsin Ph.A.**

George H. Kesten, of Milwaukee, 2d vice-president of the Wisconsin Ph.A., was elected president for the ensuing year at the Delavan convention. Other officers elected included: 1st vice-president, Edward Hebbard, La Crosse; 2d vice-president, A. W. Krehl, Madison; 3d vice-president, William Thomson, Milwaukee; secretary (re-elected), E. B. Heimstreet, Palmyra; treasurer (re-elected), W. P. Clarke, Milton.

S. A. Eckstein, Milwaukee, vice-president of N.A.R.D., and for several years president of the Wisconsin Ph.A., was elected delegate to the National association, which will be held in Philadelphia in August.

Officers of the Ladies' Auxiliary were elected as follows: Mrs. Henry Rustad, Delavan; vice-president, Mrs. J. E. Rogers, Beaver Dam; secretary, Mrs. Will R. Thorp, Milton Junction; treasurer, Mrs. George King, Janesville.

A. C. Reichenbach, of Milwaukee, was elected president of the Wisconsin Pharmaceutical Travelers' Association. Other officers included: 1st vice-president, H. I. Carnahan, Chicago; 2d vice-president, Anton Scheurer, Milwaukee; 3d vice-president, Ira Davis; secretary, R. P. Illian, Milwaukee; treasurer, E. G. Rauber, Milwaukee.

**Missouri Ph. A.**

At the annual convention of the Missouri Pharmaceutical Association at Pertle Springs, a Summer resort near Warrensburg, the following officers were elected:

President, O. J. Cloughly, St. Louis; honorary president, Louis Grothe, Cole Camp; 1st vice-president, J. A. Trimble, Butler; 2d vice-president, John M. Hawkins, East Prairie; 3d vice-president, H. D. Lewellyn, Mexico; treasurer, William Mittelbach, Boonsville; permanent secretary, Dr. H. M. Whelpley, St. Louis; assistant secretary, Jacob Lieberstein, St. Louis; Council, Edward J. Schroes, St. Joseph; D. V. Whitney, Kansas City; Alfred W. Pauley, St. Louis; R. A. Davidson, Essex; Joseph Klinkenboard, Lamar.

The Missouri Pharmaceutical Travelers' Association elected these officers:

President, Jerry J. Murphy, St. Louis; 1st vice-president, Percy R. Hood, St. Louis; 2d vice-president, Scollin J. Chapline, Kansas City; 3d vice-president, Frank Klein, St. Louis; secretary, Bob Adelsperger, Kansas City; assistant secretary, Charles Waggoner, St. Louis; treasurer, Dan Liddy, St. Louis.

Dr. H. M. Whelpley read a paper on "Prehistoric Pestle and Mortars in Missouri."

A resolution censuring manufacturers for refusing to sell direct to retailers, claiming such manufacturers were acting in restraint of trade in so doing, was adopted.

**Illinois P.T.A. Annual Election.**

The Illinois P.T.A. meeting at Fox Lake was called to order by President Burhans, and H. E. Cornish, secretary and treasurer, presented his annual report. The committee to revise the constitution and by-laws, consisting of Messrs. Keim, Stevenson and Dudley, presented a completely revised constitution and by-laws which with a few minor changes was adopted.

The following is the new roster of officers of the Travelers for 1914-1915:

President, A. E. Lahl, representing the Welch Grape Juice Co.; 1st vice-president, A. C. Kennedy, of Robt. Stevenson Co.; 2d vice-president, R. D. Keim, of E. R. Squibb & Sons; 3d vice-president, G. L. Leonard, of Morrisson-Plummer & Co.; secretary-treasurer, R. C. Whidden, of Eli Lilly & Co.; members of the council, M. L. Burhans, chairman; A. W. Hobart, John Hott, Frank Hoey, F. W. Dudley.

Auditing committee: Ralph Smith, of Seabury & Johnson; Frank Burhans, of Miles Medical Co.; F. H. Elsner, of Best & Russel Co.

A rising vote of thanks was extended to President Burhans and Secretary Cornish, who each responded with a few appropriate words.

**Louisiana Traveling Men's Auxiliary.**

An association of drug travelers to work in connection with the Louisiana State Pharmaceutical Association has been formed at the instigation of H. W. Lyle, and while independent of the State organization, will draw its membership exclusively from that body. The objects as set forth in the constitution are: "To assist the retail druggists in every way in the promotion of their interests; to obtain funds to be used for the entertainment of the members of the Louisiana Ph.A. at their annual conventions, and to lend them assistance in every way as occasion may require." The following officers have been elected:

President, Harry W. Lyle; 1st vice-president, Paul C. Weilbaecher; 2d vice-president, George S. Humphreys; recording secretary, Francis X. Fitzpatrick; corresponding secretary, Julius Renaudin; treasurer, Frank J. Fischer. Meetings will be held on the first Tuesday of every month at 8 p.m.

**Georgia Traveling Men's Auxiliary.**

At the annual meeting of the Georgia Ph.A. at Indian Spring a traveling men's auxiliary was formed, with the following officers: President, T. B. Lewis; vice-president, R. C. Head; secretary-treasurer, W. R. Bell; executive committee, J. H. Vinson, chairman; A. H. Waldon, W. J. Deas, W. M.

Meadows; entertainment committee, E. G. Jacobs, chairman; W. Abercrombie, J. J. Franz, F. W. Green and A. I. Jessup. The object of the auxiliary is to co-operate with the pharmaceutical association in providing amusements and in helping to entertain the delegates at annual meetings, thereby creating more interest in the meetings and at the same time developing a closer and more friendly relation between the salesmen and the retailers.

#### Weights and Measures Conference.

At the recent ninth annual Conference of Weights and Measures of the United States, held at the Bureau of Standards, Washington, D. C., the following officers were elected for the ensuing year: President, S. W. Stratton, director of the Bureau of Standards, Washington; vice-president, William L. Waldron, Trenton, N. J.; secretary, Louis A. Fisher, chief of the Division of Weights and Measures, Bureau of Standards, Washington; treasurer, Charles C. Neale, St. Paul, Minn. According to the reports presented, the standardization of weights and measures has shown great progress during the past year. Delegates representing nearly every State in the Union were present at the conference.

#### Medico-Pharm. League's New Officers.

Following the recent annual meeting of the Medico-Pharmaceutical League held in the Hotel Astor, the executive committee of that organization met in Brooklyn, N. Y., and installed these officers for the coming year: President, Prof. Otto H. Rohde, M.D.; vice-president, Enoch Mather, M.D., Detroit, Mich.; treasurer, Eugenie R. Ellis, M.D.; recording secretary, Agnes Sparks, M.D.; corresponding secretary, Samuel F. Brouters. The last-named, together with Bernard Sacks, and Messrs. Lascoff, Jones, Machat, Carter, Emelin and DeWaltoff constitute the executive committee.

#### N.A.M.M.P. Protests Amendment to Harrison Bill.

The executive committee of the National Association of Manufacturers of Medicinal Products held a special meeting at the New York Drug and Chemical Club to consider pending National legislation and to protest vigorously against the so-called Pomerene amendment to the Harrison anti-narcotic bill. There were present at the meeting Dr. Henry C. Lovis, Charles M. Woodruff, Dr. A. R. L. Dohme and Dr. George D. Rosengarten. Dr. Lovis is president of the association and Mr. Woodruff secretary.

#### Dr. Crumbine Heads Food, Drug and Dairy Officials.

The American Food and Drug Officials at their 18th annual convention at Portland, Me., elected the following officers:

President, Dr. S. J. Crumbine, Kansas; vice-presidents, Dr. E. F. Ladd, North Dakota; H. C. Smith, Utah; A. M. G. Soule, Maine; secretary, W. M. Allen, North Carolina; treasurer, Frank A. Jackson, Rhode Island; executive committee, James H. Wallis, Idaho. The next meeting will be held at Berkeley, Cal., the date to be designated by the executive committee.

#### Chicago Drug Club.

At their headquarters, the Hotel Sherman, on Monday evening, June 22, the drug club held its annual "Good Fellowship Night." In spite of the hot spell the members attended in large numbers. The chief speaker was Coroner Peter Hoffman, of Cook County, whose topic was "Safety First." A special programme of cabaret performers made the evening most enjoyable and the usual refreshments and "smokes" were served. The Club will meet August 24.

#### NEWS OF THE ASSOCIATIONS.

The annual picnic of the Chicago Drug Club will be held Aug. 13 at Palos Park.

The Houston (Tex.) R.D.A. has been organized with the following charter members: A. E. Kiesling, F. B. Dwyer, Gus Hoencke, Ray Ragland, B. W. Steele, E. A. Anderson, A. C. Fulton, T. J. Nolan, George K. Treadwell, I. Lewyn, J. S. Collins, Max Hoencke, Bob Walmsly, J. L. Gilpin, W. A. Ridley, R. Webb Mading, J. C. Huston, E. E. Letchworth, Gus Dickebut, Joe Kuntzman, B. A. Randolph and H. B. Moore.

The drug clerks of Elmira, N. Y., have organized with the

following officers: President, Myron Tillman; vice-president, C. E. Horton; secretary, B. T. Ryell; treasurer, F. G. Cole; committee on constitution and by-laws, C. S. Roy, William P. Ryan, C. E. Horton; on propaganda, R. S. Swayne, Earl Allen, B. F. Ryell, F. J. Cole. Many of the clerks declare they are working 74 hours a week, and they want a nine-hour day.

The roster of officers and committees of the New Jersey Ph.A., some of which were printed in the July ERA, is as follows: President, J. C. Gallagher, Jersey City; 1st vice-president, G. M. Hays Deemer, Atlantic City; 2d vice-president, William F. Weiss, Dover; secretary, Frank C. Stutzlen, Asbury Park; treasurer, James C. Field, Plainfield; executive committee, G. M. Hays Deemer, Atlantic City; Charles J. McCloskey, Jersey City; Leon Taylor, Lakewood; Louis T. Langheinz, Elizabeth; Harry W. Crook, Newark; legislative, Stephen D. Wooley, Ocean Grove; David Strauss, Newark; George M. Beringer, Camden; Isaac D. Keuper, Trenton; Thomas Armstrong, Plainfield.

Druggists of Cavalier, Pembina and Walsh counties (North Dakota) have organized the Tri-County Druggists' Association with the following officers: President, E. G. Erickson, Cavalier; secretary, Louis J. Wiker, Hensel; executive committee, H. B. Cook, Cavalier; Clyde A. Spillman, Langdon; D. S. Thomas, Fairdale; R. E. Cuffie, Concrete; Robert Swanlow, Milton.

S. A. Eckstein, Milwaukee, head of the Wright Drug Co., and 1st vice-president of the N.A.R.D., and George H. Kesten, alternate, Milwaukee, will represent the Wisconsin Ph.A. at the annual convention of the N.A.R.D. to be held in Philadelphia during the week of Aug. 17. At a meeting of the Milwaukee Ph.A., held July 16, George H. Kesten, Milwaukee, and Theodore Mueller, West Allis, were elected delegates from the Milwaukee organization.

At the annual June meeting of the Missouri Ph.A. at Pertle Springs, Warrensburg, Secretary Whelpley's suggestion of a special committee on the Beal Endowment Fund was accepted. It was decided to change the by-laws so delinquents may be dropped after one year, following due notice. Charles E. Zinn, secretary of the Board of Pharmacy, and F. H. Fricke, State Food and Drug Commissioner, were given a vote of thanks for efficient services in the cause of pharmacy in the State. It was the general sentiment that it would be best to ask for no changes in the pharmacy law. It was decided to join the Retail Merchants of Missouri, on a basis of 60 members, \$15. Thirty-seven new members were elected. The next convention will be held at Pertle Springs, third Tuesday in June, 1915.

Several hundred friends accompanied the Chicago R.D.A. on its ninth annual boat ride to South Haven, Mich., on July 23, where the day was spent in bathing and boating.

The Erie County (N.Y.) Pharmaceutical Association at its recent annual meeting elected the following officers: President, Robert K. Smither; 1st vice-president, E. H. Brecken; 2d vice-president, H. M. Anthony; secretary, A. H. Reimann; treasurer, Max L. Kaestner. The members expressed themselves as pleased with the provisions of the Boylan law and offered their support to any measure that will restrain the formation of the drug habit.

The National Dental Association met in Rochester on July 9 and elected the following officers: President, Dr. Don M. Gallie, Chicago; 1st vice-president, Dr. Edward C. Link, Rochester; 2d vice-president, Dr. L. P. Dotterer, Charleston; 3d vice-president, Dr. D. E. Turner, St. Louis; general secretary, Dr. Otto King, Huntington, Ind.; treasurer, Dr. H. B. McFadden, Philadelphia.

The American Society for Testing Materials met in Atlantic City on July 1 and elected the following officers for the ensuing year: President, A. W. Gibbs; secretary-treasurer, Edgar Marburg.

At the national convention of the Alpha Chi Sigma professional chemists' fraternity, recently held at Madison, Wis., the following officers were elected: Grand master alchemist, Dr. Harry Curtis, University of Colorado; vice-grand master alchemist, L. F. Nickell, Washington University, St. Louis; grand recorder, Dr. L. I. Shaw, Northwestern University, Evanston, Ill.; grand alumnus, Dr. A. N. Buswell, Columbia University, New York. Dr. J. Howard Matthews, of the University of Wisconsin, who was the grand master alchemist of the fraternity since it was founded in 1902, was made emeritus grand master alchemist. Thirty-five delegates were in attendance at the convention from 26 schools.

## THIRD OPIUM CONFERENCE AT THE HAGUE.

## New Rendering of Chinese-British Proposal to Put Convention Into Early Action Is Accepted.

At the third Opium Conference held in June at the Hall of the Knights of The Hague the following report was adopted:

"The Conference believes—(1) That it will be possible to put into effect the International Opium Convention of January 23, 1912, by the signing of that same Powers which have been invited to sign the Convention with Art. 23, Clause 1, have not yet done so; (2) That the Convention will be put into force by all the Powers which have signed it as soon as these Powers and those who have made known their intention to participate will have ratified it. The date on which it will be put into force will be the date mentioned in Art. 24, Clause 1—*i. e.*, three months after the day on which the Dutch Government will have communicated the last of such ratifications to the Powers."

The Dutch Minister for Foreign Affairs was invited by the conference to make urgent representations to the Powers which have signed, but not ratified the convention, in order to induce them to declare themselves ready to proceed as soon as possible with ratification.

A new rendering of the Chinese-British proposal to put the convention into action at an earlier date than December 31, 1914, if possible, was read and explained. The proposal in its new terms was accepted by the conference and the following conclusions were arrived at:

A. The Conference believes:

(1) That it is possible to put the Convention into force, notwithstanding the fact that some Powers which were invited to sign the Convention in compliance with Art. 23 have not done so.

(2) That the Convention will be put into force by all the Powers which have signed it as soon as these powers and those which have made known their intention to participate will have ratified it. The date on which the Convention will be put into force will be that which is mentioned in Art. 24—that is, three months after the date on which the Dutch Government will have communicated to the participating Powers the receipt of the last ratification.

(3) That if on an earlier date to be fixed by the Conference all the Powers which have signed the Convention or intend to do so have not yet ratified it, the participating Powers which have ratified the Convention on that date will be authorized to put it into force. The same competence will be granted to the participating Powers which will ratify the Convention after that date.

(4) That the date mentioned will be December 31, 1914.

(5) That the Powers which have not yet signed the Convention will always be allowed to do so.

B. The Conference concludes that at the Foreign Office at The Hague a separate Protocol will be drawn up by which the Powers which have signed the Convention and want to make use of it will make known their intention to do so. The final Protocol will be drawn up by the Drafting Committee and be submitted to the judgment of the Conference at the meeting on June 24.

In his closing speech, as reported in the *Chemist and Druggist*, of July 4, and from which the above is abstracted, the Dutch delegate and president of the conference (J. T. Cremer) said that the moment had arrived for the signatory Powers to continue by internal legislation "the philanthropic combat against the products which envenom nations."

## Missouri Saccharin Law Held Void by Supreme Court.

That saccharin is not deleterious to the health and that the law prohibiting its use which was passed three years ago by the Missouri Legislature is discriminatory, is the gist of an unanimous decision recently handed down by the Supreme Court of that State. In the case against the Empire Bottling Co. of St. Louis, is dismissed. With the assistance of State Food Commissioner Fricke, the Monsanto Chemical Works, of St. Louis, manufacturers of saccharin, made a test of the prosecution against the Empire Bottling Company to prove the validity of the law. The law prohibits the use of saccharin in soft drinks, but permits its use in foodstuffs.

The court's opinion reads:

"According to the proffered evidence, one would need to drink about 13 pints of the defendant's soda water in 24 hours before he would get to the danger point in the use of saccharin. If such is the case, the amount of saccharin in defendant's soda water is not deleterious to health, for we cannot imagine one so addicted to its use as to consume that much. But, independent of the question as to whether such use of saccharin is deleterious, we think that the statute is an arbitrary discrimination against the makers of soda water. It may be taken for granted that saccharin is or may be used in foods and drinks which are non-alcoholic. Whether it is deleterious to health or not, it is certainly an arbitrary distinction to prohibit the use of saccharin in non-alcoholic drinks and not prohibit its use in other foods and drinks. If it is deleterious to health in one case, it would be so in the other. If it was the purpose of the Legislature to prevent the use of

saccharin in soda water, not because saccharin is deleterious, but because it sweetens the soda water, then it is an arbitrary discrimination in favor of those who sweeten soda water with sugar. If the Legislature regarded saccharin as deleterious to health, it should have excluded it from all foods and drinks, and not merely from non-alcoholic drinks. If the purpose was merely to prevent the sweetening of non-alcoholic drinks, it should have prohibited the use of any kind of sweetening in such drinks.

"We regard this as too plain a case for a long citation of authorities. It talks clearly within the principles enunciated in *State vs. Milkstock*, 225 Mo. 561, l. c. 572.

"The judgment is reversed and the defendant discharged."

## Saccharin Smugglers in Europe.

A recent number of the *Pharmazeutische Zeitung* (Berlin) contains an interesting account of the tricks practiced by the saccharin smugglers in their efforts to get this forbidden chemical past the frontiers of Germany, Austria, Switzerland, and other countries. In Germany, the manufacture of saccharin is prohibited by all firms save one, which holds the Government license. A price of 30 marks per kilo—about \$3.50 a pound—is fixed as the maximum. The law prohibiting the manufacture went into effect April 1, 1903, and is said to have been the result of a campaign carried on by the sugar interests. The provisions of the law are very drastic, and it is felt in many quarters that it is unjust, in that it deprives persons who might wish to make legitimate use of saccharin in their own homes, of the right to obtain it, without going to a physician each time for a prescription. The demand for saccharin is very large, and consequently an enormous smuggling trade has arisen, the center of which is Zurich, where, it is alleged, more than a thousand persons make their living by the illegal commerce.

In Switzerland the manufacture of saccharin is free, since that country has no sugar industry. The bulk is sent to Austria, where saccharin is an ordinary article of commerce, and the price reaches 80 marks. But smuggling from Switzerland direct into Austria is a precarious business, both by reason of the heavy fines, and because the Austrian customs officials keep up a much sharper lookout than the German officers. The usual route is by way of Dresden, Munich, Chemnitz, or Leipsic, thence over the Austrian frontier.

The oldest method of smuggling consisted in packing the saccharin so as to imitate chocolate boxes, or in match boxes; other containers were oil and milk cans, feed bags for horses, smuggler's coats, vests, and entire suits with secret pockets, shoe polish and oil sardine boxes, etc. Recently one sly operator used a number of specially constructed brushes, with double backs. In solution, saccharin was sent in cases as champagne, and the smuggler had piled up his thousands before the deception was discovered. A specially enterprising rascal made some boxes, holding 25 kilos, which fit exactly in the heaters and other fittings of railroad cars. At another time, blocks of artificial stone were made up, containing saccharin, and sent across the border by the wagon load. In another case, wax and saccharin were dissolved in ether, and made into candles, which were then sent to Einsiedeln to be blessed. These articles for devotional exercises then found their way to a Vienna firm, supposed to handle nothing but religious goods. There they were treated with alkali, and the pure saccharin precipitated by acid. Herring boxes, sesame oil cans, and in one instance a black coffin, were also pressed into service. A more original trick was recently discovered at Pfungstadt, near Frankfurt-on-the-Main, where a carousel, imported from Switzerland, was found to be provided with hollow wooden horses, neatly packed with saccharin cans. In 1912, a large railroad car, about 75 feet long, and designed for carrying furniture, was examined by the customs authorities and passed. But on weighing the car with its load, it was found to be 50 cwt. heavier than called for by the bill of lading. The astonishing discovery was made that the sides and roof of the car were made of double sheet metal, the space between the two skins being crammed with small packages of saccharin, each bearing a label stating weight and value.

All saccharin discovered by the customs officials is confiscated. In Austria it is destroyed by burning, while in Germany it is sold to the concessioned factory at the cost of production. The amount of saccharin thus turned over to the factory is so great, that for a long time none has been manufactured, and a large supply is still on hand.



## SCHOOLS AND COLLEGES

### College of Pharmacy, State University of Iowa.

The baccalaureate address to the graduates of the University was given by the Rev. Charles H. Henderson, D.D., of the University of Chicago. Tuesday of commencement week was "Alumni Day" and various classes held their reunions. In the afternoon a series of "stunts" were carried out as well as a game of baseball between an alumni team and the Varsity, in which the Varsity team was the winner.

At the 28th annual commencement the address was given by the Hon. Alexander MacDonald, LL.D., managing editor of the *Toronto Globe* on the subject of "Internationalism and the University." Two students received the second degree in pharmacy, that of Pharmaceutical Chemist. They were Homer D. Long, Ph.G., 1911, and Thurston J. Long, Ph.G., 1913. The degree of Graduate in Pharmacy was conferred upon a class of 14.

The Dean Teeters prize of membership in the American Pharmaceutical Association for recognition of organic drugs was awarded to H. M. Doden, of Wilton. Mr. Doden also attained the highest rank in Practical Pharmacy for the senior year, thereby winning membership in the Iowa Pharmaceutical Association offered as prize by Prof. Zada M. Cooper.

Prof. Kuever's prize of a year's subscription to the *Journal of the American Pharmaceutical Association*, offered to the junior student attaining highest rank in Practical Pharmacy was awarded to L. T. Dyk, of Orange City.

The marriage of Prof. R. A. Kuever and Miss Ruth Hindman occurred at the home of the bride's mother at Iowa City at 8 o'clock on the evening of June 20th. Only relatives and intimate friends were present. Professor and Mrs. Kuever passed a month in the West and after their return to Iowa City will be at their new bungalow home on the West Side.

### University of Southern California.

The following graduates received the degree of Ph.C. at the recent commencement exercises of the University of Southern California held in Los Angeles: Cecil Adams, Thomas Frederick Blake, Daniel Cohen, Wallace L. Cornwall, Orla Mae Fitch, Charles Jack Foerster, Wilson Orlando Gibbs, Lewis Edward Gilson, Harry G. Gostanian, William J. Hannberg, I. Milton Haun, Louis A. Hopkins, Pong Kwan Lee, Norman Levin, Robert Cannon McKnight, Ronald William MacCorkell, Armond W. Malone, S. Nace Marks, Jr., Roy Ellsworth Martin, Gertrude Elsie Mercer, Henry Louis Miller, Ray Lloyd Miller, Albert Maurision Muck, Fred Osborn, George Hubbard Saltmarsh, Curtis Taylor Schreyer, Lannes Sharman, Marion Georgia Schulman, Russell Ernest Turner, Andree Patricia Viole, Arthur Frank Wagner, Samuel Henry Watters, Lois Marie Weller.

### University of Colorado.

Four candidates received the degree of Ph.C. at the recent commencement of the School of Pharmacy, and one received the degree of B.S. in Pharmacy. The following is the list of graduates and their occupations:

Miss Ilah Irish, Ph.C., is spending the Summer at Estes Park, and in the Fall intends to take up pharmacy work in Denver.

Rex Harrington, Ph.C., who is spending a few months in Denver, expects to locate in Oregon.

Dr. Henry F. Masson, Ph.C., has returned to his home in Washington, Iowa, where he will resume the practice of medicine.

Charles F. Poe, Ph.C., B.S. (Pharm.), is now engaged as instructor in chemistry and food and drug analyst at the University of Colorado.

### North Dakota A.C. School of Pharmacy.

Five students completed the course in pharmacy and received degrees at the recent commencement exercises held in Fargo. They are Edwin C. Zimmerman, Martin H. Krantz, W. E. Henderson, Lincoln A. Hanson and Arthur Fossum. A majority of the graduates have already secured positions and will soon report for work.

### Philadelphia College of Pharmacy.

At the 93d annual commencement of the Philadelphia College of Pharmacy degrees were awarded to a class of 146 from 25 countries and States. Eleven were given the degrees of pharmaceutical chemist, six were awarded certificates of proficiency in chemistry, one a certificate of efficiency in the food and drug course, while 23 were granted certificates in bacteriology. Stanley Eugene Sutton was given Distinguished honors, while the honor Meritorious was awarded Woods D. Balliet, Louis Cohen, Edgar S. LaWall, Wm. R. Wallace, Alvin C. Webb, Abram Weinstein and Elwyn J. Wheeler. The following prize awards were bestowed:

W. B. Memorial Gold Medal and certificate, Stanley E. Sutton. Chemistry Prize, \$25, William R. Wallace; honorable mention, E. S. LaWall.

Materia Medica Prize, \$25, Anton Hogstad, Jr.; honorable mention, W. D. Balliet, E. S. LaWall, Elmer F. Merz, Nervin A. Myers, S. E. Sutton, Alvin C. Webb, Elwyn J. Wheeler.

Microscopic Research Prize, compound microscope, Anton Hogstad, Jr.; honorable mention, Edmund E. Carr, Daniel J. Fry, Jr., Wm. W. Hockenberger, Frank L. Kahler, Walter M. Kaufman, Norris D. Rowland, Edwin R. Spangler, Alvin C. Webb.

Analytical Chemistry Prize, \$25, Wm. R. Wallace; honorable mention, S. E. Sutton, Alvin C. Webb.

Operative Pharmacy Prize, \$20, Stanley E. Sutton; honorable mention, W. D. Balliet, Charles F. Kutteroff, Forrest S. Marshall, Edwin R. Spangler, Alvin C. Webb, Fred C. Wolverton.

Mensch Botany Prize, \$20, Alvin C. Webb; honorable mention, Edmund E. Carr, Daniel J. Fry, Jr., Walter M. Kaufman, Edwin R. Spangler.

Mahlon N. Kline Theoretical Pharmacy Prize, \$20, Stanley E. Sutton.

Commercial Pharmacy Prize, \$20, John C. Gehrung; honorable mention, Joseph F. Bordini, Louis Cohen, Meyer C. Epstein, Nervin A. Myers, Stanley E. Sutton, Alvin C. Webb, Elwyn J. Wheeler.

Instructors' Prize, \$20, Stanley E. Sutton; honorable mention, Chas. L. Gantert, Anthony LaCourse, Jr., Lee T. Trambley, Alvin C. Webb, Abram Weinstein, Elwyn J. Wheeler.

Pharmacy Quiz Prize (membership in A. Ph. A.), Alvin C. Webb; honorable mention, Edgar S. LaWall, Alvin C. Webb, Elwyn J. Trambley, Abram Weinstein, Elwyn J. Wheeler.

Special Lecture Report Prize, \$10, Charles F. Kutteroff; honorable mention, Louis Cohen, Charles L. Gantert, Anton Hogstad, Jr., Maurice Rosoff.

Kappa Psi Fraternity Prize, gold medal, Stanley E. Sutton; honorable mention, Edgar S. LaWall, Alvin C. Webb, Elwyn J. Wheeler.

### University of Michigan School of Pharmacy.

Over 1000 graduates received degrees at the recent commencement exercises of the University of Michigan, the School of Pharmacy furnishing its quota of those honored.

The Summer session opened June 29 with 40 students enrolled in the School of Pharmacy.

Dean J. O. Schlotterbeck has obtained a house in Ann Arbor and will return upon the opening of the university in the Fall. Dr. Schlotterbeck has been absent during the past two years, during which period he installed a scientific laboratory for J. Hungerford Smith Co., Rochester, N. Y.

Acting Dean A. B. Stevens recently addressed the students of the Summer session on the subject, "The Manufacture of Japanese Lac and Lacquer Ware."

E. D. Gibson, Ph.C., '14, will travel extensively in Europe this Summer before going to his home in Buenos Ayres.

N. B. Lawrence, B.S., '14, has accepted a position with J. Hungerford Smith.

F. T. Bradt, B.S., '14, is first assistant chemist to Dr. A. B. Lyons, of Nelson Baker & Co., Detroit.

W. L. Mitchell, B.S., '14, is with Merck & Co., Rahway, N. J.

J. K. Lilly, Jr., Ph.C., '14, will take up his duties with Eli Lilly & Co., Indianapolis.

L. S. Blake, B.S., '13, professor of pharmacy at Alabama Polytechnic Institute, is registered at the university for his master's degree.

### North Pacific C. of P.

At the recent commencement exercises 11 students completed the course in pharmacy and received the degree of Ph.G. in the presence of a large gathering of relatives and friends. The annual address was delivered by Dr. Charles J. Smith, Democratic nominee for Governor of the State, and the charge to the graduates was given by Dr. Luther R. Dyott. Reports to hand indicate a large increase in attendance next year. Prof. C. M. McKellips, formerly dean of the Department of Pharmacy, Oregon State College, whose resignation from that position was recently noted in the ERA, becomes head of the N.P.C.P. at the beginning of the October term.

## A Porto Rico Examination.

*Student Wins Highland Park College, Des Moines, Iowa—  
English Faculty But Heart Right.*

MANNABO, PORTO RICO, May 15, 1914.

Dear Professors:

I am feeling fine now, I took last examination of April 27th and I passed everything.

The programme was:

Monday—Hygiene 9 to 11 a.m. Fisics 2 to 4 p.m.

Tuesday—Physiology 9 to 11 a.m. Inorganic Chemistry 2 to 4 p.m.

Wednesday—Natural History, Botany, Zoölogy, Minnerceology 9 to 11 a.m. Organic Chemistry 2 to 4 p.m.

Thursday—Materia Medica of vegetable drugs 9 to 11 a.m. Materia Medica Inorganic 2 to 4 p.m.

Friday—Toxicology 9 to 11 a.m. Incompatibilities 2 to 4 p.m.

Saturday—U.S.P. 9 to 11 a.m. Practical work and identification of drugs from 2 to 4 p.m. Some examination, believe me. My ears were something like red precipitated.

That Natural History, Fisics and Organic Chemistry was awful hard; but that Organic—Oh! Mine!

I saw in the *Highlander* the Highland Park Registered Pharmacists. Congratulations to my classmates. They did a nice work for Highland Park. I guess I did something for Highland in Porto Rico Board of Pharmacy. I think that everyone graduated from Highland Park can pass any State board in the whole world.

The requirements in Porto Rico Board are Diploma for a good school of Pharmacy, good moral character with a certificate of the Mayor of the native town and two years of drug store experience. What you know about that, Prof.?

I want to see a boy from a plugging school taking the Board in Porto Rico. I guess if one of those boys try the board will laugh at them. The board here is composed of five members, all them are old people, that know something. They gave me the examination in Spanish because they don't give it in English. I translated all that I learn in H.P.C. and everything was all right. The practical work was awful. They send me to make 60 Gm. of Elixer of I, Q and S without book.

Well, Prof., best regards for Dr. Parker, Zuker, French and Galloway. Excuse me everything wrong in these letter because I don't know enough English. Best regards to all members of Mortar and Pestle Club. Well, Rah! Rah! Rah! Highland!

Good-by Prof. thanks for all your work done in myself.

Yours very truly,

OCTAVIO GARCIA.

### University of Washington.

For the first time in the history of the University of Washington School of Pharmacy, the degree of Master of Science in Pharmacy was conferred upon a graduate of this institution, Miss Frances E. Hindman, Ph.C., B.S., who completed the full five years' course with high honors. She will serve as instructor in pharmacy in the school during the coming year, and also as assistant State chemist and bacteriologist. The degree of B.S. was conferred on six candidates who had completed the four-year course, while 13 graduates received the degree of Ph.C.

Earl M. Platt, B.S. (Pharm.), a member of this year's graduating class, who has been an assistant in pharmacy in the laboratory of the school for the last two years, will serve as instructor in materia medica and pharmacognosy during the coming year.

### Notes of the Schools.

At the commencement exercises of the Pittsburgh College of Pharmacy, the degree of doctor of pharmacy was bestowed upon five graduates; one received the degree of Pharmaceutical Chemist, and 79 the degree of Graduate in Pharmacy. Certificates of proficiency in materia medica and chemistry were awarded two.

At the recent commencement exercises of the Iowa College of Pharmacy 17 were awarded the degree of Graduate in Pharmacy, and two the Ph.C. degree. The class officers were W. E. Palmer, president; M. R. Hohmann, vice-president, and Maude Wieland, secretary-treasurer.

## BOARD EXAMINATIONS

### Colorado.

DENVER, July 20.—Ten pharmacists passed the examinations for registration held by the State Board June 13-14. Eight others passed as assistant pharmacists.

Pharmacists—Franz F. Berg, Roland P. Cape, Harry B. Ausburn, Colorado Springs; Carl F. L. Miller, Hugo; Harold A. Parkinson, Glenwood Springs; Guy A. Schraeder, Fort Morgan; Kenneth A. Lea, Leadville; Ernest E. Williams, Rex Harrington and Thomas H. Brown, all of Denver.

### Missouri.

KANSAS CITY, July 8.—At the examinations held by the State Board at Pertle Springs, the following were found to be entitled to the certificate of registered pharmacist:

Lee Howard Witty, Salem; A. W. Mueller, St. Louis; C. H. Pope, Jefferson City; W. P. Massock, Illinois, Ill.; Charles Lasersohn, St. Louis; Claud Wright, Macon; Louis E. Brown, Maplewood; Charles R. Davis, St. Louis; Coke B. Browning, Senath; Walter Freudenberg, St. Louis; Lydia F. Batdorf, Freeburg, Ill.; Albert L. Raithel, St. Louis; Mitchell F. Simer, Portageville; John E. Rayl, Crocker; Fred Harris, St. Louis; Frank J. Helms, St. Louis; Edwin J. Rhein, St. Louis; Henry A. Karger, Karger's Ridge, Ill.; H. D. Carlos, Jr., Buncheon; C. F. Haines, Rushville. George E. Williamson, Waverly, and Edward A. Lammers, St. Louis, passed the examinations as assistant pharmacists. The next meeting of the board will be held at the St. Louis College of Pharmacy, Oct. 12.

### North Carolina.

RALEIGH, July 20.—Thirty-five out of the 81 applicants for licenses passed the recent examinations of the State Board of Pharmacy. Of those taking the tests 67 were white and 14 were colored, and of the successful applicants 34 were white and one colored, as follows:

Ernest V. Woodard, Princeton; David C. Pemberton, Troy; Joseph W. McKay, Kings Mountain; Joseph D. Joyner, Franklin; William E. Tate, Winston-Salem; William A. McDonald, Enfield; Henry O. Holland, Apex; Richard H. Andrews, Chapel Hill; Junius W. Davis, Southport; Luther White, New Bern; James L. McDuffie, Greensboro; William P. Faucett, Raleigh; E. Lytch, Rowland; George K. Moose, Gold Hill; Paul G. Caldwell, Gastonia; Leland B. Grantham, Goldsboro; Kenneth A. Kirby, Marion; John G. Roberson, Greensboro; Joseph F. Hoffman, Jr., High Point; William H. Thornton, Baltimore; Calvin B. Ferrisette, Elizabeth City; Rupert W. Jernigan, Chapel Hill; Fletcher B. Bizzel, Kinston; Malcolm E. Pierce, Cameron; Van W. B. Elkins, Siler City; David T. Brites, Fayetteville; Edward W. Ward, Tarboro; Wilson W. Allen, Hendersonville; Richard E. Davis, Waynesville; Ellis T. McAnnis, Troy; James R. Betts, Macon; Theodore E. Stainback, Kenly. William A. Isler (colored), Raleigh.

### North Dakota.

LISBON, July 20.—At the June examination held under the auspices of the State Board of Pharmacy at Fargo, the following were successful in passing for certification:

Registered Pharmacists—Clarence Ahlness, Hettinger; John E. Christianson, Litchville; Vernon Green, Dickinson; Lincoln A. Hanson, Wyndmere; Carl E. Krantz, Enderlin; John J. Nemmo, Devils Lake; William J. Sheldver, Otto A. Zuelsdorf, Valley City; M. T. Krantz, Enderlin.  
Registered Assistants—Ted Dalrymple, Rugby; Howard S. Hentretta, Leeds; D. W. Hall, Mandan.  
The next meeting of the board for examination will be held at Fargo, Oct. 20.

### Ohio.

CEDAR POINT, July 6.—The State Board at its meeting here announced that 106 applicants out of a class of 172 passed the examinations held June 15 to 19, in Columbus. The highest grade, 96%, was received by Albert R. Will, of Dayton.

The successful registered pharmacists are as follows:  
Cincinnati—C. J. Hamman, Arthur Boger, M. W. Sheehy, George L. Weissmann, G. C. Bauer, R. A. Wetterstroem, William Kulle, Caroline Wetterstroem, M. E. Wilson, W. H. Heman, Otto Durand, H. J. Momborg, Fred L. Weik, B. M. Sprenger, Otto H. Fritz, Joseph Fabe, A. C. Visconti; Cleveland—L. G. Albee, W. N. Baldwin, William S. Petrie, Harry Levin, Raymond Niebes, William N. Lennant, G. L. Ney, John Komin, Jr., Alma F. Herbershman, James Lemant, Jr., Arthur H. Bedford, Edward E. Stein, Emil A. Eisemann, Warren F. Miller, J. E. McClelland, George E. Kurtz, J. R. Herbig, J. D. McSpadden, Irwin W. Steiner, John A. Howenstein, Sophia M. Savage, O. G. Henschen; Columbus—J. F. Moser, O. H. Hoffman, J. E. Hoggett, R. R. Work, E. E. Shaffer, C. W. Atwell, Homer B. Cohagen, D. L. Brown; Canton, John W. Noble, Max Knoppow; Napoleon, Arthur A. Beck, Jesse M. Overhulus; Elyria, L. P. Wagner, C. J. Tyler; Newark, T. W. Owings, F. C. Wolverton; Dayton, Albert R. Will, Oscar E. Owens; Galion, Gurney Laughbaum, Fred E. Barr; Greenville, Jacob L. Wagner, H. V. Rutzong; Toledo, B. C. Christen, Arthur Holdgraf, S. E. Kryzaniak; Oberlin, Merle T. Christy, John A. Gordon; Sandusky, Lewis Szendery; Akron, Arthur W. Schmidt; Lorain, William L. Whelton; Zanesville, Leafy A. Sauer; Chillicothe, Jesse Epstine; Mechanicsburg, Paul C. Slater; Garrettsville, Glenn C. Fowler; Eldorado, O. M. Mastom; Orrville, Russell E. Wyre; Hamilton, G. F.

Marcum; Dresden, Wayne Anderson; Bucyrus, Omar W. Tum; Montgomery, Frank Baker; Circleville, Fred A. Powell; Van Wert, Earl A. May; Upper Sandusky, D. F. Billhardt; Chicago Junction, M. E. Williams; East Liverpool, J. F. McGovern; Lima, Lloyd X. Mell; Gallipolis, Joseph M. Neal; Waverly, John A. Jones; Piqua, John R. Walsh; Jackson, Paul E. Shaffer; Belpre, Jas. R. Glazier; Fayette, C. A. Onweller; Wauseon, B. L. Hammontree; Clarington, Ernest Wienterman; Swanton, Robert F. Smith; McConnellsville, O. C. Taylor; Martins Ferry, J. R. Lewis; Barnesville, C. H. Rutler; St. Bernard, Wm. H. Schultz; Ashtabula, C. J. Cassidy; Lowellville, William Saltzman; Sardina, E. L. Kress; Rogers, L. T. Williams; Pleasant City, W. E. Kackley; Newport, Ky., Valentine Diebold; Covington, Ky., F. M. Crawford; Normal, Ky., C. W. Davis.

Out of a class of 64 who took the examination as applicants for registration as assistant pharmacists, 44 were successful, as follows:

Cincinnati, W. H. Cordana, A. G. Gutzmiller, M. S. Adler, F. A. Valermann, W. J. Casper, W. F. White; Cleveland, F. E. Hebbard, William McClain, L. E. Robinson, B. G. Timen, A. R. Martin, Joseph Adelstein, M. F. Wallace, G. L. Kappus, John Blauchfeld, Eugene G. Reiner, O. V. Herold, A. F. Pence, M. E. Horn; Columbus, Fannie Jamison, W. W. Tyler, Jesse Starks; Canton, Lewis Rudmer, J. C. Syler; Springfield, E. P. Jackson; Zanesville, C. T. Swope, J. H. Atkinson; Akron, H. A. Lins, E. A. Ahern; Dayton, J. C. Moffet, Medina, H. H. Bachtell; Loudonville, T. C. Covert; Youngstown, G. E. Robinson; Williamsburg, P. E. Elrod; Middletown, E. E. Prose; Utica, S. L. Powell; Jackson, W. W. Tawse; New Lexington, G. M. Elder; Belleaire, S. J. Price; Ironton, C. J. Ullrich; Sandusky, Earl Webster; Covington, Ky., J. B. Morwessel; Ludlow, Ky., W. E. Dean; Augusta, Ky., John M. N. Riesser.

Those who took the pharmacy examination only and qualified as assistants were: Cincinnati, H. H. Wintering, F. W. Wiggerman, R. B. Puckett, O. W. Schafer, W. T. White; Cleveland, J. A. Timen; E. E. Leet, H. E. Mitchell, D. C. Nutter, A. A. Albrecht, E. C. Erhardt; Sandusky, W. H. Graham; Worthington, W. C. Long; Canal Fulton, A. G. McGrew; Forrest, K. C. Kimmel; Canton, C. H. Miller; New Richmond, Adelaide Fallom; Ironton, D. H. Wietki; Vermillion, J. H. Stone; Steubenville, W. H. Probut, Jr.; Lima, G. R. Butler; Warren, A. D. Jaynes; Zanesville, C. L. Ditzel; Toledo, E. A. Schall; Bucyrus, S. C. Earl Boyd; Jackson, Charles K. Retchmer; Athens, C. W. Hill; Wyoming, J. C. Kinney.

### Rhode Island.

PROVIDENCE, July 20.—At a meeting of the Rhode Island State Board of Pharmacy held June 2, 13 candidates appeared for examination. Ten, whose names follow, were successful: Frank Matteo, Providence; Herve J. Brunelle, Albion; Arthur Marcotte, Pawtucket; John A. Bolster, Providence; Israel Marcus, Providence; William T. Hillis, Providence; John Coleman, Pawtucket; Albert T. Bernier, Danielson, Conn.; Frederick W. Stanton, Providence; Nathaniel T. Greene, Cranston.

### NEWS OF THE BOARDS.

The Illinois Board of Pharmacy has been very active in investigating conditions throughout the State. It has recently prosecuted a dozen or more firms and individuals, all of these defendants pleading guilty and paying their fines. The fines, without costs, aggregated \$800.

The State Board of Regents appointed the following to the New York State Board of Pharmacy for terms of three years each, the same to date from Aug. 1, 1914: J. Leon Lascoff, New York City, to succeed himself; John Hurley, Little Falls, succeeding himself; Jacob Diner, M.D., New York City, succeeding John Wall, also of New York City.

Governor Miller, of Delaware, recently announced his appointment of Reuben M. Kaufman, of Seaford, to the State Board of Pharmacy.

Eight candidates for registration were examined by the Vermont State Board at a recent meeting held in the Supreme Court chambers at the State House, Montpelier. Board members present were President E. G. McLallan, Rutland; Secretary Mason G. Beebe, Burlington; Treasurer W. L. Gokay, Bennington; W. F. Root, Brattleboro, and D. F. Root, Barre. The board entertained at luncheon Professor C. F. Nixon, of Leominster, Mass.; Prof. E. H. La Pierre, James F. Finneran, president of the N.A.R.D., and John J. Tobin, of Boston, and Fred A. Hubbard, of Newton. Mr. Hubbard is an ex-member of the Massachusetts Board.

The Pennsylvania State Board of Pharmacy has elected the following officers: President, Louis Emanuel, Pittsburgh; vice-president, Charles F. Kramer, Harrisburg; secretary, Lucius L. Walton, Williamsport; treasurer, George D. Stroh, Pittston. Next examinations, Harrisburg, Sept. 4-5.

### On Trail of Drug Evil in Baltimore.

Joseph A. Yoursky, 22 years old, of 2219 Fairmount avenue, Baltimore, was arrested July 3 on a charge of having falsified prescriptions for heroin, given ostensibly by Dr. Thomas B. Horton, of Curtis Bay, and having the prescription filled at a pharmacy near Druid Hill Park. Yoursky was committed for court after a hearing. He freely admitted that he had written the prescriptions. He said he had become addicted to the drug while serving in the Navy and could not do without it and that when one drug store refused to let him have the narcotic he forged the prescriptions and went to another. The police are making a determined effort to stamp out the evil.

## Boylan Law Certificates.

To the Editor of the ERA:

I am enclosing herewith copies of opinions recently received from the attorney-general relative to the Boylan law. Kindly publish these in your journal as they are of interest to all the pharmacists in the State. Very truly yours,

Albany, N. Y., July 10, 1914.

WARREN L. BRADT.

*Habit-forming Drugs—Certificates of Sale—Duties of Physicians When Administering and Dispensing Them—Public Health Law, Sections 246, 247 and 248.*

A physician need not write out a prescription when he administers or dispenses habit-forming drugs. When administering them, he need not issue a certificate of sale or disposal. But when dispensing them he acts in a like capacity as the druggist or retailer, and must make out the certificate, on the label or separately, containing his name and address, the date of sale and the name of the person to whom such sale is made.

### INQUIRY.

The State Board of Pharmacy has received several inquiries from physicians who have occasionally dispensed from their office to their patients opium, morphine, codeine, heroin and chloral hydrate in the form of tablets or liquid preparations, and who also have upon occasion administered hypodermic injections of morphine and codeine. They want to know what procedure they will have to follow after July 1 to comply with the provisions of the Boylan Narcotic Bill, Chapter 363 of the Laws of 1914, an amendment to the Public Health Law. For instance, suppose they administer a hypo-injection of morphine or codeine to a patient at their office or at the bedside, is it necessary that they first write a prescription, and are they required to keep the same on file? Also what are the requirements in the event they shall dispense to a patient a small quantity of any of these narcotics, either plain or in compound?

### OPINION.

A physician may administer habit-forming drugs. He may also issue a written prescription for them to be filled by a druggist or other retailer, or the physician may himself dispense the drugs.

The law places no duty upon the physician when administering the drugs other than the duty of keeping a record of the name and address of each person to whom it is administered and the quantity in each case administered, in compliance with the terms of section 248 of the Public Health Law:

"§ 248. Physicians, et cetera, to keep records. All physicians, druggists, pharmacists, veterinarians and dentists shall keep on record the name and address of each person to whom such physician, dentist or veterinarian administers or disposes in any way whatsoever any of the drugs enumerated in section two hundred and forty-five of this chapter, and the quantity so administered, disposed of or given away. Such record shall be preserved for five years and shall always be open for inspection by the proper authorities. Any violation of this section is hereby declared to be a misdemeanor."

When issuing a prescription for the drugs to be filled by another person and also when himself dispensing them, the physician must comply with the requirements of section 246. This section throughout most of its provisions apparently is dealing with the situation arising upon the issuance of a written prescription by a physician, its presentation to a retailer and the procedure through which the substances are there delivered and obtained. But as I am to construe its provisions as applicable also so far as consistent to the disposal or dispensation of the drugs personally by a physician, the section is quoted as follows necessarily at length:

"§ 246. Prescriptions; certificates. It shall be unlawful for any person to sell at retail or give away any of the drugs, their salts, derivatives or preparations mentioned in section two hundred and forty-five of this chapter except as herein provided without first receiving a written prescription signed by a duly licensed physician, veterinarian or dentist. The prescription must contain substantially the following: The name in full of the physician, veterinarian or dentist issuing such prescription, his office address, his office hours, and telephone, and the name, age and address of the person to whom and date on which such prescription is issued. It shall be unlawful for any duly licensed physician, veterinarian or dentist to issue any such prescription containing any of the drugs, their salts, derivatives or preparations mentioned in section two hundred and forty-five of this chapter except after a physical examination of any person for the treatment of disease, injury or deformity. It shall be unlawful for any person to sell at retail any of the drugs or preparations of any of those mentioned in section two hundred and forty-five of this article without first verifying the authority of any prescription containing more than four grains of morphine, thirty grains of opium, two grains of

heroin, six grains of codeine or four drams of chloral. Such verification can be made by telephone or otherwise. Such prescription so received shall be filled out at the time of receiving the same for the full quantity prescribed and no prescription so received shall be filled out more than ten days after the date which said prescription is dated. Such prescription, from which no copy shall be taken, shall be retained by the person who dispenses the same and shall be used but once. Such prescription shall be kept on the general prescription file and given a regular consecutive number on such file. On such prescription shall be inscribed the name and address of the purchaser making such purchase and the date upon which such sale is made. Any person who sells at retail, furnishes or dispenses any of the drugs mentioned in section two hundred and forty-five of this chapter upon a written prescription written by a duly registered physician or veterinarian or dentist shall at the time of dispensing the same place upon the package a label of design therewith a certificate stating the name and address of the person making or furnishing the same, the name and address of the physician, veterinarian or dentist upon whose prescription such sale is made, the date of sale, and the name of the person to whom such sale is made. Any person, other than a manufacturer of any of the drugs mentioned in section two hundred and forty-five or a wholesale dealer in drugs or a licensed pharmacist, licensed druggist, duly registered practicing physician, licensed veterinarian or a licensed dentist, who shall possess any of the drugs mentioned in section two hundred and forty-five or their salts, derivatives or preparations, shall be guilty of a misdemeanor, unless said possession is authorized by the certificate described in this section.

From a consideration of the last above sentence, making a misdemeanor the possession of the drugs without a certificate, by any person other than those named in the statute who may prescribe and sell them, I am forced to conclude that a physician must give a certificate, on the label or separately, in each case where he physically places any of the substances in the hands of others.

We ought not, I think, to assume that the Legislature intended that a person obtaining the drugs for a legitimate purpose from a duly registered physician should be left without a certificate, and therefore powerless to protect himself from criminal prosecution while others obtaining the drugs from pharmacists or retailers are amply safeguarded in their possession thereof.

Furthermore, the statute looks to an accounting at any hour of the amount of these drugs bought, possessed or disposed of by any person whomsoever. Hospitals, physicians, veterinarians, druggists and retailers must obtain the drugs from the manufacturer on printed order blanks furnished by the State Department of Health. (§247.) Every portion disposed of they must account for, leaving the balance which should remain in their hands at any time computable from the record. Possession of this balance and no more is lawful. Therefore, as every hospital, druggist, physician, veterinarian and retailer, and those purchasing from the druggist or retailer on a written prescription, must always be ready to justify their possession by a written record, so, too, I think, the statute intends that a person obtaining the drug from a physician should be able likewise to present written authorization for his possession of the substance.

Those portions of the statute which direct the furnishing of the drugs only on the written prescription of a physician, veterinarian or dentist are constructively applicable only to a sale by druggists and retailers. The general purpose of the statute would, I believe, eliminate them as superfluous in a case where the physician himself acts as a dispenser.

In conclusion, a physician need not make out a prescription or a certificate when he administers the drug, but when he dispenses them he acts in the same capacity as any druggist or retailer, and must issue a certificate, on the label or separately, so that the individual receiving them from him may be protected in his possession from criminal prosecution under the statute.

July 6, 1914. THOMAS CARMODY, *Attorney-General.*

Retailers of habit-forming drugs must on sale thereof place on the prescription to be kept on file the name of the physical purchaser, that is, the person to whom the drugs are delivered, not the name of the person for whose use the drug is intended. And the same name also must be written on the label or certificate of sale delivered with the drug.

#### INQUIRY.

From the State Board of Pharmacy I have received a request to construe certain clauses of Chapter 363 of the Laws of 1914, "An Act to amend the public health law, in relation to the sale of habit-forming drugs." Does the statute in requiring the person who sells such drugs at retail to inscribe upon the prescription which he retains on file the "name and address of

the purchaser making such purchase," mean that the seller shall place on the prescription the name of the person to whom the drug is actually delivered, or does it mean he shall place thereon the name of the person for whose use the article is intended? Further, does the "name of the person to whom the sale is made" required to be written on the label, intend the name of the patient or the name of the person who presents the prescription and to whom the drug is handed out?

#### OPINION.

The above statute of 1914, which is an amendment to the Public Health Law, provides at much length as follows concerning the sale of chloral, opium or any of its salts, alkaloids or derivatives or any compound or preparation of any of them: [See §246 of the Boylan law, given above.]

Attending first to that portion of the statute which requires the retailer to place upon the prescription the name and address of the purchaser making the purchase, I conclude such direction refers to the name of the actual purchaser, that is, the person who receives the drug from the hands of the retailer, and briefly for these reasons: The physician himself, by earlier provision of the statute, must write upon the prescription blank his office address, his office hours, his telephone number and "the name, age and address of the person to whom and date on which such prescription is issued." A prescription is, I think, in the contemplation of the statute, issued to the patient, not to the person receiving from the physician the paper upon which it is written, in the sense that it runs or pertains to the patient exclusively, such as a written license, though handed to a third person, issues in fact to the person for whom it is intended. This view of the meaning of the word is fortified by the presence of another requirement, that of detailed recital by the physician as to the name, age and address of the person to whom the prescription is issued, and obviously as a means to an opportunity for public officers to investigate, if desired, the necessity for the prescribed drug; and by the use of the word "issue" in the next following sentence of the statute, making it unlawful to issue a prescription except after a physical examination of the person.

Having concluded that the physician must place the name of the patient on the prescription, I am easily led to decide that the statute, where it reads "on such prescription shall be inscribed the name and address of the purchaser making such purchase and the date upon which such sale is made," did not intend that the retailer should place the patient's name again upon the paper, but rather, as an added protective or detective measure, the name of the person receiving and taking the drugs away.

On the label or in a separate certificate to be delivered at the time of sale every retailer when dispensing these drugs must place his name and address, the physician's name and address, the date of the sale, and "the name of the person to whom such sale is made."

Consistently with my determination that the person receiving the drug from the retailer is the purchaser, "the person to whom the sale is made" must likewise be the actual physical purchaser. Some may conceive and urge a benefit in construing the phrase to mean the patient, for his name would then remain upon the package or bottle as a warning that the contents were not for others. The difficulty with the construction is that the statute does not look to the accidental use but to the habitual use of the drug, and it permits the whole statement which the retailer must make out, to appear if the retailer wishes, not on the bottle or package but on an entirely separate certificate. Possession of the drugs unless "authorized by the certificate" is a misdemeanor. Therefore possession is that the statute seeks to follow, and accordingly the purchaser's name, for he is the first possessor after the retailer, must appear on the certificate.

July 6, 1914. THOMAS CARMODY, *Attorney-General.*

#### 1914 Edition of the ERA PRICE LIST.

The 1914 Edition of the ERA PRICE LIST is now in press and copies will be ready for delivery within a few days. This edition has been very thoroughly revised, many new preparations added, and the prices and manufacturers' names and addresses brought up to date. Those who have not already ordered the 1914 edition should send their orders at once. The price of the ERA PRICE LIST is \$1.00 per copy, but it is furnished to subscribers of THE PHARMACEUTICAL ERA at 50 cents a copy.

# TRADE SECTION



## Stick to the Medicine.

By FRED W. CONNOLLY.

*Ethical Pharmacist, Successful Druggist, and Instructor in Pharmacy at the Franklin Union, Boston.*

**T**HE best advice I can give to the ordinary druggist for increasing the profits of his store without increasing the investment or extending his space or converting himself into a chain-fighting druggist, is this:

"Attend to the medicine business. The profit in side-lines cannot be compared with prepared medicines *when we do the preparing*. Physicians are tired of being the selling agents for 'ethical proprietaries,' but what can they do unless we go to their relief?"

"We should call upon them frequently with samples of U.S.P. and N.F. preparations, and emphasize the fact that these goods are obtainable in every drug store in the land; also, that they are standard, while the private formulas may be changed at will. Furthermore, the Government is back of these preparations. Their agents are up and down the Commonwealth securing samples which are tested for purity and strength. Most important of all, the physicians know what the patient is taking.



F. W. CONNOLLY

"We should explain to the physicians in our neighborhood that we discourage self-medication by our customers; *i.e.*, when they order chlorate of potash or tannin for sore throat we make the sale, of course, but embrace the opportunity of telling them that they are assuming a great responsibility, as a sore throat may be very dangerous when due to certain causes, and delay renders it very much more so. Some diseases are often fatal, which, if correctly diagnosed and properly treated at the start, might be simple matters. This is true of headaches; the great variety of causes should be treated, not the head. This also holds good with stomach troubles, and even sores when they call for an ointment. We supply the ointment, but explain the danger of infection—with resulting blood poison—unless properly treated.

"Tell your physicians these things, and ask them to write for standard official preparations, and watch the results.

"The following sign in a conspicuous place in our store has won much favorable comment from physicians:

.....  
:  
: WE ARE NOT PHYSICIANS. :  
:  
: Please do not ask us to prescribe. :  
: Consult your doctor, and bring us :  
: his prescription, and :  
: Our combined wisdom will be used :  
: for your benefit . :  
:  
:.....

"Employ salesmen to sell profitable goods; if you are in a neighborhood where customers pick bargains, hire a girl at small wages to handle the trade.

"If you can develop a profitable soda-fountain business, employ an expert dispenser; if not, get a girl to take the fountain a portion of the day.

"Do not employ good, bad and indifferent drug clerks at all kinds of wages to do such work as can be done better by others at less money. Employ drug clerks to attend to the drug business; pay them better wages, and let the public know it. Let the high price of clerks be a reason for high price in medicine.

"Finally, raise the quality. Do away with those five-cent purchases of aspirin, phenalgin or AK tablets, five cents' worth of cold cream or the same amount of toothache drops. These are worth 10 cents in the smallest quantity if they are worth anything. I speak of this because a lady yesterday asked a clerk for one-half dozen 1/60 gr. strychnine tablets, and to the charge of 10 cents, replied: 'Why, I never pay but five cents anywhere for them.'

"When a waiter expects a tip of 10 or 25 cents, why should we educated druggists assume the responsibility of handling medicines for five cents? It isn't what we charge. If all charged the same a customer would pay 25 cents for six strychnine pills. *We should get together and see how much we can get for our time, goods and reputation, instead of how little.*"

## Keep a Quality Drug Department.

By EUGENE HODSON.

*Of the Thomas & Thompson Drug Co., Light and Baltimore Streets, Baltimore, Md.*

**T**HERE are more proprietaries, more patent medicines, more prescriptions, more capsules, pills and more everything else sold in drug stores today than ever before. All of the manufacturers of pharmaceuticals are extending their establishments, building additions and enlarging their facilities, so that it stands to reason that they must be putting out greater quantities of goods. The druggist has a wider field to draw upon. Rapid transit in cities brings to his doors thousands of people where before they could have been counted by hundreds or dozens. Not so many years ago it required an hour to go downtown from the sections comparatively near to the store; now it is a matter of 10 or 15 minutes, so that the pharmacist is able to centralize and draw from a very much greater territory than he was able to secure a few decades back. This of itself tends to swell the business vastly. People who come in to have a prescription filled see something else that they may want and had not thought of before, and so the prescription trade helps every other department. We sell more brushes, novelties, manicure sets, toothbrushes, and more everything else that we handle than ever before. House hygiene is carried to a point hardly thought of not so long ago, and what are considered the requisites of the household have increased many times. It remains only to meet the demand.

"Our prescription business is more satisfactory than at any previous time, yielding a fair profit and bringing to us much other custom. And while much has been said in criticism of price paring, it is a fact that price frequently cuts no figure in purchases. A man coming in for a dose of salts, for instance, does not ask how cheaply he can get it or how much he can get of that particular article. He calculates that five cents ought to buy a dose, and is perfectly satisfied. It is much the same with many other articles. The one consideration always is that the article shall be fresh, and in this respect the store doing a big business always has the advantage over the smaller pharmacy. It can buy in large quantities, thus getting the benefit of discounts, and must replenish its

stock so often that an ingredient has no chance to get stale. This is one reason why downtown stores are so often patronized in preference to the home pharmacy. But the latter can meet the situation by buying in small quantities rather than in large lots, and at infrequent intervals. Even if the smaller quantity costs more, it is an advantage for the druggist to replenish his stock often and cultivate a reputation for the freshness and potency of his goods. He can get the advance which he has to pay back over and over in the better prices he obtains.

"For another thing, the drug trade at the present time has fewer drawbacks than ever before. In the good old days, whenever any member of a family was taken ill during the night it was a case of rousing the druggist up out of bed to furnish some medicament, no matter how simple. In these days every doctor carries an emergency kit which contains enough things to afford immediate relief, and the trip to the drug store is usually postponed until the following morning, so that the druggist's rest is not disturbed, and he is thus in condition to undertake his day's work with energy and vigor.

"People also seem willing to pay more for goods than they did years ago. At a comparatively recent period it was exceedingly difficult for a druggist to get \$3 or even \$2 for a fine sponge. At present it is far easier to obtain \$5 and \$6 and even more. The price of hair brushes runs up from a nominal sum to \$25, and the outsider would be surprised to know how many of the higher-priced brushes are sold. Of course, the demand for the \$25 kind is very limited, but the \$6, \$8 and \$10 kind are in excellent demand with a fair margin of profit. It is the same with extracts. People used to halt at paying \$2 for a bottle of extract, but now they think nothing of paying \$4 or \$5 and even more. And they get their money's worth, for the high-priced extracts have a lasting quality that compensates fully for the cost, and the odor is of a more satisfying character. These are only a few instances of what holds good all along the line."

"How would you go about starting a new business in the average neighborhood?" Mr. Hodson was asked, and he met this question as follows:

"I would carefully draw up a stock list to contain all the articles I could think of that are needed in the household. These would form the basis of the assortment. Then I would keep a careful watch on what things are in demand and those that are not called for. The demand may vary with the locality, and frequently it makes a great difference which side of the street you are located on. It behooves the druggist to study his custom, and add to the list that which appears to strike the popular wants, leaving off other articles that are not desired. In this way he will shortly get a stock from which the dead merchandise is eliminated as much as possible, and which he can turn over the greatest number of times. The matter of waste is of great importance and should receive much thought and attention. By taking note of what is wanted and what goods are neglected, it will be easy enough to assemble a stock that will be always moving and will yield the greatest margin of profit for a given investment.

"Likewise, pay attention to the show window. This should be changed at least once a week and oftener, if possible. No matter how good and how artistic your window display may be, if it is allowed to become too familiar it will cease to attract attention, and the object of the display will be defeated. You can count on much the same people passing your store every day or within a given time, and the things in the drug store window will soon lose their power to arrest the attention unless they are changed or re-arranged. The public likes novelty, and you cannot give them too much novelty in a store window. The displays that are permitted to stay in a window for weeks and even months are worse than useless, for after a time they actually begin to divert custom instead of attracting it.

"Of course, it need hardly be said that your fixtures should be attractive and your store neat and clean. Make your store as bright as possible, always with due regard to the expense account. But it must be light, bright and clean if you want to build up the business.

"Also bear in mind that your reputation rests strictly upon the drug department. If your drugs are right and your prescriptions well compounded, they will attract customers. The primary object of people in going to a pharmacy is to get

medicines and sick-room appliances. The other things can be purchased elsewhere, and if you neglect the drug department you teach your patrons to go elsewhere for their brushes, combs and the thousand and one things now found in the stock of drug stores."

## LEGAL DECISIONS

### Foreign Corporations—"Doing Business"—Filing Copy of Charter—Interstate Commerce.

A CONTRACT with a medical company, a Minnesota corporation, provided that N. was appointed by the company "as a traveling salesman for its products in the county of M., State of Tennessee," and that the company "agrees to take back all goods left in the possession of the traveling salesman at the time he quits work," and referred to "the expiration of the services of said traveling salesman," etc. A provision on the back of the contract provided that N. was to begin work "as soon as practicable after the goods are received and to work continuously at the agency." During the existence of the agency a note was given by several persons for the agent, to the medical company for the uncollected price of goods shipped to the agent for \$668.01. One of the makers died and in an action for the settlement of his estate in the courts of the State of Kentucky, where the deceased owned real estate, the medical company made a claim for this sum, which was disallowed. Under the statutes of Tennessee every foreign corporation is required to file a copy of its charter with the Secretary of State, and it is unlawful for it to do or attempt to do any business in the State until it shall have complied with the statute. These statutes have been construed in a number of cases in the Tennessee courts, and it has been uniformly held that, where a corporation does business in that State without complying with the statute, all contracts growing out of such business are illegal and invalid. It was held, on appeal, that the medical company was doing business in Tennessee through its agent, N., who was not a mere purchaser of its products.

The medical company contended that its transactions with N. were interstate commerce, and that therefore the note was binding, although it had not complied with the laws of Tennessee. It was held that this defence was not available, under the facts. These products were not ordered by mail and shipped direct to the company's customers. As a matter of fact, they were shipped to Memphis, and from there distributed to its agent, N. and his brother said that he never ordered any goods except from Memphis. The company's witnesses said that the goods were billed to N. in Minnesota, and were merely sent to Memphis for distribution. Even if there were any doubt as to whether or not the interstate journey ended at Memphis, the interstate journey certainly ended when the goods were delivered to N. Upon their delivery to him their interstate character ceased; and from that time on, N., as the company's agent, proceeded to sell and deliver the goods in Tennessee. The question of the validity of the note was governed by the laws of the place where the transaction was had, as well as the place where it was executed, namely Tennessee, and not by the law of the place of payment. (Orr's Adm. vs. Orr, Kentucky Court of Appeals, 163 S.W. 757.)

### Sale of Drugs by Itinerant Vendors—Prohibition.

The United States Supreme Court holds that a State has power, without violating the equal protection or due process of law clauses of the Fourteenth Amendment to the United States Constitution, to forbid the sale by itinerant vendors of "any drug, nostrum, ointment, or application of any kind, intended for the treatment of disease or injury," although allowing the sale of such articles to other persons. The power which the State government possessed to classify and regulate under consideration (Louisiana Laws, 1894, act No. 49 § 12) is held to be cumulatively sustained and made, if possible, more obviously lawful by the fact that the regulation in question deals with the selling by itinerant vendors or peddlers of drugs or medicinal compounds—objects plainly within the power of government to regulate. (Baccus vs. Louisiana, 34 Sup. Ct. 439.)

### Action Against Board of Pharmacy—Its Nature—Parties.

In an action of mandamus against the Kentucky Board of Pharmacy and its members to compel the issuance of a pharmacist's certificate of registration, permitting him to practice his profession in the State, the question was whether the action must be brought in the county in which the president of the board resides; the board having no office or place of business in any county. It was held that such an action is a transitory action governed by Kentucky Civ. Code Prac. §78, requiring actions whose venue is not established by other sections of the article to be brought in the county where the defendant or any one of several defendants resides or is summoned, and may be brought in any county where process is executed upon the members of the board or any one or more of them. The board, not being designated a corporation by the act organizing it, is not a "corporation," and, while it is a "quasi corporation," when acting pursuant to contractual powers conferred by the act creating it, is not governed by Civ. Code Prac. §72, requiring an action of contract against a corporation having an office or place of business in a county or an agent residing therein to be brought in such county or in the county in which the contract is made or to be performed, and that an action of tort be brought in such county or the county in which it is committed. The action being to compel the performance of a ministerial duty, the members must be sued by name in order that the court may determine whether they are the proper persons to perform such duty, and in order that it may command them to perform it. (King vs. Kentucky Board of Pharmacy, Kentucky Court of Appeals, 162 S.W. 561.)

### FROM THE BUSINESS FIELD.

**S. B. Penick**, until recently with the drug importing house of J. L. Hopkins & Co., as treasurer, is, as was noted in the July ERA, the head of a new company established at Marion, N. C., under the firm name of S. B. Penick & Co. The firm has a New York office at 38 Park place. It will do a general crude botanical drug business and has been established at Marion, N. C., because that point is the center of a radius of about 100 miles of territory in which the majority of the American crude drugs now used are collected. The Appalachian range possesses a soil and climate particularly well fitted to the growth of these drugs, and the inhabitants of this section have been trained in their collection and curing.

**Four Luyties** companies, controlled by F. August Luyties, of St. Louis, were hit by fire recently, the Luyties Chemical Co., the Manola Co., the Walker Co. and the Luyties Pharmaceutical Co. They were all housed in one building at 4200 Laclede avenue. Spontaneous combustion is supposed to have been the cause of the fire which did a damage aggregating between \$175,000 and \$200,000. There was little insurance, as the policies had been allowed to elapse. The companies were in the same block as the Sanitol Chemical Co. Mr. Luyties is the president of the four companies, and C. O. Heer secretary.

**R. H. Brennecke**, who conducted a drug business in Watertown, Wis., for 44 years, has sold his business at 315 Main street to William Gehrke, who had been employed by Mr. Brennecke for the past 14 years. Mr. Brennecke, a native of Watertown, is a graduate of the Philadelphia College of Pharmacy, class of '77. Immediately upon his graduation, Mr. Brennecke resumed a position at the pharmacy of J. H. Schultz. In 1884 he and Henry Steinfort purchased a branch store, conducted by Mr. Schultz. In 1890 Mr. Brennecke purchased Mr. Steinfort's interests.

**A. W. Dows & Co.**, of Lowell, Mass., are planning one of the largest drug stores in New England outside of Boston. The Liggett interests purchased a long lease of the store in which the Dows company was located, thus forcing the latter to vacate in September, but the Dows people obtained the lease of another block in Merrimack square, and when several leases there expire will throw several other stores into the one they now have, making possible one of the finest stores of the kind in any New England city.

**The Riker-Hegeman Co.** has leased the store at the corner of Fifth avenue and Smithfield street, Pittsburgh, Pa.,

the site formerly occupied by the Federal National Bank. The lease, it is reported, covers a long term of years and stipulates an aggregate sum of \$625,000. The company has also leased for a term of 50 years, with right of renewal, the five-story building at Main and Hammond streets, Bangor, Me., and will open a drug store. The location is the business center of the city.

**The Owl Drug Company** has been organized in Milwaukee, Wis., with the following officers: President, Wm. O'Connor; vice-president, John Crowley; secretary-treasurer, Robert Kiefer. Capital stock is \$25,000. The company has leased two valuable downtown corners—401 Grand avenue, a 10-year lease, and a five-year lease on the front part of the old saloon on Grand avenue, near Third street. Alterations are being made and drug stores will be opened in the near future.

**John G. Holland** has extensively remodeled his drug store at York Beach, Me., which is now one of the most commodious and best equipped establishments of its kind in the State. The floor-space has been increased by taking a part of the adjoining store and a new system of illumination has been installed. The fountain and ice-cream parlors have been enlarged. New show cases and a new cash system are other features of the renovation.

**John J. Justis**, sole owner of the wholesale drug business of Hale, Justis & Co., of Cincinnati, Ohio, recently changed his mind as to a tentative plan for the reorganization of the business, after securing a corporate charter under the name of the Hale-Justis Co., and decided to continue the business under its old established form. It will accordingly be handled under the old firm name, Mr. Justis remaining its active and actual head, as heretofore.

**William S. Ferguson**, of Maplewood, Mo., who was a bookkeeper during the week and the commodore of a fleet of motor boats on Sundays and holidays, has been found guilty of embezzling \$5600 from the National Druggist Publishing Co. and sentenced to five years in the State penitentiary. Ferguson after fleeing from St. Louis, and being free about a year, was captured in Seattle, Wash., and brought back for trial.

**The Owl Drug Co.**, which has just completed 22 years of business on the Coast, celebrated its anniversary by special sales in its stores. The chain was established in 1892 with one store and nine employees; today there are 20 stores with a thousand employees. The stores are located in eight cities, San Francisco, Los Angeles, San Diego, Sacramento, Oakland, Portland, Seattle and Spokane.

**The Durr Drug Co.**, Montgomery, Ala., is to have a new \$50,000 building at 209-211 Commerce street, which will be completed by Jan. 1, 1915. The structure will have a frontage of 55 feet with a depth of 125 feet, and the front will be of pressed brick with stone trimmings, and with plate-glass windows. The new building will give the Durr company double their present floor space, about 41,000 square feet in all.

**Ernest Coburn**, a druggist of New Boston, Ohio, who lost heavily in a recent fire in that town which destroyed his store, will rebuild on a new site which he has acquired as soon as he secures an adjustment of his loss from the insurance companies. Mr. Coburn proposed to build a brick structure to serve as both store and residence. About all that he saved from the fire was his prescription files.

**D'Alemberte's** pharmacy, Pensacola, Fla., was awarded fourth prize by the Huyler Candy Co. for a newspaper ad. exploiting that company's product. Huyler's is endeavoring to ascertain which of its many agents is pushing its candy to the best effect through newspaper advertising. This is not only the fourth prize, but also the fourth time D'Alemberte's has won a prize for its ad. copy.

**The McCarthy Drug Co.**, of Milwaukee, which recently purchased the pharmacy at Clybourn and 29th streets, that city, has been incorporated with a capital stock of \$10,000, by C. J. McCarthy, J. E. McCarthy and Margaret McCarthy. J. E. McCarthy, formerly Sunday editor of the Milwaukee *Free Press*, is working out many original ideas in the way of publicity and window displays.

**E. C. Erthal**, the Mill street druggist, Bristol, Pa., due to his inability to secure suitable quarters upon the expiration of the lease of his store, has made an assignment. The drug

business will be conducted by Mr. Erthal until its liquidation. He has been engaged in the drug business at the above store, one of the 30 St. in Pennsylvania, for many years, being the successor of F. L. Houquet.

The Hook Drug Co., which operates a chain of nine stores in Indianapolis, has leased a building for drug-store purposes at 302 Washington avenue, St. Louis, which it is understood will house the first of a new chain of Hook stores in St. Louis. The fittings and equipment will vie with the finest in the city, and the store is planned to be in operation Aug. 1.

The Owl Drug Company, operating 20 retail drug stores on the Pacific Coast, recently distributed \$36,060 in dividends among its 500 or more stockholders. This sum represented the interest on its outstanding 8 per cent. preferred stock for the six months ending June 30, 1914. A letter to stockholders reports that the stores show a substantial increase over last year.

The Riker-Hegeman Company must await the passage of a special ordinance in order to erect a 12-story building on the site of the old Female Asylum on Washington, near Castle street, Boston. Legislation now in force would prohibit the construction of the building. The proper aldermanic committee has promised to report the measure unanimously.

The Sterling Laboratories, a \$100,000 corporation, capital all paid in, has been chartered in New York. The new corporation will deal in special pharmaceuticals. The incorporators and stockholders are Fred W. Cook and Albert Kronosky, of the San Antonio Drug Co., San Antonio, Texas, and Samuel A. Foot, of Lehn & Fink, New York.

Paramount Drug Co., Washington, D. C., capital \$50,000, has been incorporated to operate a wholesale and manufacturing drug plant; about 125 Virginia druggists are stockholders. Besides distributing to its members patents and sundries the new corporation will put a line of its own remedies on the market.

Earl P. Carney, manager of the new Riker-Hegeman Co. store at Pittsfield, Mass., has been granted a regular permit by the Massachusetts State Board of Pharmacy. A temporary permit to open the store was issued to him while a contest between the board and the company was in course of settlement.

Philip L. Fox, proprietor of the Goodall Drug Company, in High street, Holyoke, Mass., and in Chicopee Falls, has purchased the Winthrop pharmacy, High and Cabot streets, Holyoke. The store will come under the firm name of the Goodall Drug Co. Mr. Fox took immediate possession.

The United Profit Sharing Corporation, a Delaware corporation, has closed a \$10,000,000 contract with the Wrigley Chewing Gum Company. It is reported that the latter concern will use 500,000,000 of the United coupons a year. Several other large deals involving these coupons are pending.

The Mayer Pharmacy recently opened a new store on Milwaukee avenue, Kenosha, Wis. Expense has been of minor consideration in fitting out the establishment. Harry F. Mayer is in charge and associated with him in the business is Prof. F. C. Mayer, of Marquette University.

The Ummel Drug Co., newly organized and consisting of Peter Ummel, a pharmacist, and Wm. F. Lenhart, has purchased the Postoffice drug store, Peru, Ind., formerly conducted by C. Howard Jenner. To please the public, will be the policy of the new management.

The Allen Drug Company, Wiggins, Miss., was sold out by the Chancery Court recently, the sale netting but \$801. Complaint was made by the creditors who offered a bond for a resale, stating that the price was less than 20 per cent. of the actual value of the stock.

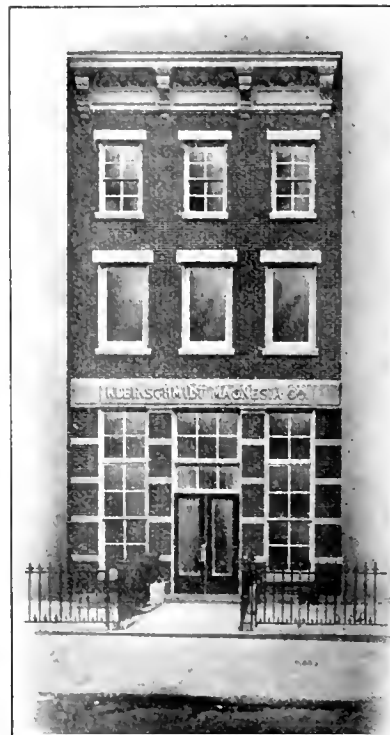
The Rice Annex Drug Store, Houston, Texas, has been purchased for \$25,000 by George L. Wilson and associates Tom M. Taylor, N. E. Meador, A. J. Elliott and Harvey T. D. Wilson are on the directorate, and the name of the new firm is the Rice Hotel Drug Store.

Charles F. Kirst, druggist at Two Rivers, Wis., has completed plans for erecting a large business block. The Kirst pharmacy will occupy a portion of the first floor quarters, while the Two Rivers telephone exchange will be located on the second floor.

## PLANT MAKES SOLUTION MAGNESIA CITRATE.

Equipped Solely for This Purpose—27 Bottles a Minute—Sanitation a Feature.

THE growth of one feature of a business until it in itself becomes a business or industry is an interesting thing to contemplate. Such a development is the manufacture of solution of citrate of magnesia, the sole line of activity of the Kleinschmidt Magnesia Company, of New York. Both President Kleinschmidt and Vice-President de Gruchy, of the company, were formerly in the wholesale drug business, and in that connection grasped the possibilities and advantages for the retail trade in a manufacturing plant which would supply to druggists "fresh every day" a product which rapidly deteriorates on aging. In modeling their building and installing its equipment, they have had an eye not only to every detail which would expedite the standard manufacture of their product, but have also made every effort to maintain absolute sanitation.



The ERA representative was recently conducted through the Kleinschmidt plant by Mr. de Gruchy. The building is a three-story affair, the top floor of which is also equipped for the manufacture of citric acid, now the most expensive constituent of solution of citrate of magnesia. On this floor the citric acid, sugar—everything but the magnesium carbonate, is sent through chutes to vats downstairs, where the actual process of manufacture is consummated.

The vats on the second floor are of 5000-bottle capacity each, and there is one vat for each of the four chutes. To relieve the building of this great weight, in case of fire, large drain pipes have been provided in accordance with the fire regulations. A high-pressure pump drives the product from the vats through a chain of filters especially designed and built for this purpose, the filtered sparkling clear solution of citrate magnesia being run into what Mr. de Gruchy calls the superfluous tank. A safety valve in this tank maintains the product at a constant height, a supply the bottling department may always draw upon, for as soon as all the product is filled into bottles its place is taken by a new supply which runs automatically into the tank. Electricity is the sole power used.

The main floor, devoted to bottling the solution, the sending out of orders and receipt of empties, is open only to workmen. A balcony overlooks this department and from it visitors may get a good view of this interesting process. Case after case of "empties" glide in over the spinning rollers of the long conveyor on the right side, and on the left, full cases constantly shoot out to the waiting wagons in front of the building. The machinery for soaking, washing and rinsing the empty bottles and for filling and "gasing" them is in the center. Everything is done by machinery, everything is automatic. Thirty-eight grains of "gas" go into each bottle—and every ingredient in the product is as exactly proportioned. Twenty-seven bottles of the solution per minute is the capacity of the plant. In the bottling department, as elsewhere, sanitation has been made a feature, and by hose, hot or cold water may be used to



wash down the walls, machinery and tile floor. Not alone the entire interior of the building, but all the machinery in it is painted white, and when one sees the workmen in their clean white coats one can well believe that the product made under such conditions must be clear and sanitary.

Mr. de Gruchy observed that solution of citrate of magnesia should be taken fresh and that the average retail druggist did not have the time to prepare the product more than possibly twice a week. "The gas passes off on aging. We have the goods ready for the druggist every day." The company has 10 wagons with which it delivers to the trade.

#### Standardized Tinctures.

In order to maintain the required standard and purity of pharmaceutical preparations, the utmost care must be exercised in the selection of material, every step of manufacture must be conducted under rigid and expert supervision, and the finished product should be determined by thorough analysis and standardization. To insure thoroughly dependable products requires the services of the expert botanist and pharmacologist, a complete and modern equipment for manufacture, and an expert analyst for the final determination and standardization of the finished product.

For obvious reasons, the busy pharmacist has not the time to standardize the small quantities of many preparations required for a few months' supply in a prescription business; nor is it possible that he should have available at all times the necessary crude drugs in the small quantities required. On the other hand, the manufacturer, with his scientific staff and modern laboratory equipment, is admirably prepared not only to comply with these requirements, but he has the opportunity to purchase crude drugs of best quality at an economy in cost, because of the large quantities used, and thus to insure both standardization of product and a minimum of cost to manufacture.

Physicians generally are in sympathy with all measures which promise better results in treatment and will invariably prefer standardized preparations. Would not, therefore, a stock of Sharp & Dohme's standardized tinctures be a paying investment? They are prepared from the best quality of drugs obtainable, are manufactured under the most exacting and experienced supervision, are standardized, and therefore absolutely dependable, and will insure the pharmacist against any criticism on account of the rigid inspection to which all medicinal preparations are subject since the enactment of the National and State pure food and drug laws.

Following is a list of standardized tinctures procurable from the Sharp & Dohme laboratories at Baltimore, or from any of their branch houses or through distributing jobbers:

Blood Root, U.S.P.	Iron Chloride Tasteless, N.F.
Aconite Root, U.S.P.	Gelsemium, U.S.P.
Belladonna Leaves, U.S.P.	Ginger, U.S.P.
Arnica Flowers, U.S.P.	Golden Seal, U.S.P.
Asafetida, U.S.P.	Hyoscyamus, U.S.P.
Benzoin Comp., U.S.P.	Iodine Colorless.
Calabar Bean, U.S.P.	Nux Vomica, U.S.P.
Cannabis Indica, U.S.P.	Opium, U.S.P.
Cantharides, U.S.P.	Opium Camphorated, U.S.P.
Capsicum, U.S.P.	Opium Deodorized, U.S.P.
Cinchona, U.S.P.	Squill, U.S.P.
Cinchona Comp., U.S.P.	Strophanthus, U.S.P.
Colchicum Seed, U.S.P.	Stramonium Leaves, U.S.P.
Digitalis, U.S.P.	Veratrum, U.S.P.
Iron Chloride, U.S.P.	

The recent increased use of standardized tinctures tends to show that it will pay you to stock these preparations, and if you will favor Sharp & Dohme with an order for a comprehensive line of their standardized tinctures, they will be glad to notify every physician in your immediate neighborhood that you have them in stock.

#### Oral Prophylaxis.

The Dentinol and Pyorrhocide Company of New York announces that it has recently completed the distribution of "Oral Hygiene in Modern Therapy" to physicians throughout the United States. This booklet handles the subject of oral prophylaxis, in its relation to systemic disease, in a distinctly original manner. Beside this, the company maintains the Pyorrhocide Clinic permanently at its headquarters in New York, for the instruction and assistance, either personally or through correspondence, of those dentists and physicians who are interested in the treatment and prevention of pyorrhea, and the question of oral prophylaxis in general. Druggists

are invited to write for copies of "Oral Hygiene in Modern Therapy," as well as "Dollars for Druggists."

#### Mothersill's Travel Book.

Under this title the Mothersill Remedy Co., Ltd., of Detroit, Mich., has issued a beautifully printed booklet which will be appreciated by travelers and those who propose to travel. Among the subjects discussed are "The Bugbear of Travel," "See America First," "Going Abroad," etc., much information being given on what to take, baggage and checking systems, routes, customs, etc., values of foreign monies, time and distance tables, tips on the Continent, in short, just the advice the would-be traveler needs in planning a sight-seeing trip to any part of his own country or to foreign lands. Of course, the booklet calls attention to the well-known remedy manufactured by this company and which is recommended to relieve seasickness, trainsickness and the nausea caused by motion in traveling.

#### An Optical Illusion.

The Newskin Company has recently gotten out a very striking



counter card for use in drug stores, the effect of which is a curious optical illusion. A pair of hands is reproduced in color, and the reproduction is so life-like that apparently the hands are those of some person behind the counter.

It would be interesting to know the effect of this display in various drug stores under different conditions of lighting and arrangement.

#### Souvenir of Parke, Davis & Co.

A beautifully illustrated booklet under the above title, descriptive of the offices, laboratories and branch establishments of Parke, Davis & Co., and gotten up for distribution to visitors, has been issued by this enterprising house. It contains a fairly complete series of illustrations of the company's home offices in Detroit, and the 19 branch establishments scattered throughout the world—12 branches in the United States, and seven abroad. In the text the effort is made to tell just what the company stands for as a house, what its scientific history has been, what it has attempted to do, and what it is today. The story sets forth many "human interest facts," and the illustrations reproduce various scenes and phases of pharmaceutical manufacturing and research work, as well as portraits of the leading officers of the company who have done and are doing things. However considered, the booklet is a work of art and a real souvenir, and while it is intended to be used solely for distribution to the hundreds of druggists and physicians who visit the P.D.&Co. laboratories, a copy will be mailed to any druggist who will drop the company a card request.

#### Quiet, Clear Weather Favored G.A.S. Tourists at Sea.

From letters received by Felix Hirsman at the office of the *Apotheker Zeitung* it was learned that the G.A.S. European tour party enjoyed quiet, clear weather on their trip across the Atlantic, not one member suffering from seasickness. A feature of the trip was the celebration held on the Fourth of July. Orations were delivered by various speakers among the passengers, Dr. William C. Alpers ably representing the G.A.S. party. He concluded his effort by calling for three cheers for President Wilson and the German Kaiser. Members of the G.A.S. bowling club challenged representatives of various bowling clubs who were en route for the international games. The apothecaries were defeated by a narrow margin. The G.A.S. ladies saved the day, so to speak, by defeating the ladies of the victors in the former contest. A concert aboard arranged by Hugo Kantowitz proved a great success and a considerable sum was collected for the Sailor's Home. A bottle containing a message written in German, English and French, promising the finder \$5 if the bottle is returned to Miss Claire Kantowitz, was cast overboard. The party disembarked at Bremen.

## A Display That Won First Prize and Helped the Druggist Sell Goods.



THE accompanying illustration is a photographic reproduction of a window display in the store of Frank E. Starbird, New London, Ohio. This display won first prize in a contest conducted by the manufacturer of the article displayed. It gives an excellent illustration of the co-operative work retailers are giving the manufacturers of standard, advertised brands of goods. Also Mr. Starbird has carried out the most up-to-date ideas regarding special sales without price cutting. The window, you will notice, concentrates entirely on the article. An ad. was run in a local newspaper during the two weeks of the special sale. Booklets were given out and mailed to families where there was sickness with a letter calling attention to the uses and merits of the article. Every package that left the store during the display bore a sticker advertising the article. The display itself is excellent but the most commendable feature about the special sale is the fact that every other available means of publicity was used to back up the exhibit. Connective advertising—creative selling—campaigns along definite and thoroughly planned lines and specializing on one article are vastly more productive than the miscellaneous advertising of everything in general but nothing in particular.

### Planten-Savage.

William Rutger John Planten, son of the late John Rutger Planten, founder of the firm of H. Planten & Son, capsule manufacturers of Brooklyn, and Consul-General for the Netherlands in this city for many years, was married on June 26 to Miss Ruth Savage, of Manhattan, Boston and Pittsburgh, daughter of the late Rev. W. H. Savage, of Boston. The wedding was in the Church of the Messiah, and after the ceremony a reception was held at Carnegie Hall in the studio of the bride's brother, Paul Savage. Within the past few years Mr. Planten has stepped out of active business and established a studio in Carnegie Hall. He is an admirable singer and is prominently identified with the University Glee Club of Brooklyn. He has a country home at Lake Mahopie.

### Drug Trade Section Protests Proposed P.O. Ruling.

The Drug Trade Section of the New York Board of Trade and Transportation has requested the Postmaster-General to amend his contemplated postal regulation defining "poisonous substances" admissible in the mails, by eliminating the two final proviso clauses, prohibiting the mailing of all preparations containing cocaine and derivatives and specifying the exact quantities of opium and opium derivatives in preparations which may be mailed. That State laws governing the sale of such preparations in intrastate trade make the above

exclusion and specification unnecessary and that the likely enactment and enforcement of the Harrison bill would regulate the sale and interchange of such preparations in interstate commerce was the decision of the Section's committee appointed to consider the matter. The committee also objected to the definition of the exact quantities of opium or derivatives because the provision would admit to the mails one tablet containing one-twentieth of a grain of morphine, for instance, and would prevent the mailing of more than five of such tablets. Customers could not receive these preparations by mail in quantities which would be of any benefit to them.

### Secretaries Abolish Insecticide Act Guaranty.

The Secretaries of the Treasury, Agriculture and Commerce have found that the guaranty legend on substances used for the destruction or prevention of insects and fungi is deceptive and misleading and have signed an amendment to the regulations under the insecticide act abolishing the use of serial numbers on insecticides and fungicides. The regulation as amended also holds that the use of the legend, "Guaranteed by....." under the insecticide act of 1910, on the labeling of insecticides and fungicides, or similar legends is misleading and deceptive. The new regulation becomes effective May 1, 1916. For goods packed previous to that date the amendment becomes effective November 1, 1916. Manufacturers may conform with the law at any time. A wholesaler, manufacturer or jobber wishing to guarantee his goods so as to protect the dealer may incorporate his guaranty in or attach it to the bill of sale, invoice, bill of lading or other schedule.

### Violation of Court Decree Alleged.

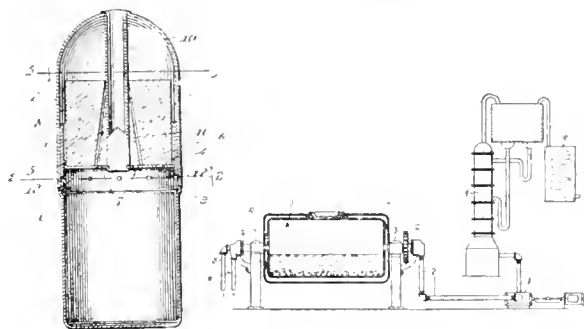
The Syrup Pepsin Co., of Scottsburg, Ind., has been cited by Judge Albert B. Anderson, of the United States District Court at Indianapolis, to show cause why it should not be punished for contempt. On action brought by the Pepsin Syrup Co., Monticello, Ill., the Scottsburg company was found to be violating the trade-mark rights of the Monticello company. The Scottsburg company was ordered to cease such violations and to turn over to the Monticello company all advertising matter conflicting with the trade-mark rights. The Monticello company has made complaint that the decree has not been observed.

Charles Leich & Co., wholesale druggists, Evansville, Ind., will move to more commodious quarters in the building at Fifth and Bond streets. The building, which is a three-story affair, will be remodeled.

PATENTS AND TRADE MARKS

**MENTHOL INHALER AND PENCIL.**

**C**ROCKER H. SANDFORD, Baltimore, Md., is the inventor of a new menthol novelty in the form of a combined inhaler and pencil (Patent No. 1,102,086). It comprises a body section having air inlets, a cap section detachably mounted upon the body section and adapted to be removed



1,102,086.

1,101,025.

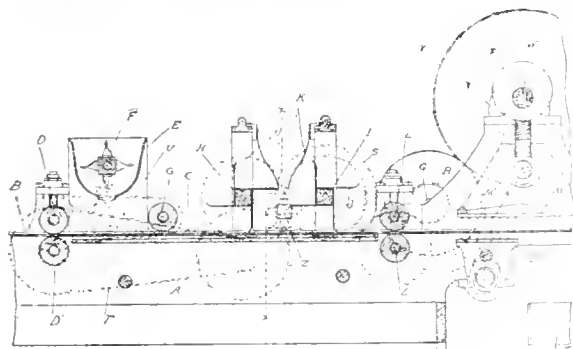
therefrom and adjusted to expose said air inlets; a socket upon the body section having air passages communicating with the body section, a body of menthol fitted within and projecting from the socket and provided with a tapering passage communicating with the air passages, and a stopper carried by the body section and projecting into the socket and passage in the menthol. A tube carried by the cap projects into the passage in the menthol body and is adapted to be closed by the stopper when the cap is fully applied. The device is shown in the above illustration.

**Method of Making Chloroform.**

A new method of making chloroform has been devised by Thomas J. Griswold, Jr., and Charles J. Strosacker, and by them assigned to the Midland Chemical Co., of Midland, Mich. (Patent No. 1,101,025). It consists in reducing carbon tetrachloride by means of iron in the presence of water, such iron being introduced in the form of particles; and subjecting such particles to a grinding action during the progress of the reaction, whereby they are gradually reduced in fineness.

**Apparatus for Forming Medicinal Tablets.**

This apparatus, the invention of Henry E. Whitaker and James McDonald, assignors to Parke, Davis & Co., Detroit,



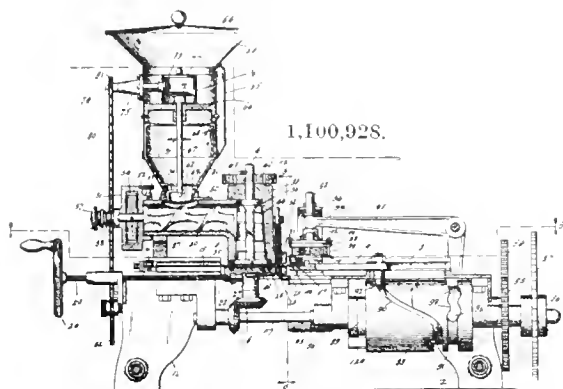
1,102,374.

Mich. (Patent No. 1,102,374), consists of a mould plate having a series of mould cavities therein, a roll extending transversely

of the mould plate for depositing a uniform layer of material over the latter, a blade, and means for operating said blade to scrape and knead the material into the mould cavities. When the material is deposited on the plate it is carried by a pair of oppositely rotating members across the bed of the plate and pressed and scraped into the mould cavities, suitable means being provided for removing the surplus material accumulated by scrapers. An ejector disengages the moulded tablets from the mould plates.

**Tablet Making Machine.**

This medicinal tablet making machine is the invention of Louis P. Tenca, assignor to Eli Lilly & Co., Indianapolis, Ind. (Patent No. 1,100,928). It comprises a plate provided with a hole or group of holes, means for intermittently moving the plate, feeder mechanism which feeds material to said holes



1,100,928.

during alternate periods of rest of the tablet plate, and a discharge mechanism for ejecting the tablets from the holes during the other alternate periods of rest of the tablet plate, this mechanism consisting of a plunger movable transversely to the tablet plate and provided with a pin which extends into each hole in the plate upon movement of the plunger. A stripper plate, spring-mounted on the plunger, is provided with a hole for each pin of the plunger, the face of the stripper plate toward the tablet plate normally being closer thereto than are the ends of the pin or pins, and means for reciprocating the plunger a plurality of times at each discharge period of rest of the tablet plate. The feeder mechanism comprises a rotatable spatula close to the tablet plate and operative only when the hole or holes are in position to receive material from the spatula.

**PATENTS.**

**Granted June 23, 1914.**

- 1,100,720—Paul Ehrlich and Alfred Bertheim, assignors to Farbwerke vorm. Meister Lucius & Bruning, Höchst-on-the-Main, Germany. Polyarseno compounds and process of making same.
- 1,100,730—Max Hamel, Treptow, assignor to Nitritfabrik Aktiengesellschaft, Copenick, near Berlin, Germany. Process for the preparation of gallic acid.
- 1,100,734—Robert D. Hughes, Lynchburg, Va. Bottle protecting device.
- 1,100,741—Emil Jagenberg, Dusseldorf, Germany. Label gumming and attaching machine.
- 1,100,751—Carl O. Lindstrom, Chicago, Ill. Disinfecting or perfuming apparatus.
- 1,100,818—Robert O. Boardman, assignor of one-half to Martin H. Dykstra, Grand Rapids, Mich. Bottle cap remover.
- 1,100,843—John E. Red, Wortham, Texas. Non-refillable bottle.
- 1,100,909—Hyman Presnick, Brooklyn, and Samuel Youngerman, New York, N. Y. Self-locking bottle holder.
- 1,100,928—Louis P. Tenca, assignor to Eli Lilly & Co., Indianapolis, Ind. Tablet making machine.
- 1,100,933—Helen J. Weed, Buffalo, N. Y. Bottle cap lifter.
- 1,100,935—Ross E. Yerby, New York, N. Y. Bottle closure device.
- 1,100,944—Jacob Benario, Frankfurt-on-the-Main, Germany. Adhesive plaster.
- 1,100,998—Max C. Traub, Basel, Switzerland, assignor to the firm of McKesson and Robbins, New York, N. Y. Process of manufacturing alkyl ethers of morphine.
- 1,101,003—Fritz F. Zuckerswerdt, Imlenau, Germany, assignor to Linus B. Kauffman, Columbus, Ohio. Thermometer.

- 1,114—A. W. Taylor, Chicago, Ill. Apparatus for the herbariums.
- 1,114,284—S. Orswell, Jr., and Charles J. Strosacker, assignors to Midland Chemical Co., Midland, Mich. Method of producing a germ.
- 1,114,750—Simon de Haan, Kraton, Java. Manufacture of cane sugar.
- 1,114,810—Ernst Zischer, assignor to Chemische Fabrik Griesheim-Heimbach, Frankfurt-on-the-Main, Germany. Process of making the salts of 2,3-dioxynaphthole acid.
- 1,114,811—August Kemper, Milwaukee, Wis. Bottle holder.
- 1,114,812—Paul W. H. assignor to Chinoim gyogyszer es vegyeszeti es vegyertanok irod. Dr. Keresztesy es Dr. Wolf, Ujpest, Austria. Process for the manufacture of aliphatic alkyl sulphates.
- 1,114,813—Walter F. Kummerich, Mulheim-on-the-Rhine, Germany. Sulphur oxidizing agents.

#### Granted June 30, 1914.

- 1,101,727—Thomas Roberts, Bolton, England. Means for taking samples of powdered substances or liquids.
- 1,101,730—William A. Shephard, Waukesha, Wis. Liquid mixing and dosing apparatus.
- 1,101,731—Clyde C. Beards, Terre Haute, Ind. Bottle closure.
- 1,101,732—Paul Fischer, Berlin, Germany, assignor to Synthetic Products Co., Inc., New York, N. Y. Salts of high molecular weight containing arsenic and a halogen.
- 1,101,733—Paul Fischer, Berlin, Germany, assignor to Synthetic Products Co., Inc., New York, N. Y. Iron salts of high molecular weight acids containing arsenic and a halogen.
- 1,101,744—Joseph V. Trems, Newark, N. J. Bottle feeding device for bottle capping machines.
- 1,101,754—Georg Merling, Otto Chrzescinski, and Ilugo Kohler, assignors to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Beta-acetylalkylene-tetraalkyldiamins.
- 1,101,772—Frank S. Young, Newark, N. J. Process of manufacturing magnesium carbonate from magnesium limestone.
- 1,101,954—Loren A. Whiting and Genio S. Parker, Hartford, Conn. Non-refillable bottle.
- 1,101,965—William Sanger, Orange, N. J. Method of making substitutes for cork.
- 1,102,086—Crocker H. Sanford, Baltimore, Md. Menthol inhaler and pencil.
- 1,102,120—Bernhard Benedix, Hamburg, Germany. Fatty saponaceous product and method of manufacturing same.
- 1,102,223—Frederick N. Bowne and Daniel I. Hawkins, New York, N. Y. Non-refillable bottle.

#### Granted July 7, 1914.

- 1,102,296—James S. Porter, Buffalo, N. Y. Bottle stopper.
- 1,102,349—Milton Murray, Williams Wharf, Va. Non-refillable bottle.
- 1,102,374—Henry E. Whitaker and James M. MacDonald, assignors to Parke, Davis & Co., Detroit, Mich. Apparatus for forming medicinal tablets.
- 1,102,447—John E. Green, Boston, Mass. Bottle stopper remover.
- 1,102,539—John H. Nield, Hackensack, N. J., assignor to General Chemical Company, New York, N. Y. Process of producing hydrochloric acid.
- 1,102,560—Samuel S. Williamson, Philadelphia, Pa. Non-refillable bottle.
- 1,102,670—Hermann von Keler and Anton Weindel, assignors, by mesne assignments, to General Chemical Co., New York, N. Y. Process for producing sulphuric acid anhydride according to the contact process.
- 1,102,699—Oscar Sondhelm and Harry M. Veit, assignors to Carl Bomerisler, New York, N. Y. Bottle stopper.
- 1,102,827—August Vagt, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Process of producing sulfonic acids.
- 1,102,832—Earl Porter Wetmore, Toledo, Ohio. Labeling machine.
- 1,102,945—Eviene Gibaudan, Chateau de-la-Coupe, near Narbonne, and Alphonse Jean Frager, Paris, France. Alcometer.
- 1,102,911—Christian Hansen, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Process of producing sulphur and sulphates.
- 1,103,077—David M. Sherman and Charles P. Kleebauer, assignors to the Kleeboe Company, Inc., New York, N. Y. Non-refillable bottle.

#### Granted July 14, 1914.

- 1,103,111—Frederick Wichter, assignor to Parke, Davis & Co., Detroit, Mich. Ampul holder.
- 1,103,259—John J. Buckley, Boston, Mass. Fly paper holder.
- 1,103,344—Vincent Capobianco, New York, N. Y. Non-refillable bottle.
- 1,103,371—Charles F. Myre and Joseph P. Hebert, Chippewa Falls, Wis. Aseptic thermometer holder.
- 1,103,515—Sylvester B. Husch and George S. Husch, New York, N. Y. Toothbrush.
- 1,103,600—Herbert N. McCoy, Chicago, Ill. Method of treating radio-active barium compounds.
- 1,103,658—Humbert Cantoni, Jean Chautems and Emile Degrange, assignors to Cantoni Chautems et Compagnie and Emile Degrange, Geneva, Switzerland. Manufacture of cream of tartar.
- 1,103,675—Jeremiah C. Lautenbacher and Albert Geary, Schuylkill Haven, Pa. Non-refillable bottle.
- 1,103,684—Elihu R. Pettit, Philadelphia, Pa. Atomizer.
- 1,103,692—Louis F. Seames, Buffalo, N. Y. Bottle stopper.
- 1,103,731—Owen Granville Ashley, Tolchester Beach, Md. Bottle opener.
- 1,103,737—Frank M. Budlong, assignor of one-third to John M. Curragh, San Jose, Cal. Closure for bottles, jars, etc.
- 1,103,752—Paul G. Fuegmann and Friedrich Herman Hummel, West New York, N. J. Sanitary bottle.
- 1,103,879—Edward F. Hoffman, Glandorf, Ohio. Toothbrush.

#### NEW INCORPORATIONS.

- The Hersey Drug & Mercantile Co., Grand Rapids, Mich., name changed to Hersey Drug Co.
- The Asenthol Company, Fort Wayne, Ind.; capital stock, \$10,000; directors, H. H. Rogers, M. A. Rogers and Henry G. Hogan; purpose, to deal in medicines and drugs.
- Eridanca Company, Brooklyn, N. Y.; capital, \$10,000; drugs; B. Mauro, A. Foye and C. Mule, Brooklyn.
- The Northwest Drug Co., Portland, Ore.; capital, \$35,000; incorporated by Cecil H. Bauer, Leland L. Smith and A. M. Schweitzer to do a wholesale and retail drug business in Portland.
- H. J. Mapp & Co., Chicago; capital stock, \$2000; to manufacture and deal in drugs, medicines, etc.; J. L. Mitchell, A. A. Cowin and H. J. Mann.
- Kenwood Drug Co., Springfield, Ill.; \$5000; retail drugs; George W. Bowen, Ora Dawson and Amel Wexter.
- Martin McDermott estate, Cohoes, N. Y.; incorporated to manufacture and deal in drugs, sundries, pharmaceutical, medicinal, chemical preparations, and electrical and medicinal, surgical and scientific apparatus; capital, \$5000; directors, Sarah A. O'Riley, Margaret A. and Sylvester E. McDermott, all of Cohoes.
- CACHE Valley Drug Co., Logan, Utah; capital, \$10,000; president, Mrs. W. L. Hendrickson; vice-president, Reid Shamhart; other stockholders, John A. Hendrickson, George Taysum, L. D. Naishitt, W. W. Hall, J. E. Wilson, Jr., E. J. Broberg, John Christensen.
- McCarthy Drug Co., Milwaukee, Wis.; capital, \$10,000; incorporators, C. L. J. E. and Margaret McCarthy.
- National Tonic Co., Biddford, Me.; capital, \$49,000; to make and deal in tonics; President, J. A. Lacharge, and treasurer, V. Beaudette, Jr.
- Elberbe Drug Co., Florence, S. C.; increased capital stock from \$3000 to \$8000.
- Peerless Drug Co., Cleveland, Ohio; increase in stock from \$25,000 to \$50,000.
- Monney Drug Co., Ltd., Alberta, Can.; capital, \$20,000.
- Allison Drug Co., Raleigh, N. C.; capital, \$25,000; incorporators, T. B. Allison, Rosalie Allison and S. A. Lynch.
- Pond's Extract Co., Englewood, N. J.; capital, \$750,000; incorporators, Charles A. Corliss, Robert H. Corey.
- Central Pharmacy, Inc., New Bern, N. C.; capital, \$25,000; incorporators, G. A. and J. A. Caton and D. E. Henderson.
- Sanavita Medical Co., Augusta, Me.; capital, \$200,000; president and treasurer, W. F. Peacock, Augusta.
- Davidge Drug Co., Hugo, Tex.; capital, \$10,000; incorporators, I. W. Davidge, R. V. Womack, W. L. Nesbit.

#### RECENT FIRES.

- At Fort Worth, Tex., Castleman's drug store, 3100 Avenue F, Polytechnic Heights; loss, \$5000; partially insured.
- At Ann Arbor, Mich.; Goodyear drug store; loss to building, \$10,000.
- At Kalamazoo, Mich.; Francis Drollet drug store; loss, \$5000.
- At Marion, Ind.; Brady drug store; loss, total.
- At Dundee, Ill.; Wagner Drug Co. and Sinclair drug store, damaged in fire which caused \$125,000 loss.
- At Burlington, Vt., Central drug store, I. H. Rosenberg, proprietor; loss by water to stock, fixtures, etc., \$2500; damage to building, \$1000; covered by insurance.
- At Mulberry, Ark.; Bost Bros. drug store; loss, \$2000.
- At Unionville, Mich.; Lowthian drug store totally destroyed by fire originating in explosion of barrel of alcohol due to ignition from gasoline lamp. Loss \$3000. Mont Lowthian, son of proprietor, died from effects of burns.
- At St. Louis, Mo., entire plant of Luyties Pharmacy Co. destroyed by fire; loss, \$150,000. Plant will be re-equipped.
- At St. Louis, Mo., Mallinckrodt Chemical Co. will immediately replace portion of plant recently destroyed by fire with loss of \$220,000.
- At Philadelphia, Pa., three fires of mysterious origin occurred in manufacturing plant of Smith, Kline & French Co. In the course of an investigation a watchman in the plant was arrested after an altercation with an assistant fire marshal.
- The McGehee Drug Co., McGehee, Ark.; capital, \$5000; L. G. Stephan, president.
- Italian Druggists' Corporation, Inc., Manhattan; capital, \$25,000;

#### Truax, Greene & Co. Fined \$650 for Selling Cocaine.

CHICAGO, July 3.—Truax, Greene & Co., wholesale druggists of this city, have been fined the sum of \$650 after a second trial by jury for selling cocaine without a physician's prescription. The company was charged in 11 instances with having made such sales and Assistant Corporation Counsel Reker asked for the imposition of the maximum penalty which would have meant a fine of \$2200. A self-confessed cocaine user furnished much of the evidence. He testified that he purchased cocaine from the drug house on 11 different occasions and that he wrote his own prescriptions. The witness alleged that it was common knowledge among the cocaine users of Chicago that the drug could be obtained from the firm without a duly authorized prescription. Suit for a fine of \$4000 against Truax, Greene & Co. was filed some time after the imposition of the above fine, the later charge being that the firm had sold cocaine on 20 different occasions without receiving the written order of a duly registered physician. A summons was issued for the appearance of the company's representative before Municipal Judge Newcomer on July 31.

# THE DRUG MARKETS

## ADVANCE IN OPIUM THE FEATURE.

### Marked Decline in Price of Kissanlik Oil of Rose— Salicylic Acid and Salicylates Also Lower.

See pages 27 to 41 for Prices Current.

#### CHANGES SINCE LAST REPORT.

A—Acid, Chrysophanic, True, vial.....oz.	.27	—	.20
D—Acid, Salicylic, 1-lb. cartons.....lb.	.30	—	.30
Bulk .....	.28	—	.33
From Gaultheria, vials.....oz.	.22	—	.30
A—Ammonium Citrate, 1-oz. vials.....oz.	.12	—	.15
D—Balsam Fir, Canada.....lb.	1.45	—	1.55
A—Borax, Refined .....	.053½	—	.08½
D—Buchu Leaves, Short.....lb.	1.60	—	1.70
Powdered .....	1.70	—	1.80
A—Buckthorn Bark .....	.27	—	.32
D—Celery Seed .....	.25	—	.28
A—Chrysarobin .....	.27	—	.29
A—Cobalt, Powdered (Fly Poison).....lb.	.43	—	.48
D—Fennel Seed .....	.14	—	.18
A—Iron Citrate and Ammonia.....lb.	.72	—	.78
D—Manna, Flake, Large.....lb.	.85	—	.95
A—Mullein Flowers, 1-lb. cans.....lb.	1.20	—	1.30
D—Oil Cade .....	.22	—	.28
D—Oil Cottonseed, Yellow and White....gal.	.69	—	.74
D—Oil Orange, Sweet.....lb.	2.40	—	2.50
D—Oil Peppermint, New York.....lb.	3.75	—	4.00
D—Oil Rose, Kissanlik.....oz.	11.00	—	12.00
D—Oil Salad, Union Oil Co.....gal.	.70	—	.75
D—Oil Spearmint, Pure.....lb.	4.00	—	4.25
A—Opium, Natural .....	7.45	—	7.60
Granulated .....	8.65	—	8.75
U.S.P. Powdered .....	8.55	—	8.65
A—Rose Leaves, Red.....lb.	2.25	—	2.50
D—Saffron, American (Safflower).....lb.	.60	—	.70
D—Saw Palmetto Berries.....lb.	.18	—	.20
A—Silver Nitrate, Crystals.....oz.	.46	—	.49
Fused Cones .....	.59	—	.61
Stick (Lunar Caustic).....oz.	.51	—	.54
D—Sodium Salicylate .....	.32	—	.37
D—Sugar of Milk, Powdered, 1-lb. cartons..lb.	.18	—	.22
A—Tragacanth, Aleppo, Extra.....lb.	1.35	—	1.40
No. 1 .....	1.15	—	1.25
Powdered .....	1.25	—	1.35

NOTE—A, advanced; D, declined; C, correction; N, new.

**N**EW YORK, July 23.—The consuming demand for drugs and chemicals, as is usual at this time of the year, has been of rather light proportions during the past fortnight, buying being mostly restricted to orders for goods to supply immediate needs. The feature of the month has been the sharp advance in the quotations on opium, due to cables from abroad that holders were refusing to offer, and that the outlook was unfavorable to the growing crop, owing to excessive rainfalls in the growing districts. Quinine is in light demand with prices unchanged. Citric acid is still obtainable at last month's quotations, although a scarcity is reported in some quarters. A revision in the prices of citrate salts, however, shows higher values. A revision of quotations also shows a lower range for all of the essential and other oils listed above, the most notable decline being that for oil of rose, Kissanlik, the lowest point reached since the beginning of the Balkan troubles. Cod liver oil is moving slowly, but the market remains apparently steady. Red rose leaves are higher. Balsam of fir (Canadian) is slightly lower, and a decline is noted for short buchu leaves. American saffron (safflower) is in better supply and easier. Tragacanth is meeting with a fair demand and higher prices are asked for all grades. Silver nitrate is offered at a slight reduction from previous quotations. Salicylic acid and the various salicylates are also lower.

**OPIUM**—The advance in quotations on this drug furnishes the principal feature of the month's price changes, and is due primarily to the adverse crop reports received from producing districts, the heavy rains causing great losses to growers, who are also reported to be harassed by outlaws in some of the

growing regions formerly under the control of the Turkish Government. Present quotations in this market range from \$7.45@ \$7.60 per pound for natural; \$8.65@ \$8.75 for granulated, and \$8.55@ \$8.65 for U.S.P. powdered.

**QUININE**—Is in light demand, with prices unchanged at 26c. per ounce in 100-ounce tins.

**COD LIVER OIL**—Norwegian remains quiet and steady, dealers asking 80c.@ 90c. per gallon, and \$20@ \$23 per barrel. The fishing season is practically over.

**BALSAM FIR**—Canadian is slightly lower, jobbers asking \$1.45@ \$1.55 per pound. At the same time offerings from primary sources are reported to be light. Letter advices from Canada state that conditions are such that higher prices are looked for at an early date.

**BUCHU LEAVES**—While the short variety is meeting with a fair inquiry, the revision of prices shows a lower range, \$1.60@ \$1.70 per pound being asked for whole, and \$1.70@ \$1.80 for powdered. Reports from abroad indicate that the market there is advancing and above the local market here.

**BUCKTHORN BARK**—Is scarce both here and abroad, with only small parcels available. Jobbers quote 27c.@ 32c. per pound.

**CELERY SEED**—Has been reduced to 25c.@ 28c. per pound in consequence of reports from abroad relating to new crop. It is stated that this would be of inferior quality and late in coming to market.

**FENNEL SEED**—Is also easier, and is now obtainable at 14c.@ 18c. per pound.

**MANNA**—Large flake is easier, and quotations have been revised to 72c.@ 78c. per pound. Small flake is in diminishing supply and the tendency of the market seems to be upward.

**SAFFRON**—American (safflower) is in plentiful supply with only a moderate demand, jobbers quoting 60c.@ 70c. per pound.

**TRAGACANTH**—Market reports indicate a scarcity of first quality of Aleppo, and jobbing prices have been advanced to \$1.35@ \$1.40 for "extra," and \$1.15@ \$1.25 for "No. 1," while powdered is quoted at \$1.25@ \$1.35 per pound.

**RED ROSE LEAVES**—Are in small supply and dealers have advanced quotations to \$2.25@ \$2.50 per pound.

**SAW PALMETTO BERRIES**—Continue to arrive from Florida and are in plentiful supply, with quotations reduced to 18c.@ 20c. per pound.

**SUGAR OF MILK**—A reduction in quotations on 1-lb. cartons is noted, 18c.@ 22c. per pound being asked, the market otherwise being featureless.

**OIL ORANGE**—Sweet is still receding in value in sympathy with the lower range for lemon oil, quotations ranging from \$2.40@ \$2.50 per pound. No quotable changes are reported for the other Messina essences.

**OIL PEPPERMINT**—Reports from producing centers indicate a large crop of mint and a heavy yield of oil, the news of which has not been without effect on quotations. New York grade has been reduced to \$3.75@ \$4 per pound. Old crop goods are reported in scant supply.

**OIL SPEARMINT**—The present crop is reported to be above the average, with plentiful supplies in sight. As a result, prices have declined to \$4@ \$4.25 per pound.

**OIL ROSE**—A marked reduction is noted in the quotations for the Kissanlik grade, prices ranging from \$11@ \$12 per ounce. This is the lowest price reached since the conclusion of the Turko-Balkan war. Purchasers are cautioned to examine this product carefully, as much synthetic substitute for true rose oil is reported by various European authorities.

**SILVER NITRATE**—The recent advance of bar silver in London to 26d per ounce and to 56½¢. per ounce here has not been without effect upon the quotations for salts of this metal, nitrate in crystals being quoted at 46c.@ 49c. per ounce; fused cones, 59c.@ 61c. per ounce, and stick (lunar caustic), 51c.@ 54c. per ounce.

**ACID, SALICYLIC**—Increasing competition between domestic and foreign manufacturers has resulted in a lowering of prices, bulk being quoted at 28c.@ 30c. per pound; in 1-lb. cartons, 30c.@ 36c.; from gaultheria, 1-oz. vials, 22c.@ 30c. per ounce. For the same reason, sodium salicylate has been marked down to 32c.@ 37c. per pound.

## THE ERA COURSE IN PHARMACY

Information for Era Course Students

The Era Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, as intended especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures, it can be completed in a year or less, depending on the experience of the Student; its cost is merely nominal. A complete Prospectus can be had by addressing

Director ERA COURSE IN PHARMACY,  
c/o D. O. Haynes & Co.,  
No. 3 PARK PLACE, NEW YORK.

### A YOUNG MAN FROM CONNECTICUT.

Who Should Be Heard from in the Pharmaceutical World Later On.

AS a human document, speaking vividly and clearly of ambitions, obstacles encountered and conquered, and of a determination that will surely enable its possessor to make his mark in any line of activity he enters, the following letter from Mr. Leslie B. Barrett, of Winsted, Conn., is one that will challenge the admiration and even arouse the envy of all young men and women who read it. We have not seen for some time so clear a record of work directed intelligently toward definite ends, each step denoting progress in the right direction, and all leading toward a praiseworthy goal. Mr. Barrett made a final average of 99 in the ERA Course in Pharmacy, a record which has never been surpassed and very seldom equalled. Now, at the age of 19, he is eagerly awaiting the beginning of his next stage in educational advancement. Mr. Barrett writes:



L. B. BARRETT

"I was born at Winsted in 1895, and was graduated from the grammar school in 1909. The path that led me to study chemistry is indeed a peculiar one. Immediately after my graduation I became interested in embalming, and notwithstanding my young age, spent much of my time with the secretary of the Connecticut State Board of Examiners of Embalmers, who conducts business in our town. Shortly after becoming engaged in that line, I came into possession of some standard works on sanitation, disinfection, and the manufacture of embalming fluids. These volumes involved more or less chemistry, and gradually I developed a strong desire to study the subject in detail. As I had much time to myself, I entered the Gilbert School, of this place, a school of high standing among institutions of the State, entrance being gained by a thorough examination. Along with the regular high school studies, I spent much time in special instruction in biology, physiology, and chemistry, which covered lectures and laboratory work. Along these lines I always seemed to attain excellent standing, and so I continued through three years of Gilbert School work.

"Early in the Spring of 1913 I decided to pursue a course in pharmaceutical chemistry and made all arrangements to enter college last September. However, I was disappointed in this case, and was compelled to postpone my plans for one year.

"My attention was then called to the ERA Course in Pharmacy through an ad. in THE PHARMACEUTICAL ERA, handed to me by a pharmacist. I was advised to enter the course, and promptly decided to do so, matriculating last September, an event that I have never regretted, but with which I am highly pleased. I do not believe, however, that the ERA Course or any other course will benefit one who merely glances at the lectures in an indifferent manner, but if anyone will study the lectures and take an interest in them, following up the points not clearly understood, that person will gain unlimited knowledge. As for myself, I am highly pleased and cannot praise the Course well enough. After I enrolled I was fortunate enough to obtain a place in a pharmacy, where I might gain

practical knowledge together with the lectures. I studied each lecture with enthusiasm, and believe the ERA Course is a medium that will broaden one's mind and thought along pharmaceutical lines.

"I have already matriculated in the department of pharmaceutical chemistry of the Medico-Chirurgical College of Philadelphia and expect to begin my studies there in September. My greatest ambition is to some day be graduated from the above institution, and gain knowledge sufficient to hold a position in some laboratory of chemistry, and be of service to mankind. I will surely inform the ERA Course of my standing in the future, and think that through it I have built a strong platform, upon which to take up higher studies."

### Useful When Preparing for Examination.

"I feel that I have been greatly benefited by pursuing your Course, and I think it is a good thing for anyone preparing for an examination in pharmacy."—OLIVER J. LAWYER, Physician and Surgeon, Tribbey, Okla.

### From Soda Clerk to Manager.

"I want to say that I have derived a world of good from the lectures of the ERA Course in Pharmacy. I had to start work when I was 14 years old. I started to work in a drug store four years ago as soda and errand boy. I studied very hard, as I could not afford to take a college course. I worked in a drug store in Denver for about two and a half years, and am at present manager of the City Drug Store of Elbert, having been so for one and a half years. I took up the Course after I took this position, and I would advise anybody who cares to better his standing in pharmacy to take the ERA Course."—CHAS. E. WOOD, Elbert, Colo.

### Matriculation Graduates to July 18, 1914. Graduating Number. Average.

7555—Henry G. Becker, Pekin, Ill.....	94
7972—Leslie B. Barrett, Winsted, Conn.....	99
7975—Chas. E. Wood, Elbert, Col.....	89
8017—Arnold M. Siciliano, Lynn, Mass.....	97
8171—Oliver J. Lawyer, Tribbey, Okla.....	96

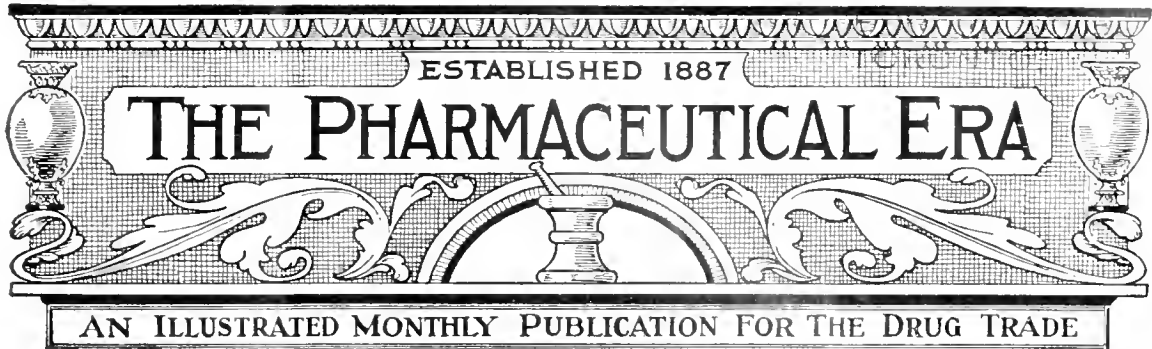
### Sponges Not Dutiable Unless Chemically Bleached.

The status of sponges under the new tariff law taken directly from the sea appears to be settled in a decision handed down on July 9 by the Board of United States General Appraisers in the test protest case of Leousi, Clomney & Co. of this city. The sponges in question were taken in the Mediterranean Sea, and on arrival here were returned for duty by the Collector at 15 per cent. ad valorem as bleached or advanced under Paragraph 68.

The importers, through counsel, asserted that the sponges are not bleached or advanced by chemical process and should be admitted at only 10 per cent. At the trial Pantale Vares, a sponge diver, testified as to the method of obtaining the sponges, and described their treatment on board the vessels after taking them from the water. It was shown that the treatment includes the stamping of the feet of the crew on the sponges to beat out the animal matter and thus hasten the "death" of the sponges. Such chemical treatment as is given is for the obliterating of the coloring of the root so as to make the sponge more pleasing to the eye, as well as salable. The board held that the testimony overwhelmingly sustains the contention that the sponges have not been treated in a manner calling for the imposition of the 15 per cent. duty.

### Embarrassed Wholesale Firm and Creditors Agree.

BOSTON, July 10.—The H. & J. Brewer Co., wholesale druggists of Springfield, Mass., has had its agreement with its creditors confirmed by Judge James M. Morton, Jr., of the U.S. District Court. The offer, which has been accepted by most of the creditors and represented about \$55,000 of unsecured claims, was for 75 cents on the dollar. The bankruptcy proceedings have been arrested and the title remains with the company. The receiver has disposed of the retail business, including the store in Springfield and the two stores in Waterbury, Conn. The wholesale business will be continued under the management of Edwin O. Hapgood, president, and Samuel S. Pease, treasurer.



# THE PHARMACEUTICAL ERA.

PUBLISHED ON THE FIRST OF EACH MONTH.

**D. O. HAYNES & Co.** . . . *Publishers*

NO. 3 PARK PLACE, NEW YORK

Telephone, 7646 Barclay.

Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico, the Philippines and Mexico.....	\$1.00 a year
To Canada, postpaid.....	1.50 a year
To Foreign Countries in Postal Union.....	2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.  
REMIT by P.O. or Express Order or New York Draft payable  
to order of D. O. Haynes & Co. Add 10 cents for collection charges  
if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New  
York, by D. O. Haynes & Co., a corporation: President and treasur-  
er, D. O. Haynes; vice-president, E. J. Kennedy; secretary,  
N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

Entered at the New York Post-Office as Second-class Matter.  
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## Table of Contents.

### READING SECTION.

<b>EDITORIAL AND PHARMACEUTICAL</b> .....Pages	402-424
Editorials .....	402-406
Giving Customers What They Want.....	406
Drug and Chemical Markets Hardest Hit by War..	407-410
Making the Right Use of Windows.....	410
Tablet-Making Twenty-Five Years Ago.....	410-411
New Remedies .....	411
Papers Presented to the British Pharmaceutical Conference .....	412-413
Prominent Pharmacists Who Greeted A.Ph.A.....	413
Business Science in Pharmacy.....	414-415
Selected Formulas .....	416
Foreign Abstracts .....	417-418
Question Box .....	419-420
Women in Pharmacy.....	421-422
<b>NEWS SECTION</b> .....	Pages 423-438
Mostly Personal .....	423-425
Obituaries .....	425
Associations .....	426-433
Schools and Colleges.....	434-435
Board Examinations .....	435-436
<b>TRADE SECTION</b> .....	Pages 437-448
Price Maintenance, J. W. Morrisson.....	437-438
Legal Decisions .....	438-439
Patents and Trade-marks.....	443-444
Market Reports .....	445-447
Era Course in Pharmacy.....	448

### OPPORTUNITY FOR AMERICA.

AUTHENTIC information regarding the develop-  
ments in the European war is at present too meagre  
to form a sound basis for prediction, either as to  
the duration or outcome of the struggle. The latest  
news, though censored to emasculation, would seem  
to indicate that the war will not be a mere 60- or  
90-day campaign, but will rather be a long, drawn-  
out, bitterly contested struggle for the balance of  
power in European affairs. And while we sympa-  
thize with all in general and none in particular,  
while we deplore the carnage and ruin that are  
inevitable, we cannot overlook the fact that the  
economic situation produced by the war affords the  
United States the greatest opportunity for com-  
mercial advancement and prosperity that it has  
had in this generation.

Those who have decried the tariff revision of the  
present administration, through a belief that a high  
tariff was the surest protection to American indus-  
tries, are confronted by a situation that the highest  
tariff could not have as effectually produced—a  
situation where the importation of practically all  
European products is prevented by the circum-  
stances surrounding the present hostilities. Not  
only that, but the productiveness of all Europe, at  
least so far as manufactures are concerned, cannot  
but suffer a setback that will take not months, but  
years to overcome.

To the United States, then, will fall the task of  
supplying all Europe with far more merchandise  
than ever before, and our great home markets must  
rely almost entirely on domestic manufactures.  
This will inevitably usher in one of the greatest,  
if not the greatest, eras of prosperity this nation  
has ever enjoyed. The opportunity for advance-  
ment thus offered is open not only to established  
trades and manufacturers, but should be the in-  
centive for the establishment of many lines of in-  
dustry that hitherto have been confined almost  
entirely to Europe.

The drug and chemical industries furnish a re-  
markable example of what might be done along  
these lines. Eighty per cent. of the aniline dyes  
used in the cotton, linen, and woolen industries of  
America comes from Germany. The dyes are  
manufactured from coal-tar by-products of the  
illuminating gas plants. In this country the by-  
products of our gas plants are practically wasted.

Is there anyone so ultra-Continental in thought as to believe that it is not possible for America to furnish from her coal-tar by-products enough dye to supply domestic manufacturers? Can we not utilize the same sources for the production of carbolic acid, and the host of other drugs of similar origin, and thus be independent of European markets to an appreciable extent?

During the past three years our imports of potash and potash salts from Germany have increased from \$7,000,000 to over \$10,000,000, yet we have sufficient clay and feldspar rock in America to manufacture and supply the entire demand from our soap, glass, fertilizer, and other industries using this chemical. These are but two of scores of examples that might be cited along this line. The war, deplorable and terrifying as it is, has given us this opportunity to increase the economic prosperity of America. And if we let the opportunity pass by, we are deserving of scant sympathy when we complain of the business depression, real or psychological, which occasionally forces its unwelcome attentions upon us.

#### WHERE DRUGS COME FROM.

In following the history of the present European war one can take it for granted that the geography of the countries in the contest will become better known to the average citizen. With the knowledge of geography there follows in its train the acquisition of certain facts which deal with economies in the line of natural and manufactured products, domestic and foreign commerce, individual and national wealth, in short, all of the factors which have a bearing upon the world at large, and more particularly, in the relation that one nation stands in toward another.

In its connection with the drug trade, the present seat of war has much to interest the student of pharmacy. The southern part of Belgium, nearly the whole of Germany, and many parts of France contain the richest land in the world, veritable gardens, where have developed for ages the highest exemplification of the agriculturist's art. From these regions have come many of the plants included in the materia medica and popularly known as "botanical drugs." War waged in a country where every foot of ground is tilled with the highest skill will mean an unusual waste, and the destruction likely to be wrought will involve the loss for many years, if not for all time, of the products which have made such districts famous. Digitalis, belladonna, buckthorn, colchicum, gentian, dandelion, valerian, lavender, anise, coriander, fennel, chamomile, rose, thyme, arnica, and many other drugs might be named as either originating in Central Europe or reaching the commercial world through the ports of the Mediterranean basin. When these facts are considered in their proper perspective, a fuller realization will be obtained of what the great contest means for the drug trade.

We are sure that the average pharmacist will soon know more of drug geography than he ever did before, and that from this knowledge he will take heart and be ready to take advantage of the

new opportunity for the cultivation of medicinal plants in this country. Of course, it will take years to place this industry upon a paying basis, but with the encouragement of the United States Bureau of Plant Industry, which in its work and investigations has made great systematic advance in studying these conditions, substantial results can rapidly be accomplished.

#### THE WORK OF THE N.A.R.D.

THE extended ramifications of the drug trade are reflected in the series of resolutions epitomizing the work of the National Retail Druggists' Association which appear in our news columns of this issue. The recent meeting of this association was held in Philadelphia, and like most of the gatherings in former years, it was well attended and much interest was exhibited by the delegates present. While the deliberations were lacking in some of the oratorical features that have characterized not a few of the meetings in the past, yet there was displayed a degree of earnestness in the work that speaks well for the future of the association.

As a whole, however, much of the business of the association consisted in affirming or reaffirming the stand taken on issues of which the delegates were well informed and upon which they were practically unanimous in opinion. One resolution which elicited considerable discussion was that which stated that many wholesale dealers and manufacturers were deliberately taking advantage of the grave conditions which confront the American people on account of the European war and were arbitrarily and unnecessarily advancing the prices of essential medicinal commodities. This statement did not go unchallenged, however, and although the resolution was finally adopted, one delegate was brave enough to assert that the substantial wholesalers were as honest as the retailers. The duty of the delegates presenting the resolution was emphasized by Thomas Stoddart, of Buffalo, in his contention that anyone knowing of such a combine to raise prices should bring the facts to the attention of his district attorney.

We have yet to be convinced of any predetermined and deliberate effort on the part of any manufacturer or wholesaler, either alone or in combination with others, to raise arbitrarily the price of drugs and medicines. It is true that manufacturers and jobbers have gone to great lengths to conserve the supplies and to distribute them as widely as possible in cases of actual need, but as yet we have no knowledge of an authentic case where prices have been arbitrarily raised other than for the economic reasons of supply and demand. If such a combination has been made it is the plain duty of those who have the information to make it public through the proper officials.

The growth of the association is reflected in the report that the State association affiliation has been increased from 33 to 35, while the number of local associations has increased from 1,056 to 1,068, a gain of 12. These figures are not phenomenal, but they show a healthy activity and afford considerable encouragement for the active workers. To the



drug trade they also show the direction for better things, a deeper interest, a closer relationship, a broader and more comprehensive brotherhood, but best of all, a united effort on the part of the retail trade to secure the greatest good for the greatest number.

**THE SOUTH AMERICAN FIELD.**

As soon as our American business men are awake to the fact that their foreign competitors are largely being put out of business, not only will many new lines be manufactured here, but new markets supplied with American goods. Among the latter, none seem to offer such advantages as our near neighbors, the South American republics.

The Bureau of Foreign and Domestic Commerce of the Department of Labor has been collecting information on South American markets, and a great amount of valuable data is now available for those interested. A recent Bulletin, No. 85 of the Special Agents Series, takes up the possibilities in the lines of drugs, patent and proprietary medicines, surgical instruments and dental supplies, and contains a wealth of detailed information of the most practical nature for manufacturers and shippers who contemplate entering the South American trade in these products.

The annual imports of drug and chemical products into South America are about \$17,000,000, of which the United States furnish about 10.5 per cent. This country also supplies 35 per cent. of the \$6,000,000 worth of proprietary remedies, soaps, and perfumes imported each year. In the drug and chemical lines it appears that trade has not been so keenly sought as in other branches, as the United States sent into South America, in 1913, over 14.5 per cent. of all imports. The chief competitors in the drug and chemical business are of course Germany, England and France, with Germany far in the lead in most countries. But no prejudice exists against American goods, and reports seem to prove that the chief reason why our houses have not captured more of the trade below Panama is simply because they have not wanted it, or have not been willing to make the concessions needed to win it, which have been granted by all European competitors. The opportunities for business are large. Some of the largest drug importing houses in the world are located in Buenos Aires. In Rio Janeiro there are more than 400 retail drug stores, nearly as many as in North or South Dakota, South Carolina or Oregon. The appearance of American package goods is well liked, and their quality is satisfactory.

There have been some obstacles in the way of increasing business in South America which cannot be laid to the doors of the American business men. First of all, the credit and banking facilities have been poor. Banks in those countries are mostly run on European capital, and exchange is made in London, Paris, or Berlin funds. Again, the time required to reach the South American ports from New York, for instance, is twice as long as it takes to travel from the southern part of Europe. But it is practically certain that in the

near future more direct steamship lines, with improved service, will be in operation between this country and South American ports. As for banking requirements, the National City Bank of New York is awaiting the Government's permission to establish two branches, one in Buenos Aires and another in Rio, while the First National Bank of Chicago wishes to open up in Lima, Peru. These banks will afford commercial service to prospective exporters, and will also adjust misunderstandings for their customers.

Another matter which has stood in the way of a greater growth in American exports has been an unwillingness on the part of some American manufacturers to cater to the wishes of South American customers. They have not seen fit to make the goods wanted in the sizes desired if these differed from their regular lines, and have objected to orders for special packages, labels, etc. Another very important factor is the long credits demanded by customers in Latin America, which often amount to six or eight months, while the American exporter wants his money in 60 or 90 days, or cash on bill of lading. Again, shipping cases have not received proper attention, with the result that goods have often been ruined in transport. This condition can be easily corrected, as European shippers have not allowed their customers to suffer in this respect.

There is every indication that all that is now needed to capture a large part of the rapidly growing South American drug business is ordinary horse sense, a proper consideration of the wishes of the prospective customers, without which no large business can ever be built up, and a utilization of the great mass of valuable data now at hand. Business methods in South America are different from those above the Isthmus, but it will be strange if the United States cannot adapt itself to the demands of this trade, just as European nations have done.

**THE INTERESTS INVOLVED.**

NINE nations are now engaged in the greatest war the world has ever seen. From every field of useful endeavor men have been drawn, and their productive capacities changed into barbarous destructiveness. Manufactures and transportation are pressed into the service of armies and navies, and the normal increase of wealth in the several countries will, for a time, almost cease. It is interesting to give a brief survey of the magnitude of the national wealth possessed by a few of the larger countries in the struggle, and of the volume of trade between each of them and the United States.

No very recent estimates of national wealth are available, but the following figures are sufficiently new to be valuable now.

<i>Country</i>	<i>Estimated Wealth in Billions of Dollars</i>
British Empire (1903).....	108
Germany (1908).....	78
France (1908).....	43
United States (1904).....	108

In foreign trade, the United States does not make such a showing, on account of the enormous demands of our domestic markets. Nevertheless, this country is the only one of the four principal manu-

facturing countries which has a credit balance of trade, due chiefly to the fact that we feed a large part of the world.

	Exports in Millions of Dols.	Imports in Millions of Dols.
Great Britain.....	3,741	3,089
Germany.....	2,754	2,305
France.....	1,588	1,296
United States.....	1,793	2,484

The total commerce of the world, including reports from 75 countries, was \$40,000,000,000 in 1913.

Here are given statistics showing the amount of our foreign trade for 1913 with six of the nations now at war:

Country	Exports to U.S.	Imports from U.S.
Austria-Hungary.....	\$19,000,000	\$23,000,000
Belgium.....	42,000,000	67,000,000
France.....	136,800,000	146,000,000
Germany.....	188,900,000	331,600,000
Russia in Europe.....	27,000,000	25,400,000
United Kingdom.....	295,000,000	597,000,000

The combined tonnage of vessels entering United States ports in 1913 was 37,565,000. Of this, English ships carried 19,696,000 tons, or considerably more than half. France, Belgium and Russia added a tonnage of 1,506,000, while Germany and Austria combined could claim only 5,915,000 tons. Thus the total amount of commercial tonnage bringing cargoes to our ports, and sailing under the colors of the Allies, is more than four times as great as that of Germany and Austria together. As long as Great Britain is "mistress of the seas," the most powerful factor in maintaining our foreign commerce will be active.

#### Wake Up America.

Instead of wasting days in cautious calculation and bootless argument, why doesn't American industry bestir itself and go forth to meet big opportunity in a big way?

Commercial gentlemen who are cautiously drawing into their shells and storing away millions of dollars' worth of goods in warehouses are doing nothing for the nation.

Manufacturers cut off from European supplies which their own workmen could be taught to replace are not serving their country by closing their factories. Why don't they take advantage of the most extraordinary protection the United States ever had to try to fill and hold the place of the foreign product?

We deeply deplore Europe's misfortunes. But they were not of our making. Whatever their causes, they lay upon this nation a positive duty to jump into the breach made by incalculable falling off of Continental industry and commerce. Surely we need not justify ourselves for trying to save the trade of the world from stagnation. If we profit in the effort, so much the better. Why be afraid?

Where is boasted American enterprise? Has it been lulled by prosperity and pampered by tariffs until it can no longer rouse itself when a great chance comes?—*N. Y. Evening World.*

#### Business Boom in U.S.

Now is our chance to benefit ourselves by helping humanity, writes Libbert Hubbard in the *New York American*. In all the history of the United States, commercially, we never had the opportunity that we have today.

Fate has eliminated America's commercial competitors. The world is ours.

I predict that for the next two years we will see a business boom in the United States the equal of which we have never before known. Everyone will make money who works, and all may partake of the prosperity.

In the past two weeks I have spoken at Chautauquas in five different States in the Mississippi Valley. On these occasions I have met a great many farmers, stock raisers and country merchants. I have also recently visited the cities of Chicago, St. Louis, New York, Denver, St. Paul and Minne-

apolis, meeting in each place bankers, merchants and manufacturers.

My prediction of a business boom, however, is founded on something more than the general feeling which I saw manifest.

## Giving Customers What They Want.

By H. U. BOLLES.

President of the Weatherhead Drug Co., Cincinnati, Ohio.

"ESTABLISHED in 1848," is the legend which is borne by the advertising matter and stationery of the Weatherhead Drug Co., of Cincinnati, which, in fact, was founded at that rather remote date by Dr. R. H. Weatherhead, who is still interested in the company. It is now actively handled, however, by H. U. Bolles, president of the concern, who keeps the two stores now operated by the company, at Sixth and Vine and Sixth and Walnut streets, respectively, going at top speed, with great success.

"Working hard and keeping at it all the time are two of the best pointers I know for a druggist to stick to," smiled President Bolles. "That's the way I handle this business, and, as far as I am able to judge by results, it seems to work. Both of our stores—and there's another one coming, by the way, in a very short time—are right in the middle of things, and they are busy all the time, in consequence; and the new one will be in the busy district as well.

"Of course, there are a good many things which go to make for success in the drug business nowadays. To check them off, as far as one can classify them, I should put them about in this order: Advertising, location, merchandise, personnel. That includes, in one way or another, about every factor you can consider as having any bearing on the business, or any business, from any standpoint. Emphasis may be placed on any one or more, if you like; but we prefer to emphasize them all.

"By our advertising we keep the public advised of what we have to sell, and the prices at which we desire to sell it. We advertise regularly, and we try to make our advertising interesting. Moreover, we use our windows to the fullest—they're one of the most valuable features of a good location. For example, our safety-razor blade-sharpening business, which is made conspicuous by keeping a machine running constantly in the window of each store, brings in around \$15 a day—which helps some.

"One thing which I think has gone far toward making the company a success is the fact that my unvarying policy has been to hire good men—and girls—at good salaries. If a man leaves for any reason, I try to replace him with a better one; and, somehow, I generally succeed. All of our employees are impressed with the idea which we try to keep uppermost all the time—that of serving our customers to the best possible advantage; and that has its effect on our business, of course.

"As may be gathered from this, we have a highly efficient force. We have been able to arouse an *esprit du corps* which makes everything go with a snap, because it means that everybody is interested in his work, and does all in his power to see that customers are well handled. It is as if every employee were a partner in the business. A man works about twice as well when he has that spirit, and we all have it in this company.

"Departmentizing the business helps a good deal, and it seems to me that any druggist can do it without much trouble, even if he is the only man in the store. In our case, we have a man to take care of each line of goods, although there is also the manager for each store. But these numerous lines—cigars and tobacco, wines and liquors, patents, toilet articles, candies—are all kept separate, and we have no difficulty in watching them, and keeping track of their movement and the way profits are going on them; which is a highly important thing to do.

"Finally, there is one thing which I think deserves mention, because, like most other merchandising ideas, it can be applied by any member of the trade. Around our stores, and on nearly all of our placards and signs, the old-fashioned suggestion, 'If you don't see what you want, ask for it,' is placed. We mean it, too. We try to keep everything possible in stock, but we make a specialty of sending for goods which customers want and we haven't on hand; and I know that we have made many friends by this, as well as by the other progressive methods I have indicated."

## Drug and Chemical Markets Hardest Hit by War.

*A survey of conditions arising from the European struggle, compiled from numerous interviews with members of New York firms, with statements from several of the larger manufacturers elsewhere.*

WITH importations entirely cut off, German cables cut, Government embargoes placed on shipments of drugs and chemicals from foreign countries, and the already low stocks rapidly dwindling, the drug trade in the United States faces a situation which is not only without a parallel, but which may cause a suspension of some branches of the trade. Temporary though this suspension might be, it is almost inevitable, for it is extremely doubtful whether the machinery for the transportation and distribution of foreign drugs and chemicals can be reorganized before the stocks in this country are exhausted. Estimates are given reluctantly by most dealers, but the opinions seem to indicate that some lines are already depleted, while others may last from three to six months, at the outside.

The declarations of war in Europe came at a time which, judged from the drug dealer's standpoint, was exactly calculated to play greatest havoc in the trade. A prevailing falling market had caused importers to buy in small quantities, resulting in unusually low stocks in many lines. New crops of drugs were awaiting harvest when the call to the front removed thousands of men from the fields. Unless these crops can be gathered by the workers remaining, and by the women and children, there is not the least doubt that the drug shortage will extend through considerably more than one year. And not only may the botanical drugs be lost through failure to harvest them at the proper time, but the contending armies themselves may complete the work of destruction in their manoeuvres across territory which furnishes a considerable proportion of certain staples. To give only one instance, the ground which has been the scene of much heavy fighting in Belgium is the district which grows large amounts of Roman chamomile.

Shipping facilities are still very meager. The German ports will not permit the clearing of German vessels, on account of the risk of capture, and English vessels can, of course, not enter German ports to receive cargoes. Insurance risks are either refused or taken at a maximum rate, and foreign exchange, which for a time was impossible to obtain, is still quoted at far above the normal figures. American ships which might be used to carry supplies across the Atlantic, unfortunately are not to be had. But the lack of a merchant marine of this country must not be blamed for the cessation of imports, as it is doubtful whether supplies could be brought in, even if a merchant navy were in full commission.

### Articles Prohibited from Export.

According to the *English Chemist and Druggist*, Great Britain has prohibited the export, among other articles, of glycerin, niter, carbolic acid, alcohol, iodides, bromides, bismuth and salts, chloroform, cinchona bark, quinine and salts, coca leaves and alkaloids and salts, belladonna and preparations, cresol and all preparations thereof, digitalis and its preparations, ether, nux vomica and its preparations, iodine and its compounds, mercury and its salts and preparations, lysol, morphine and other opium alkaloids, opium, protargol, salicylic acid and salts, and all fine chemicals. Austria-Hungary has prohibited the exportation of sulphur, crude and refined glycerin, acetone, picric acid, etc. Belgium has placed an embargo on several lines, which, however, do not closely affect the drug business, while, as might have been expected, the list of articles whose export is forbidden by Germany is a very long one, and includes, to give only a few items, camphor, potash salts, carbolic acid, benzene, toluene, cresol, barium nitrate, phosphorus, mercury, antimony, surgical dressings, iodides, iodine, iodoform, chloroform, antipyrin, pyramidon, opium and derivatives, paraformaldehyde, quinine and salts, salvarsan, bacteriological apparatus, vaccines and serums, and tar oils. Potassium nitrate is held up by all nations involved.

Since the opening of hostilities a few scattered shipments have come in, consisting of cargoes already afloat when war was declared. Since their arrival no foreign drugs from Europe, Western Asia, or Africa have arrived. The British fleet having now opened the North Atlantic for purposes of commerce,

efforts are being made to recommence trade in British ships through some of the neutral ports, such as Rotterdam, the goods being brought in Dutch bottoms down the Rhine, which flows past most of the German chemical centers. Such a move would depend for its success on whether the German factories were in operation, whether they were engaged in making lines which were not to be turned over entirely to the German Government, and whether the articles wanted were prohibited from export.

Shipments from Eastern Asia and Japan continue to arrive, but the entry of the latter country into the arena has affected the credit relations, and it is now said that Japanese firms are asking for gold payments. Camphor being contraband of war, and under the control of the Japanese government, we may expect to see it held closely, if the exportation is not cut off altogether. Unsettled conditions in the Mediterranean have caused a blockade of shipping in the Suez Canal, the vessels bound north from Asiatic and African ports not caring to risk capture after leaving Port Said.

Hamburg and London, the principal drug markets, belong to the belligerent nations, and the same is true of Trieste.

This brief survey shows the difficulties in the way of drugs reaching the United States. As a result, prices have reached unheard of levels, price lists have been withdrawn, and many contracts have been broken. All quotations now are merely nominal, orders are being refused on all sides, and a number of manufacturing plants have been forced to lay off large numbers of men, or even to suspend altogether. Taken all in all, it may well be doubted if any other line of business has been so severely struck by the war conditions as the drug and chemical branches. Dependent as this country is on Europe for many of its botanical drugs, fine chemicals, and raw materials, the cessation of commerce across the Atlantic means cutting off business at its source.

### Shortage Is General.

A list of articles in which a shortage exists or will soon exist would include nearly all chemicals and drug products. The stopping of shipments from Germany cuts off the great bulk of the synthetic remedies, as well as coal tar, benzene, and carbolic acid, which are needed as raw materials for the American works. Tartrates and tartaric acid have ceased to arrive from France, which also no longer sends out perfumers' materials and essential oils. Oxalic acid, potassium salts, especially the nitrate, iodine, iodides and bromides, opium alkaloids and their synthetic derivatives, cocaine, quinine and salts, mercurials, ergot, henbane, valerian, belladonna, cantharides, digitalis, licorice, gentian, oil of rose, lavender, stramonium, althea, spices, gums, nux vomica, citrus oils and citric acid, coconut oil, rhubarb, anise, myrrh, aloes, buchu, saffron, senna, are all affected. Dyestuffs from Germany are said to amount to only 60 days' supply in this country, and the woolen and cotton manufacturers are at present absolutely dependent upon these colors, as American chemical works do not manufacture them in anything like sufficient quantities. Photographic chemicals are very short, and the impossibility of obtaining supplies of the indispensable hydroquinone has forced several of the moving-picture concerns to close their developing rooms. This chemical is not made in this country, as American manufacturers are unable to compete in price with the Germans. Belgium, the principal seat of hostilities thus far, is also the great rubber market of the world, and importations of foreign refined rubber are seriously interfered with. However, it would be useless to attempt to enumerate here all the articles which have risen in price, since our market report gives full information on the condition of the drug market as we go to press.

### Advances Are Not Speculative.

It is very doubtful whether any considerable part of the rise in prices can be justly attributed to speculation. Wholesalers and importers alike are endeavoring to protect their regular customers; this is their unanimous affirmation. In order to do so, they have been forced to advance quotations, where any are possible, in order to drive off outsiders who might wish to take advantage of conditions. Isolated instances of large lots of chemicals and drugs which are being held for a heavy rise are said to have come to light, but there is every reason to believe that the unprecedented prices are in general

legitimate and inevitable. Stocks on hand are being doled out in a miserly fashion, and there is no tendency for dealers to take advantage of the demand. It is said that Western houses are not so opinionated that much of the Eastern talk about the danger of a general shortage is not altogether trustworthy, and there is a strong feeling in the West that New York firms are creating an atmosphere which will be favorable to themselves. Nothing could be further from the truth. The Eastern houses are right, and all, that their interests and those of their regular customers are inextricably bound up, and any trickery, however slight, would result in ultimate loss. If some of the Western dealers had been privileged to listen, as the ERA representative was, to many telephone conversations between officials of importing and manufacturing firms, and some of their best and oldest customers, they would have been convinced that the alleged state of the market is anything but fictitious.

#### Remedies Proposed.

What are we going to do about it?" is the most important question at present. Many remedies have been proposed to relieve the strain. We must use native drugs; we must use fewer drugs, and in smaller quantities; our factories must begin to manufacture fine chemicals and synthetics; we must—and this is everywhere declared to be one of the most pressing needs—organize a merchant marine; we must depend on those countries whose Transatlantic commerce is not affected.

As for depending, even for a short period, on native drugs, this is considered seriously only by editorial writers in the daily papers. Although the United States produces a number of valuable indigenous drugs, and is taking the lead in drug plant cultivation, there is not a sufficient variety of native drugs to furnish anything like an adequate supply. In the field of alkaloidal plants of the more potent kinds, this is especially true. For many years we shall still be dependent on all parts of the world for our botanical drugs and most of their active principles.

In regard to the use of fewer drugs, and those in smaller quantities, little need be said here. In the first place, such a suggestion is altogether beside the mark, as even if the consumption could immediately be made to proceed at only half its present rate, the day of famine would only be postponed, and the inevitable condition would confront us. In the second place, the question as to whether fewer drugs shall be used is not in the hands of pharmacists, but rests almost entirely with the physicians, and for this reason the question is out of our province.

#### The American Chemical Industry.

The third remedial measure proposed opens up wide possibilities, and at present conditions are too unsettled to make possible any predictions as to what the course of events will be. Nevertheless, we can discuss the question generally, and see the causes operating. The chemical industry of the United States is large, but by no means to be compared with that of several European countries, as England, France and Germany. We are obliged to import enormous quantities of drugs and chemicals and dyes, amounting in 1913 to more than 100 million dollars, while our exports were only a little more than four million. The raw materials come mostly from Germany and England, which send us the bulk of the carbolic acid, salicylic oils, and hydrocarbons from which much of the organic manufacturing starts. The installation of increasing numbers of by-product coke ovens in this country is enabling us to produce ourselves an increasing proportion of these raw materials, but at present the cost of production is greater than the cost of the same materials brought in from abroad. This is due largely to the greater cost of American labor, but also to greater refinements in manufacture. At present, the supply of raw materials of domestic manufacture, not considering the question of price, would not by any means suffice to keep our chemical factories going, even if no attempt were made to increase the number of lines produced. With normal conditions existing on both sides of the Atlantic, the day is probably far off when the same raw products can be produced at the same cost in Europe and America, and this factor must always be considered when estimating the probable value of further investments in chemical plants.

#### Short-Time Investments.

Another expedient suggests itself. Might it not be possible to encourage the manufacture of large lines of fine and bulk chemicals in this country, and put them on the market at prices determined on conditions here, assuring to the manu-

facturer a just profit calculated on the cost of domestic raw materials and with high-priced labor? This question is easily answered by another. Would investors be justified in sinking large amounts of capital in factories which would almost certainly be forced after three years at the latest, to compete again with the much cheaper goods of Germany and England? The outlook is bad for a general development of the American chemical industry just at this time. If it comes, it will not be brought about by conditions arising from the European war, but will ensue in the orderly evolution of American manufactures in general.

#### The Problem of Foreign Patents.

At the same time, a large number of chemicals and synthetic remedies can be made in this country, and present indications are that a number of our manufacturers are taking steps to put out many new lines. At this juncture they are confronted by a host of foreign patents. Is this country to be deprived of the benefits of these manufactured drugs because of patents which it has itself granted? We are not aware of the status of an international patent as affected by the contingency of war, but it may be justly maintained that our Government is free to act in any manner which is demanded to conserve the welfare of its citizens. Actual cancellation of the patents may not be necessary, but at least temporary licenses should be given to allow American factories to use the processes in question. Other contracts are rendered void by war, and a patent is in the nature of a contract, by which a national government agrees to grant the patentee the exclusive right to make or use his invention for a term of years. But in view of this contract, some obligation must also rest on the patentee.

With the difficulty of patents settled in some way or other, there next arises the question of technical skill and equipment for proper manufacturing. This is undoubtedly possessed by our chemists and workmen, at least in embryo. But it will certainly require some years before the enormous handicap of Germany's long traditions and extended practice will be overcome. For more than half a century that country has occupied a most prominent part in the chemical manufactures of the world. The technical organization of her industries is conducted on a principle entirely different from that in vogue in the United States; indeed, it may be said that in general the German plan of control of a large manufacturing establishment by the technically trained men is abhorrent to American manufacturers, who prefer to have "business men" at the head. This practice has contributed largely to the efficiency and success of the German plants, and it may be strongly argued that American capitalists will be forced to adopt the same methods.

On the whole, however, we may expect our own plants to make up for part of the shortage in fine chemicals and synthetics, without bringing about a great swing upward in the chemical industry. That they will be able to supply the entire lack of material caused by the war is scarcely to be thought of, patriotic statements in the lay press to the contrary notwithstanding. Large industries cannot be built up overnight; they cannot even be built up in the period probably to be covered by the European war and the subsequent era of readjustment; and lastly, resumption of normal production abroad will again bring into the home market the full supply of low-priced products.

The crying necessity for a merchant marine belonging to this country is a matter of such general knowledge, and the steps now under way looking toward the building up of an adequate mercantile navy are being so widely discussed that nothing more need be said here.

#### Trade Will Soon Be Resumed.

Trade with England, in all probability, will soon go on as heretofore, making due allowances for the curtailment of manufacture in that country. But in view of the long list of articles prohibited from export, no great relief in the drug situation need be looked for from England. English ships, however, carried in 1913 three times the tonnage of all vessels registered as German, French, Austrian, Russian and Belgian taken together. The unrestricted passage of English vessels in the North Atlantic is thus the greatest factor in the resumption of trade. Moreover, the recent proclamation of King George V of England, prohibiting trading with the enemy, does not apply to branches of German houses located in other countries, and it is hoped that in this way trade may be carried on to some extent. Commerce with Spain, Italy and Portugal will probably not be broken up, unless these nations

are also drawn into the widening vortex of the struggle. The manager of the largest cork manufacturing concern in this country believes that druggists and others will be able to get all the corks they need for an indefinite time, as their shipments are not interfered with, and supply sufficient for more than a year is in hand. With the opening of the Panama Canal, it is quite possible that some drugs formerly purchased from European markets will be brought directly to this country, placing us in an independent position.

#### Substitutes Will be Found.

Meanwhile, the druggist has it in his own hands to help himself in a number of ways. Intelligent substitution, of course with the physician's permission, will frequently enable him to make up for diminished or exhausted stocks. For instance, sodium salts can largely be used for the now unobtainable potassium salts. Some of the simpler synthetics, as acetanilide, can be manufactured "at home," with the simplest apparatus, and at fairly low cost. Quinine can be substituted, while it lasts, for some of the artificial antipyretics, and *vice versa*, according to local stocks.

Conditions are extremely serious, there is no denying the fact. But the market, at first panicky, has now assumed a steadier tone, and buying movements are sane and what might be expected. The war will not last forever, and temporary straits will not ruin us. More goods of every sort will be obtainable, sooner or later, and until that time we must face conditions with a strong heart, and utilize all our great national ingenuity to cover the lack of materials. This is a time when the "substitutor," of the legitimate variety, is the man of the hour.

PARKE, DAVIS & Co., *Detroit, Mich.*

1. From present indications, it would seem that Germany and Austria will be the last to export shipments of their material for two reasons: First, they will probably want to retain for their own consumption all raw material that can possibly be put to home use. Second, in case shipments were attempted by them and the allies secure control of the seas such material would be in danger of seizure. For this reason a very large quantity of crude drugs that should be harvested at the present time, and particularly a full line of potash chemicals, will be seriously affected. If crude drugs are not collected during the present season, of course they will be unattainable for at least a year, and many of the important drugs of our materia medica come from these two countries. Relief to the situation is the possible early resumption of shipments from England, Spain, France, Switzerland, Italy, Russia and the southern European countries not affected by the war. With the opening of shipments from these points a considerable line of crude or heavy and fine chemicals may be available.

2. We do not believe that American manufacturers are in position at present to take care of any considerable part of the fine bulk and chemical products ordinarily obtained from Europe. We doubt if they have the equipment for manufacture and we do not believe they can obtain raw material any more rapidly than the chemicals themselves could be imported, and in view of the fact that practically all of these countries have prohibited the exportation of material of this description, it does not look very bright for the marketing of unlimited supplies in the United States.

3. We are under the impression that under present tariff arrangements, the restrictions in free alcohol use as compared with other countries, and the exceedingly high cost of labor, investments for the manufacture of this line are not justifiable. The uncertainty of the time that war will prevail would scarcely warrant a very large investment in consideration of the fact that at the close of the war the cost of labor in America, as compared with its cost in other countries, would prohibit, in our opinion, a profitable investment.

4. We fancy the general plan with manufacturers will be that when they are unable to procure certain drugs they will simply "short" them on their orders. We are not looking for any general failure of manufacturers because in time many American drugs will naturally supplant the foreign article if the latter is not available.

WM. S. MERRELL CHEMICAL Co., *Cincinnati, Ohio:*

The war situation in Europe emphasizes the opinion expressed with increasing frequency in the past that the time has come when American manufacturers should perfect their arrangements for crude material, controlled in a large measure, heretofore, in the larger trade centers of Europe—to the end that the "splendid isolation," so called, of the United States,

may be made more and more independent under circumstances of which the present conflict is a striking type. We apprehend that in the beginning competitive efforts in this country may not prove altogether satisfactory in the direction of profit, but we will never be able, in our judgment, to open up the larger markets of the world, until we have made it possible to compete on equal terms with European manufacturers. Our impression is that stocks in the hands of jobbing distributors are not as large in variety or amount as would be desirable to meet the conditions with which they are confronted; but the financial ability of the drug trade generally seems to be unaffected, and we do not anticipate an unusual number of commercial disasters, growing out of the European war. The disposition on the part of American manufacturers to take care of their contracts and divide their stock resources in a fair and equitable manner, is a most gratifying incident of the present situation.

Finally, a strong effort should now be made to thoroughly test our many valuable indigenous drugs, in order that we may not be so dependent on the synthetic and patented products of foreign manufacture, as appears to be the situation at present.

E. FOUGERA & Co., INC., *New York:*

The largest importer of proprietary preparations for the drug trade is E. Fougera & Co., of New York, whose business is naturally very much affected by the war in Europe. This company imports some 3500 different articles from France and England, and M. M. Sterling, secretary and treasurer, was asked to give some information as to how the war would affect its trade and how it would be able to take care of its customers. Mr. Sterling stated as follows:

"This is the second time that our firm has had to face a situation which was the outcome of a war between France and Germany. However, in the Franco-Prussian War of 1870, shipping was not interfered with. In fact, the rival navies played practically no part in the war engagements.

"At present the outlook is favorable, for the ocean is being kept clear of vessels hostile to the interests of France and England, but it remains to be seen how soon enough ships will be put into commission to re-establish dependable service for merchandise freight. Another phase of the situation which our private advices indicate is, that the working forces in the factories of England and France are being greatly depleted. This is particularly true in France and will become more so should this most regrettable war be long continued.

"As to our ability to supply our American trade. One of our representatives is now in London and he has also visited Paris. Our intention is to keep him there to look after our interests and he will make frequent trips between the two cities if transportation facilities will permit. Under the circumstances we have been compelled to advance the prices of practically our entire list. This is forced upon us by the scarcity of these goods and the general advances made by the manufacturers because of the rise in raw materials; also because of advanced shipping and insurance rates and the very high rate of exchange at which foreign invoices must be liquidated.

"We are cutting all orders to a certain ratio and if our customers will limit their orders to their immediate needs we expect to be able to supply the demand, if the war is not too long continued. We cannot encourage any speculation or overstocking in the foreign goods which we handle, but we expect to be able to take care of the immediate necessities of our trade if both the wholesalers and the retailers will not attempt to lay in extra stocks.

"It is of course impossible to predict how soon we shall be able to return to normal prices. It is more than probable that the higher prices on these imported products will prevail for quite a period, even if the war should end shortly. The enormous war taxes which these countries will be obliged to meet and the substantial advance in the prices of all raw materials are sure to keep the finished products at a high level for quite a period."

FREDERICK STEARNS & Co., *Detroit, Mich.:*

We feel quite unable to satisfactorily analyse the situation at this time. However, there seems to be a shortage already of imported drugs and chemicals. To offset this the daily press advises that shipments from England of crude drugs, oils, pig tin and other commodities used by the drug trade are being resumed. That it will be difficult, if not impossible, to get certain drugs and chemicals produced in Europe and perhaps other countries, in considerable quantities, seems highly prob-

and that prices are bound to soar. For instance, all of the chemicals used is imported from Germany and England. These have been declared contraband of war and, we understand, cannot be purchased now at any price. It is quite possible that other similar cases will develop which will cause serious embarrassment to some manufacturers.

It is true that fine chemicals have been imported in great quantities, but this would rather indicate that manufacturers in this country are not in a position to supply them in competition with those made abroad. Whether or not they are in a position to supply them at all remains to be seen in the near future. Some chemicals for which there is a large demand are now made in this country on a very large scale and of superior quality. There is a question among manufacturers as to whether it would be profitable to establish expensive plants for the manufacture of chemicals the supply of which has been temporarily cut off. If the war should last but a short time, competition with the foreign product would be re-established to the very possible disadvantage of the American producer.

While we do not view the situation with alarm as yet, the fact cannot be denied that it is likely to prove embarrassing. It shows that we are quite dependent upon Europe for certain supplies that we should manufacture at home.

## Make the Right Use of Windows.

By H. G. SCHMUELLING.

*Prosperous Druggist and Active Business Man, Cincinnati, O.*

"I SUPPOSE there are not a few other men in the business who have done better than I have. But, on the other hand, there are many who have not done quite so well, perhaps, especially as I have been in the business for only six years.

"As far as I can see, it seems to me that success in the drug business is largely a matter of personality, as, in fact, success in most lines is. I believe it was Emerson, or some equally wise philosopher, who said something to the effect that the man who can write a better book, preach a better sermon, or make a better mouse-trap than his fellows can make his home in the wilderness, and the world will make a beaten path to his door.

"Well, that's the idea. That quotation has always impressed me as containing a world of truth, although, at that, I would not advise any druggist who wants to handle any business to place his shop in a wilderness, no matter how competent he may be. The point is, of course, that it is up to a man to show what is in him by the way he does business. The druggist, or any other man, who insists that luck has been against him, or anything of that sort, is merely confessing that there is something lacking in him; because in ninety-nine cases out of a hundred the right man rises above luck and circumstances, and makes good in spite of them.

"And one of the ways of making good in the drug trade, in my opinion, is to make the right use of the windows. I never place drugs in my windows, for one thing, for a very obvious reason. The display of goods is for the purpose of inducing people to buy them; they buy medicines not by reason of any inducement—you couldn't sell a well man a bottle of tonic in a thousand years—but because they have to have them. And when that is the case, they will come in and ask for them.

"Devote your windows, therefore, to goods that people may be induced to buy—photographic goods, say, or stationery, or cutlery, or toilet goods—anything but drugs. And, another thing, don't have things too cheap. I should say that there is more danger in having them too cheap, within certain limits, than of having them too high, although that should be watched, too. My point is that it is just as easy to sell 25-cent goods as 15-cent goods, and correspondingly more profitable.

"After all, though, the druggist must be, above all, a complete man, an all-around man, in order to grow. He must be like a tree, which, without roots, bark, trunk, branches and leaves cannot exist, but which, complete, grows on and on."



H. G. SCHMUELLING

## Tablet Making Twenty-five Years Ago.

By DANIEL M. GROSH, Philadelphia.

TWENTY-FIVE years ago the tablet business was practically in its infancy and had not attained its prominence as the most important product of manufacturing pharmacy. The pill was at its height of popularity and appeared to be so firmly established as a medicinal agent that it seemed unlikely that this time-honored institution, which had been one of the stand-bys of the medical profession for centuries, would be challenged and finally defeated in the race for supremacy. At this period the number of tablets on the market was comparatively small and but few had yet reached the privilege of being coated, they not yet having been adopted by physicians as the most important portion of their dispensing equipment.

Like all innovations in medicine, the adoption of the tablet was rather slow. The pill had been with us so many, many years that it was looked upon as one of the very foundations of pharmacy, being co-existent with the science. The tablet possessed many advantages which soon became apparent, such as minimum of bulk, quick solubility and rapid results. Likewise, many combinations could be had in tablet form that were impracticable otherwise particularly where local effect was desired.

In the early days the great importance of solubility was underestimated, and this essential feature seemed to be the main fact upon which all criticisms or condemnation was based. The advantage of the tablet as a medicinal product was primarily intended to be in the feature of compressing the medicament without the usual substances used in the pill mass; to compress the material so it would be stable; and also the possibility of compressing soluble and crystalline substances and material that could not be made into pills.

It was not until the necessity of producing a tablet that would disintegrate rapidly and produce the same results as the same material in a finely powdered form was recognized and provided for, that the tablet came into its own. The term solubility as applied to tablets outside of those composed of water-soluble substances, indicated power to disintegrate and liberate in a finely subdivided state the ingredients of its composition and the degree of solubility is relative to or influenced by the character of the tablet and its use.

Many condemnatory articles appeared in the pharmaceutical and medical journals and much criticism, evidently inspired, was directed against the compressed tablet. It was apparent that the tablet had come to stay and that in the course of time might even supersede the pill. The pill manufacturers, who had large sums invested in their plant and business, naturally flung down the gage of battle and the conflict waxed long and strong.

Any failure to obtain a desired result brought forth an indiscriminate tirade against tablet medication in general. There is no doubt that in the early days the tablet was open to criticism, as is every other product during its development. The tablets were first made along the same general lines as pills and naturally were at a disadvantage when compared with powders when prompt action was desired, just the same as pills were.

In the early nineties of the past century, the writer had his introduction to this branch of manufacturing pharmacy. A retrospection of conditions as they existed in the laboratory at that period, brings up many interesting facts and incidents and serves to emphasize the remarkable progress made, not only in this branch but the entire profession of pharmaceutical production. The mechanical development in particular of this branch seems to have influenced the whole profession and transformed it into an industry of remarkable proportions and magnitude. Indeed, the rapid advance seems to date from the time the tablet began to take its place in the medical armamentarium.

The compressing machines used at that time were crude and unwieldy as compared with the ingenious pieces of machinery now in use. They were cumbersome and heavy enough to punch half-inch iron, and were a mass of springs of various shapes and utility. The presses intended for compressing the larger-sized tablets contained enough metal to build a brick-making machine. The makes mostly in use at that time were Mulford's Crown, the McFerran and the Shoemaker. These

have all been superseded by new makes and designs to meet the demands of today. Several of the larger pharmaceutical manufacturers designed and built machines for their own use exclusively which were not placed on the market.

The manufacture of pharmaceutical machinery was not then the highly specialized business it is today, such mechanical appliances as were in use being built by general machinists. Indeed, there was little machinery in use at that period, most everything being done by manual labor. Today the use of automatic machines has replaced the human element to a large extent in modern laboratory operations.

It was not until the invention and introduction of the rotary tablet press that any radical departure was made from the plunger-type machine. In fact, this type press still remains the choice of many operators. With the improvements of multiple punches and the elimination of the many springs, the rubber feed tubes and a general refining of the construction, the general design remains the same as 25 years ago. The invention of the automatic pill plant and the vacuum gelatine coater enabled the pill to hold its own for a considerable length of time, and without these two inventions it would have been completely ousted years ago, as these improvements enabled it to compete by reason of cheap production.

Tablets, at that period, sold at a much higher price than at present, and several firms had practically the whole business in their own hands. It was soon found, however, that other firms could produce equally good products at a much lower price, and before some firms recognized this fact and changed their factory operations, they lost considerable business.

Workers in the laboratory in those days had to have the muscles of a stevedore and the physique of a prize fighter to do the work connected with tablet making. Most of the laborious operations are now replaced by machines. There are devices for almost every kind of granulating, mixing, mass-moistening, wet and dry masticating; mills of all kinds for grinding; machine triturators, power sifters and even apparatus for counting and bottling tablets.

There are very few operations now conducted manually. The vacuum dryers now dry out granulations without regard to climatic conditions and possibility of damage. In the early days drying was always a source of anxiety with tablets containing extracts; they were apt to show up mottled or spotted and granulations containing sugar or white goods would discolor, while volatile substances would be evaporated on account of prolonged or over-heating.

In those days we had not the vacuum-made concentrations used exclusively today, and our extracts were of all degrees of strength and efficiency. The only thing certain about them was their uncertainty. If they were all right in strength, it was at the expense of color and appearance; no two lots of an extract were alike in color and it is quite certain that between the two processes of making the extract and making the tablets, the volatile constituents were lost in the shuffle.

About this time the effervescent lithia tablet made its advent and we of the guild had our own troubles in perfecting a tablet to meet the requirements. Every tablet maker had his own pet processes and his own peculiar methods of manipulating, and the various formulas for excipients, diluents, disintegrators, lubricants, etc., were diverse to the extreme. As may be expected, many new ideas and methods of granulating were expounded and given considerable prominence. One in particular suggested the use of emulsion of theobroma for granulating. The formula looked very nice in print and sounded nice in theory, but like many other experimental processes, was totally unsuited and worse than useless when applied practically and commercially.

The same condition applied to other formulas for excipients for granulating; many wonderful concoctions containing almost everything under the sun in the nature of a cohesive and adhesive—glue, glucose, caseine, shellac, Venice turpentine—all of which went the voyage to the discard. Because a starch paste gave good results in certain granulations, some makers used it for everything, with the result that press operators were almost driven frantic by mushy granulations that would not feed or compress.

For disintegrators, some wizard-like combinations of lycopodium, dextrin, corn, potato and rice starches, arrowroot, salep and what not, were advocated by certain experimenters. As previously stated, every maker has his own methods of working

and manipulating and to produce satisfactory work depends not so much on what is used as how it is used.

For my own part, in the quarter century spent at tablet making, for general use I have found nothing better than the simple substances used in the early days. No combination or mixture has given as satisfactory results for disintegrating as a high-grade Irish potato starch. For some years much trouble was experienced in compressing sodium salicylate on account of its sticky nature preventing a smooth and finished tablet. Many experts presented formulas containing glue, syrup, adhesives and solutions of various kinds, but the simple fact that remedied the trouble was not discovered for some time. This consisted in sifting out the fine powder from the granules after grinding.

When a single substance is used for a certain purpose as, for instance, starch for a disintegrator, if any trouble occurs, one knows where to look for it and how to remedy it, but where a combination or mixture of various ingredients is used any one may be the trouble maker and must be found by an elimination process. I think all experienced makers will agree with me on the point that the best results are achieved, not so much by the materials used, as the experience and knowledge of the art—about equal parts inspiration and perspiration.

In the span of my life I have witnessed the birth, infancy, adolescence and maturity of the tablet. I have seen it grow from an experiment to an industry universal in extent, employing many people and involving great sums of money. The tablet was with Peary at the North Pole and Amundsen at the South Pole; with Stanley in Africa and Roosevelt in South America. Wherever civilization makes a stand, the tablet is with the pioneers. It is in the kit of the explorer and with our army and navy on land and sea. Wherever the white man's burden has been taken up, the tablet is with him on the march even though hunger and weakness force him to cast away valuables and equipment.

From the Steppes of Siberia to the jungles of Africa, in every village and city, metropolis and mining camp, the little disc is omnipresent. To the Indian it is "Big Medicine," to the Congo savage it is "Ju-ju-chop." Truly, the romancer could find inspiration for a "best seller" in the wonderful unwritten history of the tablet.

## NEW REMEDIES

*Empyrol* is a colloidal solution of tar, with 50 per cent. of oil of cade.

*Fandorine* tablets contain extracts of dried ovaries, lacteal glands, anemone, piscidia and viburnum. Used in menstrual disturbances.

*Gonoklein*, formerly called Gonotod, contains the extracts of uva ursi, Rheum palmatum, Erythraea centaureum, and Menyanthes trifoliata, kava resin, bismuth subnitrate and oil of juniper.

*Ilum* is the trade name of a very pure creatinin, used in testing the activity of the kidneys.

*Copper-Glycocoll* is used for chancre, as follows: 100 parts of 1 or 2 per cent. copper-glycocoll solution, 3 parts of tragacanth, 5 parts of alcohol; copper-glycocoll, 1 or 2 parts, water 10 parts, glycerol, 40 parts; kaolin, 50 parts; copper-glycocoll, 1 or 2 parts, water 10 parts, glycerol ointment 90 parts.

*Thiorubrol* is an organic colloid containing sulphur, which produces odorless sulphur baths.

### Syrup of Mullein.

Flowers and leaves of mullein.....	5 ounces
White sugar .....	2 pounds
Whites of egg.....	2
Orange-flower water .....	2 fl. ounces
Coloring (vegetable), if desired.	
Boiling water .....	1 quart

Pour the boiling water on the flowers and leaves, and allow to macerate upon a water bath for six hours. Express the fluid and allow to cool. Add the sugar and, when dissolved, the whites of egg, well beaten. Heat to the boiling point, and keep boiling briskly for five or six minutes, then filter through a flannel bag, with a sprinkle of animal charcoal. When cool, add the orange-flower water and any coloring matter.

## Abstracts of Papers Presented to the British Pharmaceutical Conference.

(By the ERA'S London Correspondent.)

The annual meeting of the British Pharmaceutical Conference was held at Clifton, from July 20 to July 24, 1914, under the presidency of F. H. Farr. The number and quality of papers were quite up to the average, and as the conference is no sign of any weakening in the usefulness of its status as a professional organization. There was a large attendance, and the papers and discussions were of a useful and interesting character.

### Presidential Address.

F. H. Farr devoted his presidential address to an account of his recent work on plant products. During the last 25 years a great amount of attention has been devoted to the study of the chemistry of plants and their products, and a great advance has been made in the direction of establishing the relationship existing between allied substances found in the same or different plants, ascertaining their chemical constitution and decomposition products, and thus making practicable a considerable degree of classification, depending on the presence of definite chemical groupings common to the members of certain classes. The physical constants and general reactions of an enormous number of compounds have been recorded, and the existence of these records very considerably facilitates the work of identification of the ultimate products of plant analysis. The president drew attention to the



F. H. FARR.

### Stabilization of Drugs.

That is, the rendering permanent of the easily decomposed natural combinations in which the active constituents of plants occur by the destruction of the ferments which cause deterioration. This process, in Mr. Farr's view, will become an important phase in the pharmaceutical practice of the future; but seeing that our drugs have gained their reputation on the strength of non-stabilized material, it behooves us, he thought, not to be too hasty in altering the whole of our methods, and in any steps to be taken the medical profession should, he suggests, be called on to co-operate by submitting the products to pharmacological test and to clinical practice. At the present time Mr. Farr thinks we might with advantage proceed to stabilize our liquid extracts and concentrated infusions, the proportion of alcohol in most of these preparations being too low to stop the action of any enzyme present. In conclusion, President Farr made a suggestion with reference to the production of the

### British Pharmacopoeia.

Under existing conditions the Pharmacopoeia is produced and revised by the General Medical Council, and although the bulk of the practical work connected with the revision is done by pharmacists who are members of the Pharmaceutical Society and of the British Pharmaceutical Conference, neither the Society nor the conference receives any statutory acknowledgment for this work. Pharmacists, however, have declared their intention to refuse to co-operate in the revision of any future edition unless their assistance is adequately recognized, and consequently something like a deadlock has been reached.

Mr. Farr suggested that a Pharmacopoeial committee, representing both doctors and chemists, should be appointed, and that the funds proceeding from the sale of the Pharmacopoeia should be devoted exclusively to defraying the expenses connected with its production, including the scientific investigations required in that connection.

The following are brief abstracts of some of the more important papers.

### Incompatibility of Strychnine and Nux Vomica.

This paper, by H. Finnmøre and E. Williamson was of no little usefulness to prescribers and dispensers. Very few systematic experiments have been recorded respecting the limits in which strychnine may be dispensed with alkaline substances without precipitation, and the series of investigations conducted by the authors shows that, speaking generally, there

is a great difference between the amount of strychnine hydrochloride that can be administered with alkalis when in solution in water and when in the form of the tincture or the liquid extract of nux vomica. In the first case, should crystallization occur, the alkaloid is deposited in well-defined crystals, which are in some cases fairly large, while with nux vomica preparations, although there is often a deposit, this is usually amorphous and does not appear to be alkaloidal. Of these two the tincture would appear to be the safer, because the alcohol in the latter retards crystallization. The most striking feature of the experiments is the difference in the behavior towards alkalis and strychnine in the form of the solution and that existing in its natural state in admixture or combination with those other ingredients of nux vomica seeds which are extracted with alcohol. It appears that whereas strychnine and alkalis or iodides may become dangerous under varied and indeterminate conditions, when the drug is given in the form of the tincture or liquid extract no precipitation occurs and no danger need be apprehended provided the concentration is not greater than that found under normal conditions of prescribing and dosage. From which it may be concluded that when it is desired to administer strychnine in combination with alkaline substances it is preferable to administer the strychnine in the form of tincture of nux vomica.

### Anesthetic Ether of Commerce.

A communication by H. Finnmøre dealt with a subject which has an important bearing in hospital economics. The ether of the Pharmacopoeia is prepared from rectified spirit, but an inquiry by the author showed that without exception all the large hospitals in London use ether made from industrial methylated spirit, which is about a quarter the price of that made from rectified spirit. It was also found that the higher-priced ether is used only in very small hospitals, or in special hospitals where very few operations are performed, and that the custom of anesthetists in their private practice is to use methylated ether. Mr. Finnmøre undertook an examination of the products of practically all the British makers with a view to ascertaining definitely whether the use of the cheaper article is justified. The results of his experiments show that in the main the samples of methylated ether reached a very fair average of purity, and there appears to be no reason why its use should not be continued.

### Composition of Decolorized Tincture of Iodine.

Hitherto the exact composition of this tincture has been uncertain. The authors of the 1884 "Companion to the United States Pharmacopoeia" mention that nitrogen iodide is liable to be formed, and that it contains "ethyl iodide, ammonium iodide, etc." Remington's "Dispensary" ascribes to it the composition, "A hydro-alcoholic solution of potassium and ammonium iodides, with more or less ammonia and a trace of iodoform," and states that nitrogen iodide is said to be formed. The "National Standard Dispensary" of the U.S.A. states that it is of "no value," an "unnecessary preparation," and "simply a solution of iodides."

W. R. Pratt, who communicated an interesting paper on the subject, finds that during the preparation of the tincture, on addition of the alcoholic solution of iodine to the ammonia, approximately half the iodine is precipitated in the form of nitrogen iodide; the remainder forms ammonium iodide. The nitrogen iodide partly decomposes by the action of light, nitrogen being evolved and more ammonium iodide formed. Hydrolysis of a part of the nitrogen iodide produces ammonium hypoiodite, this being hastened by the alcohol. The ammonium salt thus produced reacts with the alcohol to form a small quantity of iodoform, and also, if the temperature is sufficiently high, produces traces of iodate. The bulk of the hypoiodites, however, decomposes and forms iodide by loss of oxygen. Traces of acetaldehyde and hydroxylamine are also formed. The finished tincture is an alcoholic solution of ammonium iodide, with excess of ammonia, containing about 0.1 per cent. iodoform and in some cases traces of ammonium iodate, hydroxylamine, and acetaldehyde.

### Liquid Extract of Male Fern.

In this paper F. W. Crossley Holland suggested that this nauseous drug should be administered in the form of a jelly of the following formula:



Prominent Pharmacists Who Greeted A. Ph. A. Members in Detroit Last Week.



Visitors and members in attendance at the meeting of the American Pharmaceutical Association last week in Detroit will recognize most of the gentlemen whose features are delineated in the above illustration. They are all actively connected with pharmacy in its various branches, and they know how to entertain. They are reading from the list: O. W. Gerardi, who served as chairman of the entertainment committee; Harry B. Mason, publicity committee; W. A. Hull, membership committee; Charles F. Mann, finance committee; J. H. Webster, transportation committee; Leonard A. Seizer, local secretary; J. H. Hackney, secretary of the Detroit Retail Drugists' Association, and Grant W. Stevens, chairman of the reception committee. In organized team work and general efficiency they have made a record which will be hard to beat.

Liquid extract of male fern..... 90 minims  
 Gelatin ..... 56 grains  
 Glycerin ..... 1 dram  
 Elixir of saccharin..... 5 minims  
 Oil of cinnamon..... 1 1/2 minims  
 Water ..... 265 minims

**The Adulteration of Belladonna Leaves.**

In this paper G. Stafford Allen and Harold Deane stated that although a considerable area of belladonna is cultivated in England, the greater part of the crop is converted into the green extract, the dried herb which is used in making alcoholic extract of belladonna leaves being imported from the Continent at a lower price than it is possible to supply leaves of English origin. During the past 12 months the supply of belladonna has been very short; the price has, accordingly, risen, with the usual consequence that adulteration has been largely practiced—in fact, it has been practically impossible to buy unadulterated belladonna leaves for the past six months. It appears probable that the continuous collection of this plant is rendering it scarce in Austria and Hungary, a fate that has already overtaken it in France and Germany; so, unless Russia or Asia can provide it, there seems a possibility that in the near future the drug trade will have to rely on cultivated crops. The authors stated the results of the examination of the supplies available. No new sophistication was found but the chief diagnostic characters of the substitutes were given. The adulterants which have been found are *Phytolacca decandra*, *Scopolia carnolica*, and *Ailanthus glandulosa*. In some cases some of these plants have been offered either wholly or in admixture for belladonna.

**Estimation of Strychnine in Presence of Brucine.**

D. B. Dott described the modification of a process commonly employed and suggested that the nitric acid should be allowed to react at the ordinary temperature for 20 minutes, higher temperatures being avoided.

**Other Papers.**

In a paper dealing with dried salts, J. C. Umney and R. R. Bennett suggested that a reasonable standard for dried magnesium sulphate would be a product containing not less than 23 per cent. or more than 31 per cent. of water; dried sodium sulphate should contain not more than 5 per cent. of water and dried sodium phosphate not more than 5 per cent. of water.

R. R. Bennett and T. T. Cocking suggested an improved process for the preparation of "liquor opii sedativus." In a paper on "The Rate of Dialysis of Alkaloids in Aqueous

Solution and in the Form of Galenicals," by H. Finmore, it was shown that while a strychnine salt in aqueous solution begins to dialyze at once, the alkaloid in liquid extract of nuxvomica does not do so for two hours or more.

**Practice Section.**

In the practice section there was a lengthy and useful discussion on a suggested code of rules for dealing with abnormal prescriptions. One of the rules was as follows: "In the case of a prescription containing a preparation which is illegible, communicate with the first dispenser, if previously dispensed, or confer with other pharmacists; failing these, endeavor by tactful questioning of the patient to obtain information that may throw light upon the difficulty. If illegible drug or preparation is apparently, from its position in the prescription or for other reasons, subsidiary to more important ingredients, omit altogether and dispense only those preparations which are clear. This should be done with the full knowledge and consent of the patient. Unless the foregoing enable you to solve the difficulty, decline to dispense the prescription."

Another was as follows: "When the dose prescribed is apparently excessive, take into consideration the age, sex and condition of patient, amount of excess, and frequency of dosage. Dispense generally as written all drugs frequently prescribed above the official maximum. If drug is a potent or dangerous one, and you know of no circumstance which would indicate necessity for large dosage, dispense the Pharmacopoeial maximum."

"With regard to the dispensing of proprietary articles the following rule was adopted: When a proprietary article is prepared and found neither in stock nor immediately obtainable, it is not advisable to dispense a similar preparation. In the dispensing of proprietary articles the original label should be removed and the pharmacist's own label, with written directions, be placed upon the original container unless otherwise ordered or there are special circumstances to the contrary."

Two other papers were also read, one on "Business Science" and the other on "The Law as to Dispensing."

E. S. Peck was elected the new president and Scarborough was chosen as the meeting-place for next year.

**Whooping Cough Liniment.**

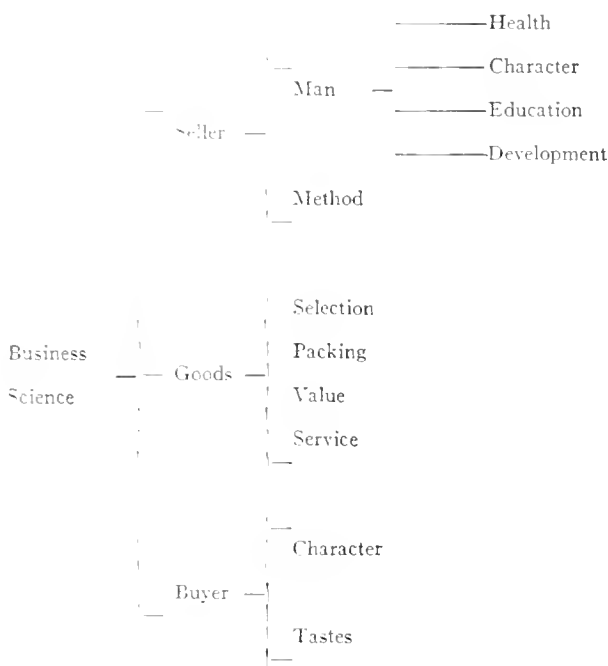
Oil of cloves..... 1/2 ounce  
 Oil of eucalyptus..... 1/2 ounce  
 Oil of amber..... 1 ounce  
 Camphor liniment, enough to make..... 6 ounces

## Business Science in Pharmacy.\*

By T. O. BARLOW, Southsea, England.

EVERY man out for a living has something to sell—brains, skill, time or goods, and there is nothing degrading in selling a commodity, in fact, his education is not complete until he knows how to obtain and hold a market or a customer. The seller must appeal to the purchaser, either by his personality, by advertising or by the exhibition of his goods. He is a professional man, who sells his opinion, but may not be a professional, he depends upon his personality and social intercourse with his clients. The trader uses all three methods, and, further, must give good reason, why a man should deal with him. That his goods will give greater satisfaction, better health, or more pleasure to the possessor, his business policy must be attractive and sound. Every customer is not amenable to one stereotyped argument. He must therefore study the various types and the character of each type. The seller must know how to present his goods to receive favorable attention, how to offer a logical statement in their favor, how to develop his abilities, how to maintain his health, what to avoid. He must understand bookkeeping, the collection of money, the working of systems of storage and stock-keeping, and how to prepare advertisements. These and a great many other matters have been classified by men of large experience.

Business resolves itself into a sale, and a sale divides naturally into three parts—(1) the seller, (2) the goods or commodity, and (3) the buyer. The seller is generally the most active party to the sale, so we will consider him first. As it is human to be attracted or repelled by everyone with whom we come into contact, it is essential that a salesman should discover those attributes that attract, so that he begins without



unnecessary handicap. To do this he must study the subject thoroughly. He will find that a bright, cheerful spirit, an open, trustful, and courageous manner, good, well-made, sensible clothing, a first-rate knowledge of his goods, a logical method of stating their points, clean and orderly surroundings, and a pronounced idea of being of service to the customer will attract most people. All these points belong to an active personality, and if any are missing they must be discovered and cultivated. A little honest self-analysis will reveal the absence of these qualities, and when revealed there is just one plan, and that is to cultivate them.

By study we learned more of pharmacy, and by study shall we know more of the science of salesmanship, that is business.

Business science may present more difficulty because of its human elements, but it is also more entrancing. To recognize a difficulty is to wish to surmount it.

The salesman must know the rudimentary laws of health, the value of exercise, the need of fresh air, good food and recreation, and what is more necessary still is that he acts upon his knowledge. Health is the greatest aid to cheerfulness, courage and cleanliness, and must be taken care of. He must study. The history of his calling, its present position, his goods, their history, value and use are a necessity to the progressive salesman. He must stock his mind with information from as great a variety of sources as possible to increase his ability to appeal to customers of every type. To do this the writings of great men will appeal to him, for though they may give no definite rulings on business matters, they guide the reader to a better understanding of the laws of life. To work in accordance with the laws of life means higher efficiency, therefore greater success. By study, the manner of his conversation will improve in clearness and force.

The last and most important quality laid down is that of service. Service stands for so much—it not only covers the supply, packing and delivery of the goods, but includes the salesman's advice as an expert, guidance in selection, and a description of their advantages and peculiarities. Good service precludes misrepresentation and exorbitant charges. The profit that the seller makes—that is the difference between cost plus working expenses and the price received—should bear a direct ratio to the service rendered. It is a tangible thing, and always commands a rate in proportion to its reliability. Good intelligent service that is reliable will always draw business, more business shows more profit. Good service therefore means greater profit. Two other qualities not already mentioned but which count are earnestness and loyalty; we all know them, and loyalty is about the sweetest thing we meet in our business lives.

The next great success factor is a business policy—what the seller is setting out to sell and how he proposes to sell it. It is essential to lay down some principle or principles to guide him through his career. One or two will suffice to begin with; he can add more as he grows. He must determine what class of goods is likely to be in demand in his particular district, whether the lowest priced or the best possible, whether he will sell just staples, or offer luxuries as well, and which class of people he will appeal to. He must know his position with regard to credit sales, and, having settled upon a policy, adhere to it until there are excellent reasons to change.

We now come to the commodity to be sold, generally "goods," but, whatever it is, the same principles apply.

The selection of the goods should be in accordance with the seller's character and inclinations. One prefers a scientific subject, another country life, another has no patience with anything outside the general run of town life. Whichever it is, it will pay him to follow, because he is more in sympathy with his subject, can speak more earnestly and make a far better appeal to that particular section. Failures occur most frequently amongst those who lack interest in their vocation or the goods they sell.

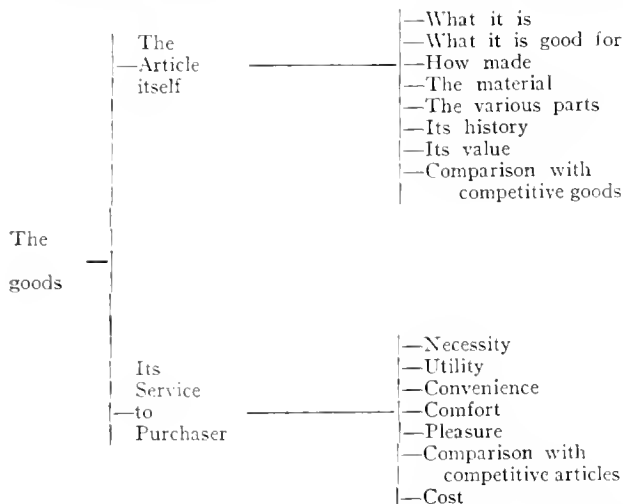
The first thing to do after choosing the goods is to pack or prepare them for sale carefully and well in packages that will attract favorable attention. This precludes gaudy, grotesque and unsuitable containers, and demands a package that will appeal to a customer by its suitability and general "get-up." The second care is that the contents are right in quality and condition. The packages may help to sell the goods, but it is the contents that make the "repeater."

The package being ready for sale, how shall he sell it?

By knowing all about it; by analysing it systematically which will also give him a logical statement of its merits. Analytical charts have been prepared for many things, and here is one for "goods." It is not claimed to be complete, but it will demonstrate what may be done to facilitate a logical presentation of a selling talk. The seller can add more to suit any particular case.

The buyer also requires earnest consideration. He is there for the seller to obtain such favorable attention from as will lead to business. The seller should be able to discover the type of man he is dealing with. The quickest and readiest way is to read his character from his face and manner. The result will provide the line of least resistance for the salesman to travel. By closer study of the various types he can more quickly de-

\*Read before the Practice Section of the British Pharmaceutical Conference, 51st annual meeting, Chester, July 22, 1914



termine the methods to follow to arouse interest to the buying point. It may be the beauty or utility of the article, or it may be an appeal to his desire to be more efficient, better equipped, or better informed, or an appeal to his vanity or his pocket. This is a convenient place to consider what the seller should avoid. He should avoid extravagant claims. Extravagant claims raise doubts—a state of doubt is not favorable to business.

He should avoid unfair criticism of a competitor or competitive goods. Most people are sporting enough to defend, at least, in their own minds the absent one—an unfavorable attitude to the seller. He must not argue—argument begets a state of active opposition. He must not talk too much, for he may “unsell” the buyer. He must avoid tendering advice to the buyer, who is impatient of any advice. The art of suggestion will lead such a one to the desired position.

It is now proposed to consider the relationship of what has been said to our every-day life, leaving bookkeeping, systems of all kinds, and advertising all well-defined, and very large subjects to be dealt with at future meetings of the Practice Section.

As already set out, the essential attributes of a successful salesman must include a complete knowledge of his goods—their collection, preparation, history, real worth and value to the purchaser, together with the elements of good service. Is this of value to pharmacy? I venture to think it is, because if its exponents wish to be successful in practice they must not only possess a good knowledge, but be continuously adding to that knowledge for the better exhibition of medicines and the introduction of sound remedies. For the better the work done the greater the service to the public.

The Conference was instituted for the purpose of friendly intercourse, for the advancement of pharmaceutical knowledge, and the maintenance of the purity of drugs. Business science teaches us that we must supply pure commodities, the best and most serviceable. It teaches us to be constant students that our work may be better and of more value to the public. To do better must be advancement. It also holds out a definite reward, greater satisfaction, more respect from our fellows, and lastly an increased income with which we can obtain those refinements that are almost essential to our education, and which enables us to come to these meetings to take part in the friendly intercourse with comfort and pleasure. Thus, then, does business science enter into every division of our constitution. Having chosen our vocation we have decided on at least a large part of the goods we shall supply, and the Pharmaceutical Society has seen to our knowing something of them—this knowledge is laid down as a necessity to the seller.

I believe there is no need to go outside pharmacy if we really love it. Dispensing, the supply of drugs, chemicals, dressings and sick-room requirements should be sufficient to give us a living worth having if we specialize, and I think the time will come when we shall be true to our titles and stick to our pestles and mortars. But at present many of us find it necessary to develop a side-line, and here to refer back we find it should be one in which we have a warm personal interest.

We will now traverse the whole statement with regard to ourselves. Have you noticed the caricature of a chemist in the illustrated papers?

A caricature accentuates the noticeable points of its subject. The upper portion of his head and face is quite favorable, but look at the eyes, nose, chin and cheeks he is given. What is there in them to express the great attributes of a business man—cheerfulness, courage, fearlessness, aggressive power, decision, or a good digestion? We are not quite so bad as all that, but it is as well to see through our eyes sometimes, and is it not a fact that we are inclined to be petty and dictatorial, to show our little knowledge a trifle more than is necessary, to be a little crotchety with our customers and look bored and weary. If those pictures tell us anything it is the story of a man who neglects his health and recreation. We cannot fasten ourselves up at work all hours of the day and night without fresh air, sunshine, exercise and recreation any more than other men. Nor is there any need. How often should it be “How slow we work,” instead of “What a lot we have to do?” Our health is as essential to our business as to ourselves, and to attain our highest expression we must arrange that due time is given up to exercise for our body’s sake and to recreation for our mind’s sake.

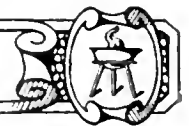
Do we sufficiently study our calling and how to develop ourselves, or do we rest on our oars as soon as the examinations are over? Each one can answer the question to himself, and he will know if he tries to hoodwink his inner consciousness. Do we know all that there is to know about our goods and the service they can be to the possessor? Do we analyse them and set out a logical selling talk? Have we read the philosophy of the great thinkers of the past as well as the present? Are we students of human nature and of business methods?

A few years ago it was a common sight to see a chemist’s window a repository for dead flies and the jetsam of the initial bright thoughts and hopes of the proprietor. This condition does not exist to the same extent today, but one cannot pass the statement that the seller’s surroundings must be clean and orderly without visions of pharmacies with their jumble of goods, their shop rounds with the dirty patch of congealed powder on the side facing the light, and the necks and stoppers of bottles containing liquids, clogged with the accumulations of time. Their shop windows a dusty, ill-arranged mass of out-of-date goods.

The level of education has been raised enormously, and the more educated people are the more particular do they become in matters of arrangement and cleanliness, especially in goods for personal consumption. The quality of “Service” pharmacists can reasonably claim to possess in a marked degree. It is the best of the whole bunch, but, remember, not so useful without the others. We saw that service was a tangible thing, and worth money. Do we receive proportionate payment for that service? Do we so present that service to the buyer that its value becomes so infinitely more important to him than the cost, that the price practically falls out of his consideration? We have always been pleased to give information about medicines, the dose, when and how to take, how to prepare, and any other information that could be given to render it more palatable or efficient, also instructions in the use of the various apparatus and sundries we supply. These are elements of good service for which anyone would be pleased to pay a reasonable amount, and upon which we should take our stand to meet competition. Cutting does not appeal to thoughtful men, for, carried to its conclusion, the longest purse will win, and pharmacy does not provide purses of such a type. Have we studied “earnestness” as a business asset, or do we still run in the “what’s-the-use” class? Earnestness will carry us over many a hurdle and show a profit instead of a loss. Meaning what we say, and showing the buyer that “service” to him counts for at least as much as a “sale” to us. We know perfectly well that there are places of business and salesmen we prefer to deal with, and we will go quite a distance out of our way to do so. Is not this an asset to a business? On the other hand, there are shops we can never think about without a black mark cropping up in our minds at the same time. We should for ever practice loyalty. Loyalty kills prejudice—prejudice is opposed to success in business by preventing the formation of a correct estimate. Loyalty to our customers, to our staffs, our craft and ourselves—all are necessary. Have we a business policy that we could explain to anyone succinctly? If not, we must prepare one so that it may be a guiding star in all our dealings. The adherence to a sound business policy has been the foundation of the greatest business houses of the times. It is as essential to pharmacists as to any other business men.



# SELECTED FORMULAS



## Carbolic Disinfecting Powder.

Carbolic acid ..... 2 grams  
 Potassium carbonate ..... 14 pounds  
 Sodium carbonate ..... 100 grams  
 Powdered sugar ..... 1 pound

Mix the carbolic acid with the potassium carbonate, and the sodium carbonate with the powdered sugar, and mix the two mixtures together.

## Blistering Liniment (Veterinary).

Castor oil ..... 1 ounce  
 Turpentine ..... 1 ounce  
 Oil of turpentine ..... 4 ounces

Put the oil in a mortar, and pour off the liquid, leaving the residue in the mortar. Add 4 ounces of alcohol, and 2 ounces of turpentine, and pour the mixture into a glass bottle. Strain off the residue, and mix with the turpentine mixture. Apply with a brush, or a slant stick.

## English Shaving Cream.

Lanolin ..... 1 ounce  
 Camphorated oil ..... 2 ounce  
 Soft soap ..... 1 pound  
 Oil of cinnamon ..... 5 drops  
 Oil of bergamot ..... 15 drops  
 Oil of bitter almond ..... 10 drops

Put the lanolin and camphorated oil in a warm mortar, stir, work in the soft soap in small quantities, and finally add the perfumes. Put up in collapsible tubes.

## Transparent Shampoo Jelly.

Transparent soap ..... 100 parts  
 Potassium carbonate ..... 12 parts  
 Water ..... 150 parts  
 Glycerin ..... 50 parts

Coarsely powder the soap, and place it in a suitable vessel. Dissolve the potassium carbonate in the water and add it to the soap. Heat over a water bath until melted, then add the glycerin, when a homogeneous mixture is made, then add a small sample. If this is too firm, add water in sufficient quantity to thin to the desired consistency. Thoroughly incorporate and perfume as desired.

## Theatrical Cold Cream.

Spermaceti ..... 16 parts  
 White tallow ..... 48 parts  
 Liquid petrolatum ..... 156 parts  
 Borax ..... 4 parts  
 Water ..... 128 parts  
 Perfume ..... q.s.

Put the spermaceti and white wax small and melt over a water bath. Then add the liquid petrolatum in divided portions, transfer to a warm mortar and gradually incorporate the water in which the borax has been previously dissolved, stirring constantly until all of the water has been worked in. When the mixture assumes the appearance of a thick cream, and just before it "sets," work in the perfume. Said to spread easily and quickly.

## Corn Solvent.

Salicylic acid ..... 1 dram  
 Extract of belladonna ..... 1/2 dram  
 Castor oil ..... 1/2 dram  
 Powdered resin ..... 15 grains  
 Flexible collodion (acetylated) ..... 1 ounce

Mix.

## Polish for Automobiles.

Yellow wax ..... 1 ounce  
 Deodorized benzene ..... 7 ounces  
 Alcohol ..... 30 minims  
 Ammonia water ..... 15 minims  
 Oil of lavender flowers ..... 15 minims

Shake well before applying. The polish is said to be effective when accompanied by hard rubbing with a soft cloth.

## Cloth Cleaning Paste.

Castile soap ..... 4 ounces  
 Boiling water ..... 2 ounces

Dissolve and when cooled add:

Strontian carbonate ..... 8 ounces  
 Ether ..... 2 ounces  
 Rectified spirit ..... 4 ounces  
 Oil of camomille ..... 2 dram  
 Water ammonia ..... 1 gram.

Mix the paste, spread the paste on the cloth or material, the stains appear, get rid of them by a folded towel beneath, the spots then rub them out with the sponge in a circular motion.

## Mentholated Tooth Paste.

Precipitated chalk ..... 10 ounces  
 Powdered white castile soap ..... 6 ounces  
 Magnesium carbonate ..... 3 ounces  
 Menthol ..... 6 grains  
 Thymol ..... 4 grains  
 Solution of carmine ..... q.s.  
 Glycerin or honey enough to form a paste.

Rub the chalk, castile soap and magnesium carbonate with the glycerin into a paste, dissolve the menthol in a little alcohol, add to the solution of carmine, using enough to color, and incorporate with the paste.

## Liquid Metal Polish.

Oleic acid ..... 3 pounds  
 Rotten stone ..... 1 pound  
 Kerosene ..... 16 fl. ounces  
 Solution of sodium silicate ..... 32 ounces  
 Carbon tetrachloride ..... q.s.  
 Oil of naphthalene ..... q.s.

Heat the oleic acid until hot, add the solution of sodium silicate, previously heated, pouring into the oleic acid gradually with constant stirring. After cooling, add the rotten stone, kerosene, and oil of naphthalene, lastly adding the carbon tetrachloride. According to the *Apothecary*, "this will be found, if mixed carefully, to fill all the requirements of a quick non-shaking article."

## Cement for Glass.

Finely powdered litharge ..... 3 ounces  
 Fine dry white sand ..... 3 ounces  
 Plaster of paris ..... 3 ounces  
 Powdered rosin ..... 1 ounce

Mix thoroughly and make into a paste with linseed oil to which a drier has been added. Beat well, and let stand four hours before using. It is impossible to use the cement if left standing more than 10 or 12 hours. Glass united with this cement will not break at the joint and the cement is recommended for repairing porcelain dishes, making aquariums, etc.

## Styptic Pencil With Formaldehyde.

Alum ..... 480 grams  
 Borax ..... 28 grams  
 Zinc oxide ..... 2.5 grams  
 Thymol ..... 8 grams  
 Solution of formaldehyde ..... 10 grams

Melt the alum, borax and thymol on a water bath, add with constant stirring the zinc oxide and solution of formaldehyde, remove from the bath and pour into suitable moulds just before solidifying. This formula is recommended as producing a new styptic pencil which possesses remarkable antiseptic and healing properties.

## Compound Solution of Eugenol and Thymol.

Eugenol ..... 384 minims  
 Thymol ..... 87 1/2 minims  
 Tincture of calendula ..... 10 fl. ounces  
 Tincture of krameria, enough to make ..... 20 fl. ounces

Dissolve the thymol and eugenol in the tincture of calendula and sufficient tincture of krameria to produce the required volume. The addition of about 40 minims of the solution to a half pint of warm water produces an excellent mouth wash. (B. P. C. Formulary.)



## FOREIGN ABSTRACTS

### GLEANINGS FROM EUROPEAN WORKERS.

#### Several Practical Hints for Prescriptions—Bacterial Impurities in Pepsin—More Glucosidal Work by Bourquelot—Color Tests.

**T**HIS month's Abstracts contain several short paragraphs, giving practical advice on the preparation of sterile sodium chloride solution, heroin solutions, and rapidly disintegrating tablets. Bourquelot and his students are continuing their work on enzymes and glucosides, and four articles treat various phases of the subject. Two new color tests for strychnine and morphine are presented, both of them very sensitive. Thurn points out the dangers of infection from microscope slides bearing bacteriological preparations. Martinet, writing on the proper administration of digitalis, believes that only those preparations should be used which contain all the constituents of the leaves. The active principle of squill is affirmed by Kopaczewski to be an amorphous glucoside, scillitin.

#### Sterile Sodium Chloride Solutions—

A new method for preparing sterile sodium chloride solutions for use in injections of salvarsan consists in bringing together the requisite amount of dilute hydrochloric acid and sodium hydroxide solutions. Dilute hydrochloric acid solutions are sterile, especially if the dilution has been made at a boiling temperature. When adding the sodium hydroxide, the neutral point is determined by means of a few drops of phenolphthalein. To prepare the salvarsan solutions, take 100 cc. of a 2 per cent. hydrochloric acid solution which has been previously boiled and cooled to blood heat, and dissolve in it 0.3 g. of salvarsan. Then add sodium hydroxide solution until the last drop just clears up the turbidity. (*Münch. Med. Wochschr.*, 1914, p. 1325.)

#### Hardened Fats Suitable for Food—

In recent times a large number of hardened fats and oils have been placed on the market, produced by treating cottonseed oil, arachis oil, and sesame oil with hydrogen in the presence of nickel as a catalyzer. According to a recent investigation there is no objection to the use of these hardened fats as human food. If nickel is present at all, it is in negligible traces. In view of the increasing consumption of fats in Europe, it seems highly rational to utilize a portion of the superabundant liquid fats, which have hitherto been difficultly applicable to human nourishment, and convert them artificially into a product which is apparently equal in nutritive value to ordinary animal and plant fats. The author thinks that the new fats are especially adapted for the production of margarine. (*Lehmann, Chem. Ztg.*, 1914, p. 798.)

#### Rapidly Disintegrating Tablets—

According to Lundin, tablets which break up quite readily when brought into a liquid, are prepared as follows: 1. Acetyl-salicylic acid 100 g., arrowroot starch 10 g., rice starch 10 g.; 2. acetyl-salicylic acid 100 g., arrowroot starch 7.5 g., rice starch 7.5 g., powdered agar-agar 5 g. Granulate with 90 per cent. alcohol, instead of water, dry at a general heat, and compress under moderate pressure. The second formula is said to give tablets which disintegrate with extreme rapidity. Each formula is calculated for 100 tablets containing 1 g. of acetyl-salicylic acid, or 200 tablets containing 0.5 g. (*Lundin, Farmac. Revy.*, 1914, Nos. 20 and 21.)

#### Specificity of Enzymes—

Bourquelot treats this subject from the viewpoint of the recent work on the synthesizing action of enzymes. The chief difficulty is that it is impossible to isolate the substances in the pure state. It is therefore necessary to study the ferments under varying conditions, to arrive at evidence for or against their specificity. For instance, it might be thought that invertin and diastase (amylase) are identical; but it has been shown that certain organic liquids act on sugar cane only, while others act only on starch, which fact can be explained only by admitting the existence of two ferments. Invertin was also formerly confounded with maltase, but was later proved to be a distinct substance. Several ferments have the power

to hydrolyze numerous compounds. The specific nature of the enzymes is seen more clearly in the synthesizing action. Alpha-glucosidase, made from dried bottom yeast, will hydrolyze or synthesize alpha-glucosides only, while the beta form, found in emulsin, acts on beta-glucosides, and builds them up. The two forms of glucoside are obtained from the same alcoholic solutions of glucose, according as one or the other ferment is employed. This is made possible by the passage of the ordinary alpha-glucose into the beta form. Similar phenomena are noticed with the galactosides, alpha and beta, for which there are two specific ferments. Again, it is now known that several enzymes have the power to synthesize a number of compounds, which must, however, have the same chemical constitution, and the same stereochemical structure. In this way the enzymes differ from the chemical agents used by Fischer to form glucosides. Hydrochloric acid, for instance, gave Fischer alpha- and beta-glucosides and galactosides, while with beta-glucosidase only beta-glucoside is obtained. The biochemical method gives pure products, in good yields, and is sometimes superior to chemical methods. (*Bourquelot, J. Pharm. Chim.*, Vol. 9, p. 603.)

#### Pharmacology of Strychnine Derivatives—

The marked action of strychnine on the nervous system, apart from its toxic effect, was pointed out by Magendie and others, and led to its being employed in all sorts of nervous affections, although in insufficient doses. Since then it has fallen into disrepute. This is doubtless due to the fact that when the alkaloid or its salts are administered, it is necessary, in order to get the full therapeutic value of the drug, to prescribe it in such large doses that the initial symptoms of intoxication are produced. Attempts have been made to modify the chemical molecule, in order to reduce the toxicity. Hildebrandt has used the methyl-betaine of strychnic acid. The toxic action is greatly modified in this compound, and the tetanic symptoms, in frogs, may be delayed for two or three days. Chevalier has instituted a series of experiments with the more soluble ethyl-betaine of strychnic acid. The toxicity toward animals is infinitely less than that of strychnine. It seems probable that the drug may be useful in therapeutic doses and be capable of safe employment as a nerve tonic, but further proof is needed. (*Chevalier, Comptes rend.*, 1914, 255; through *Pharm. J.*)

#### Administration of Digitalis—

In determining the method of administering digitalis, the kind of preparations and the dose must be considered. In regard to the former, there is a choice among the crystalline products, the classical galenicals, and the total extracts. The galenical preparations have many points in their favor, but their variability is excessive. The crystalline products of the digitalin type allow an exact posology. But the work of Wood, Focke, Pouchet and others has proved that the activity of digitalis is not proportional to the content of digitalin, that crystallized digitalin does not exist in the plant, but is an artificial product, and that the most certainly active preparations of digitalis are those which contain the totality of the active principles. These total extracts, standardized physiologically, and capable of administration by mouth or injection, are today the best forms of digitalis, and often succeed where the other preparations fail. (*Martinot, Presse Med.*, May 6, 1914.)

#### Color Tests for Strychnine—

The tests usually employed are those of Wenzell, Mandelin and Sonnenschein. The first consists in the use of a solution of 0.5 g. of permanganate of potash in 100 cc. of pure sulphuric acid, applied on the end of a glass rod to the alkaloidal residue, whereby a blue color is produced, which changes to cherry red. Mandelin's reagent is the well-known solution of vanadic acid in sulphuric acid. Sonnenschein's test consists in dissolving the residue in pure sulphuric acid, and adding a minute piece of cerium oxide, which produces the blue color, passing into red. The most common test, with sulphuric acid and potassium dichromate, will not indicate one-hundredth of a mg. of strychnine, while the other three tests named above are

sufficiently sensitive to do so. The same degree of sensibility is possessed by the following. Dissolve the residue in two or three drops of sulphuric acid, and add two or three mg. of manganese carbonate, stirring with a glass rod. A blue color, changing slowly to violet, and then to rose, indicates strychnine. (Guérin, *J. Pharm. Chim.*, 1914, p. 595.)

#### Agitation of Culture Media—

Recent experiments confirm the author's earlier observations, that a gentle and continuous movement of bouillon tubes in which anthrax bacilli are being incubated furnishes more abundant bacterial growths than those obtained by the usual methods. This is true of other germs as well. The microbes present more important modifications of form. They are shorter than those grown by the usual method, they stain less readily, and are poor in spores. The culture medium also appears more viscous and more deeply colored. The virulence of the organisms does not seem to be lessened. The explanation given is that the movement establishes a better contact between the bacilli and the nutritive medium, and disperses the toxic products which the bacteria secrete, and which, in a quiet medium, accumulate in their neighborhood and destroy the powers of assimilation. (Lucet, *Ann. Med. Vet.*, through *Pharm. J.*, Vol. 93, p. 9.)

#### Scillitin, Active Principle of Squill—

The author states that he has isolated the active principle of squill, other substances hitherto reported as being such having proved indefinite. It is an amorphous glucoside, of the formula  $C_{17}H_{25}O_6$ , to which the name scillitin has been given. It is a very light, non-hygroscopic, intensely bitter powder, soluble in the saturated alcohols of the fatty series, sparingly soluble in water, and insoluble in the ordinary organic solvents. It melts at 152-154°. On hydrolysis with acids or alkalis it yields glucose and highly colored hydrolysis products, which cannot be obtained crystalline. (Kopaczewski, *Comptes rend.*, 1914, p. 1520; through *Pharm. J.*)

#### Bacteriological Purity of Pepsin—

Six samples of powdered pepsin and five samples of scale pepsin were examined for physical characteristics and bacteriological contamination. The odor varied from the characteristic pepsin odor to a strong and unpleasant smell. Broth cultures after 24 hours produced, in four samples, unpleasant or foul odors, and eight showed Gram-positive bacilli. From the broth cultures growths were made on agar, in litmus-milk (anaerobic), and on gelatin. Agar showed in most cases profuse growths of *B. subtilis*, *mesentericus*, and *megaterium*. In the milk tests, the pepsins which had an acid reaction gave the most satisfactory results. On gelatin, some moulds were formed, and liquefaction took place in every sample except one. It appears that the bacteriological purity of commercial pepsin is far from satisfactory, and that it may be improved by the presence of free acid, and by sterilizing with chloroform. (*Quant. Pharm. J.*, Vol. 93, p. 120.)

#### Glucosides in Orchids—

Zeller having recently called attention to the reducing sugar found in *Neottia*, Bourquelot has undertaken an extended investigation into the presence of hydrolyzable glucosides in various species of the *Orchideae*. Extracts of the aerial portions of the plant, prepared with boiling alcohol, were submitted to the action of invertin and emulsin, and the amount of sugar produced was determined. Each cc. of extract represented one g. of fresh plant. The percentage of reducing sugars found varied from 1.5 to 4.0. The plants, of which 18 species were examined, divided themselves into two groups, one yielding dextrorotatory solutions, and the other laevorotatory. The index of reduction seems to show that cane sugar is present in the majority of cases, with the notable exception of *Neottia*. (Bourquelot and Bridel, *J. Pharm. Chim.*, Vol. 10, p. 66.)

#### Dangers from Bacteria on Microscopic Slides—

The opinion is general that preparations of micro-organisms, stained and dried, are incapable of reproduction, and are therefore harmless. That this is erroneous has been shown by several serious infections which have arisen from handling old slides and cover glasses. Thurn finds that of the sporeless bacteria, such as micrococcus, coli, typhus, the vegetative cells of anthrax, cholera, diphtheria, and yeast, when dried and prepared in the usual manner, all were reproductive after 24 hours, the majority after four days, and some even after 26 days. Drawing the slides thrice through a flame does not appear to exercise any great inhibitory effect. At 56° in the

thermostat, nearly all the preparations lived for 30 minutes. At 80° nearly all were killed. At 100° a few were still active, anthrax being the most resistant. Staining in methylene blue or fuchsin for five minutes does not kill. Diphtheria material treated with acetic acid and methylene blue is not reproductive. The Gram stain kills all vegetative cells. (Thurn, *Centralbl. f. Bakteriol.*, 1914, p. 81.)

#### Constituents of Purple Gentian—

This plant, which is official in the German Pharmacopoeia, is shown by Bridel to contain the same constituents, in about the same proportions, as the commonly used *Gentiana lutea*, and may be substituted for the latter where it can be easily obtained. Specimens of the wild plant, gathered in the Little Saint Bernard, yielded about 13 g. of gentiopicroine per kilo of fresh root. The wild root contains about twice as much of hydrolyzable constituents as the cultivated root. (Bridel, *J. Pharm. Chim.*, Vol. 10, p. 62.)

#### Preparation of Heroin Solutions—

In making up solutions of heroin hydrochloride, Fleissig uses the pure base instead of the salt. The molecular weight of diacetyl-morphine is 369.21, and each mol requires 36.46 g. of hydrochloric acid. If the ordinary 10 per cent. of the pharmacy is used, 3.69 g. of heroin requires 3.65 g. of dilute acid. One g. of heroin requires 0.0898 g. of HCl. For preparing 100 cc. of a 1 per cent. solution of heroin hydrochloride, use 0.9102 g. of heroin, and 0.898 g. of dilute hydrochloric acid, with distilled water to make 100 cc. Since the price of heroin and its hydrochloride is the same in Germany, but about 10 per cent. less of the former is used, the price of the solutions prepared by this method is lowered by about 10 per cent. (Fleissig, *Schweiz. Apoth. Ztg.*, 1914, p. 427.)

#### New Test for Morphine—

If to a solution of morphine a few drops of hydrogen peroxide are added, with a little strong ammonia, and the mixture stirred with a copper wire, the previously colorless solution assumes a deep port wine tint, with considerable evolution of gas. The test is said to be sensitive to 0.00002 g. of morphine. When very small amounts are present, it is necessary to add a little potassium cyanide to remove any blue color from the copper, adding the cyanide after the copper is inserted. Monomethylamine can be used instead of ammonia, but caustic soda will not give the color. Codeine and dionine, impossible to distinguish from morphine by ordinary tests, do not give the reaction; apomorphine gives an orange color. (Oliver, *Med. Chron.*, through *Chem. Drug.*, 1914, p. 249.)

#### Physiological Test for Male Fern—

Yagi uses rain worms for this test, and injects under the muscular skin the solution to be tried. Paralysis of the muscle can be observed at the point of application. This gives an indication of the qualitative effect. Quantitatively, the test cannot be used, as the action is not strictly localized. But a limit of toxicity may be established by immersing rain worms in the solution to be tested. There is then a close parallelism between the toxicity and the time in which the worms perish. The absolute limit for Filmaron was found to be 0.0003 per cent., while the limits for filicic acid and albaspidin were respectively 0.0004 and 0.001 per cent. The method can also be used to follow the rate of decomposition under various conditions of keeping. (Yagi, *Z. exper. Med.*, 1914, p. 64.)

#### Impurity in Potassium Carbonate—

Kohen noticed that samples of potassium carbonate which gave a weak reaction with silver nitrate and nitric acid, gave a much stronger test after being glowed in a crucible. This effect is due to their content in potassium chlorate. The latter is formed in the electrolytic tanks which produce caustic potash from potassium chloride solutions. Proof of its presence can be had by adding potassium iodide-starch paste to the solution acidified with nitric acid, or by comparing the reaction with silver nitrate in the original salt with the reaction obtained after treating it with ferrous sulphate in acid solution. (Kohen, *Chem. Ztg.*, 1914, p. 898.)

#### Adulterated Drugs—

Some adulterations recently noticed by Labbé were: Iodoform containing 40 per cent. of picric acid; cacao butter containing lard; minium mixed with colored lead carbonate; wax consisting of 82 per cent. of potato starch, 17 per cent. of lard, coloring matter, and odorous substances; and camphor containing 20 per cent. of sugar. (Labbé, *Bull. Sci. Pharmacolog.*, 1913, p. 343.)

? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**Treatment for Reducing and Increasing Weight.**

(C. & M. Co.)—"Please furnish us a formula for reducing weight and also for increasing weight."

The queries you propound are of the class that should be answered by a competent physician, rather than by the pharmacist. Most frequently these conditions are induced by systemic disturbances which can only be intelligently treated by a physician, and who would begin his effort by attempting to remove the cause, which, if accomplished, the disease will disappear. However, in a general way, excessive corpulency is frequently due to lack of exercise, over-eating—especially of the fat-forming foods—and great activity of the fat-making organs of the body. The best results have been obtained by following a system of dieting, and abstaining from foods containing fat, starch or sugar. Water is fattening, and its use should generally be restricted by those inclined to obesity. Animal food, whole-wheat bread, and green vegetables are not fattening as a rule, and should be selected for food when it is desired to reduce the weight. Alkaline mineral waters, with exercise and dieting, have been found serviceable. Potassium permanganate has also been recommended by some authorities in doses of 1/4 to 1 grain in distilled water, three times a day. *Fucus vesiculosus*, or bladderwrack, has been used for years for the purpose, its value, it is said, depending on the amount of sodium iodide it contains. This seaweed is generally the basis of most of the so-called "anti-fat" combinations on the market. Pokeroot in one form or another is also a claimant for recognition. In many cases, daily exercise in the open air is necessary, and this of itself, if carried on systematically and accompanied by a just discrimination as to one's dietary, would seem to be the most efficient and least injurious method of reducing an excess of adipose tissue. As stated above, corpulency is sometimes brought on by disease or other systemic disturbance, and it is very plain that any course of treatment should be under the guidance of a competent physician.

Within certain limits, the ability to consume and digest fat-forming foods tends to increase the body weight, while, on the other hand, the lack of flesh is often due to anemia or impoverished condition of the blood. But here, likewise, the cause needs to be treated, the physician having a wide range of the materia medica to select from, a simple tonic frequently being all that is necessary. In recent years lecithin in its various forms and combinations has been extensively prescribed as a "fat-former," although many older physicians still pin their faith on the administration of cod liver oil or other remedy. From these considerations, you will recognize the difficulties in the way of attempting to give a satisfactory formula for the treatment of the conditions named.

**Resilvering Mirrors.**

(J.D.Co.)—We have frequently published processes for silvering mirrors in the ERA, and various formulas may be found by consulting the indexes to previous volumes. However, to help you out we reproduce the following:

1. Clean the bare portion of the glass by rubbing it gently with fine cotton, taking care to remove any trace of dust or grease. If this cleaning be not done carefully, defects will appear around the place repaired. With the point of a knife cut upon the back of another looking-glass around a portion of the silvering of the required form, but a little larger. Upon it place a small drop of mercury; a drop of the size of a pin's head will be sufficient for a surface equal to the size of the head of a nail. The mercury spreads immediately, penetrates

the amalgam to where it was cut off with the knife, and the required piece may be now lifted and removed to the place to be repaired. This is the most difficult part of the operation. Then press lightly the new portion with a piece of cotton; it hardens almost immediately, and the glass presents the same appearance as a new one.

2. Pour upon a sheet of tinfoil about 3 drams of quick-silver to the square foot of foil. Rub smartly with a piece of buckskin, until the foil becomes brilliant. Lay the glass upon a flat table, face downward; place the foil upon the damaged portion of the glass; lay a piece of paper over the foil and place it upon a block of wood or piece of marble with a perfectly flat surface; put upon it a sufficient weight to press it down tight; let it remain in this position for a few hours. The foil will adhere to the glass.

For an outline of a silvering process, see the ERA of January 9, 1908, page 40.

**Hair and Scalp Remedy.**

(J.A.H.Co.)—"Please give us a formula for a lotion to stop excessive oily hair and scalp, a preparation that will not injure the hair or scalp."

The following formulas have been recommended by a specialist for conditions similar to those described and we give them for what they are worth:

*Unna's Spiritus Capillorum.*

- Resorcin .....100 grains
- Castor oil .....2 1/2 fl. drams
- Cologne water ..... 3 fl ounces
- Alcohol .....12 1/2 fl. ounces

Mix. After thoroughly washing the hair with a neutral soap solution, apply the above lotion once a day to the roots of the hair. In the washing process all soap and alkali should be removed before applying the lotion, or the latter may cause a change in color. A somewhat similar preparation is:

*Gessner's Lotion for the Hair.*

- Resorcin ..... 3 drams
- Chloral hydrate ..... 3 drams
- Tannic acid ..... 4 drams
- Tincture of benzoin..... 1 fl. dram
- Castor oil ..... 4 fl. drams
- Alcohol, enough to make..... 14 fl ounces

Mix. Apply once a day to the roots of the hair.

**"Gray Beard."**

(B.D.)—We are unable to locate any manufactured article under the name "gray beard." Various botanical lexicons, however, give the name as a synonym both for *Clematis vitalba* (Virgin's bower), and *Hydrangea quercifolia* (Old-man's beard). For the therapy of the first-named, see the U.S. Dispensatory, last edition, page 1450. We are unable to find any other reference to this name in the literature at our command.

**Exterminating Buffalo Bugs.**

(A.M.S.)—By the term "Buffalo bugs" we presume you mean the well-known "Buffalo carpet bug," so-called on account of its predilection for destroying floor coverings. For the extermination of the bugs, benzine, kerosene and good insect powder appear to be the most efficacious, although various other substances have been recommended. Carpets which are infested may be soaked in gasoline, which, if of good quality, will leave no odor or stain. When carpets are taken up, it is a good plan to pack all cracks in the floor with cotton, which should then be saturated with gasoline. When the larvae are found to be injuring furs or clothes hung in the closet, it is best to use insect powder. It is also stated that the insects can be destroyed by laying a wet sheet on top of the carpet and passing a hot flatiron over it, the steam thus produced, destroying the grub.

The late Dr. Riley ("Injurious Insects and the Use of Insecticides") recommended the following treatment: Bare as

benzene is used at house-cleaning time, and after carefully spraying the carpet, spray benzine with an atomizer into all of the cracks and under the baseboards until every crevice has been reached. After thoroughly beating the carpets they should, in the same manner, be sprayed with the benzine, and should quickly evaporate after a short time and without leaving any inflammability of benzine, however, should be used in a room where no light should be brought near it. Lunge's formaldehyde formula has also been recommended.

**Dewees' Emmenagogue Elixir.**

G. E. J. in a letter reply to your query, this journal, last month, page 374, W. S. Bixen, Ramsey, Pa., gives the following formula, which states as the source formula for "Dewees' Emmenagogue Elixir":

- Tincture of ferric chloride..... 3 fl. drams
- Tincture of cambarides..... 1 fl. dram
- Tincture of guaiacum annulated..... 1/2 fl. dram
- Tincture of aloes..... 1/2 fl. ounce
- Sugar, enough to make..... 6 fl. ounces

Mix. One teaspoonful three times a day.

Mr. Bixen states that this formula appears in Hare's "Practical Therapeutics," edition of 1904, page 564. This is undoubtedly the formula wanted, although in the reference cited the title used is "Dewees' Emmenagogue Mixture," not "elixir," as given in the query. According to Hare, the formula has been largely employed in functional and organic amenorrhoea.

**Acid Ink Remover.**

W. H. N. If we understood your inquiry correctly, you want an "acid" to remove ink from paper that has been written upon. In suggesting a reply it must be said that on general principles the ink must be treated according to its composition, but for the old-fashioned tannate of iron ink, oxalic acid is usually best suited for the purpose. For many of the more modern inks containing aniline derivatives, other treatment is necessary, but the writing of many of such inks can be removed by the repeated application of a strong solution of tartaric acid. Here are two formulas:

(1)

- Oxalic acid ..... 1 ounce
- Water ..... 1 pint

Dissolve. Dip the writing or stain in this solution, using at first the solution somewhat diluted with water.

(2)

- Tartaric acid ..... 1 ounce
- Alum ..... 1 ounce
- Water ..... 4 ounces

Mix and dissolve.

For ordinary tanno-gallate of iron inks you can also use a solution of chloride of tin, 1 part, to water, 3 parts; or pure muriatic acid, 1 part, to water, 10 parts. Apply with a camel's hair brush and then wash with cold water.

**Kitchen Cleanser.**

J. N. M.—We are not familiar with the proprietary cleanser to which you refer, but from what you tell us we strongly suspect that the alkali employed in the powder is either soda ash, or sal soda (washing soda), which, for the purpose intended, are as good cleaning agents as any and are cheaper, commercially than pearlsh or other impure compounds of potash.

A typical washing powder for cleansing and scouring purposes is the following:

- Sodium phosphate (sal soda) ..... 6 parts
- Soda ash ..... 3 parts

Mix.

Some manufacturers combine these powders with ordinary curd soap by crutching the soda compounds into the soap in a melted condition, but not boiling, then spreading the mixture out on sheets of iron in a cool room in thin layers, frequently turning the mass with a shovel to break down the mixture, which is finally rubbed through a sieve or series of sieves to reduce it to pulverulent form. Other substances sometimes used in these combinations are lime, sodium silicate and borax, but so far as we are aware sodium carbonate in some one of its compounds is an active ingredient. As a rule, the commercial preparation of these powders requires special machinery, and they cannot be made except in large factories.

**Lozenges for Throat Dryness.**

(J. A. H.) "Please publish some formulas for lozenges or lozoches for throat dryness, hoarseness, etc., containing no cocaine, morphine or codeine."

Try one of the following from the new ERA Formulary:

(1)

- Fluidextract of pyrethrum..... 2a minim
- Pilocarpine hydrochloride ..... 1 32 grain
- Extract of licorice, pure..... 2 grains
- Acacia ..... 2 grains
- Glycerin ..... 1 minim
- Sugar, enough to make..... 20 grains

For one lozenge.

These lozenges are said to give great relief from the uncomfortable sensations of heat and dryness which characterize many acute and chronic affections of the mucous membrane of the throat and mouth, and one is used every 2, 3 or 4 hours, as necessary; but if used very freely, the quantity of pilocarpine should be reduced.

2. (Pectoral Tablets.)

- Purified extract of licorice..... 100.0 parts
  - Sugar ..... 25.0 parts
  - Ammonium chloride ..... 12.5 parts
  - Glycerin ..... 6.0 parts
  - Tragacanth ..... 5.0 parts
- Powdered licorice, a sufficient quantity.

Mix and make into a mass, then form into tablets of 5 grains each.

These formulas are typical of dozens that have been published, and the selection of any particular one to meet certain conditions is largely a question of individual preference.

**Potassium Chlorate Tooth Paste.**

(H. L. J.)—The trouble you have experienced by the finished product settling and the liquid rising to the top, thereby rendering your tooth paste unsalable, is undoubtedly due to the large proportion of glycerin in the aqueous mixture used as an excipient. Glycerin for this purpose should be diluted with three times its volume of water, for when used alone, or slightly diluted with water and mixed with the other ingredients to form a paste, it attracts moisture and tends to separate just as you have described. In fact, if you were to reverse the quantities of glycerin and water prescribed, and use 22 parts of glycerin and 84 of water, the final result would be more satisfactory. Some experience is necessary, however, in using the excipient, and the exact amount necessary to produce a paste of a given degree of consistency cannot always be predetermined. The other substances composing the powder should be thoroughly mixed and sifted and then massed, using only enough of the prepared excipient to reduce the mixture to proper paste form. From your letter we get the impression that your main difficulty is due to the presence of too much excipient. A formula of this character cannot be blindly followed, but must be adapted to the character of materials employed, as experience and judgment may dictate. We think you will have no difficulty if you will prepare an excipient of the strength we have indicated, and then after mixing your powder, disregard the quantity directed in the formula, and use only enough to make the paste of the desired consistency.

**Lice Powder for Poultry.**

(E. C. A.)—Sulphur either alone or in combination is the remedy usually recommended in powder form as an exterminator for lice on poultry. In the form of "flowers" it is dusted into the feathers; sawdust moistened with petroleum ether (benzene) or carbolic acid may be similarly employed. A much more effective remedy is the following, which, however, is not in the form of powder, but is a liquid:

- Gas tar ..... 1/4 pint
- Sodium hydrate ..... 2 ounces
- Sulphur ..... 1/4 pound
- Resin ..... 2 ounces
- Water, enough to make..... 1 gallon

Boil the tar with the soda and some of the water. Add the resin; after dissolving, add the sulphur and the balance of the water. The author of the formula states that this mixture can be sold at a dollar a gallon, and will kill the spider louse and all of the body lice that infect poultry. Apply to the roots, walls, etc., with a brush or whisk broom.





# WOMEN IN PHARMACY



Conducted by **EMMA GARY WALLACE**

## Featuring a Line of Women's Specials—How to List

*Goods for Supplying the Intimate Needs of Womankind  
Belong in a Drug Store—Hints on Promoting This Trade.*

**T**HE woman pharmacist has a highly profitable field before her, if she chooses to cultivate it intensively. It is a field peculiarly her own, which has been largely absorbed by the department stores, because there were always women on hand to serve women customers. This has drawn and held their trade on some lines of goods.

The goods—a line supplying the intimate needs of woman-kind—belong in a drug store. The woman pharmacist is a judge of quality, and is prepared to serve with intelligence and interest. The trade is profitable, and once the habit is formed of coming to a certain store for these things, it will indeed be strong reasons which will lure customers elsewhere.

It has long been supposed that it is enough to have such goods in stock ready for delivery if they are called for, and so they have been placed alongside other goods on the shelves. *This, in itself, is often a mistake, as the following incident will show:*

Miss M went into Blank's pharmacy and proceeded directly to the young woman pharmacist who was a business partner in the establishment. She made a quiet request for a certain package of goods and the young woman behind the counter promptly turned to the shelves. The stock wanted was higher than she could reach conveniently and a courteous young man clerk handed down the goods. Both girls flushed instinctively, though they conducted themselves with utmost modesty and decorum. Miss M afterwards declared she would never go there again to supply similar wants if a department store were open.

A good way to overcome a difficulty of this nature or rather to forestall it, is to devote a roomy case to goods used only by women. It may contain a varied assortment from rubber gloves to bathing caps.

Make a complete alphabetical list of the stock carried in that section and have a neatly printed folder prepared. Enclose this to a selected mailing list of women customers with a letter personally signed by the woman pharmacist herself. The letter may be along these lines:

MY DEAR MRS. SMITH:

I am taking the liberty of writing you at this time, believing that you will be glad to know that we carry a complete line of goods to meet all the personal requirements of a woman of refinement.

These are grouped together in one section and there is always a competent woman attendant on hand to serve you. The enclosed list will show you the nature of the goods assembled in our Women's Department. Whatever you may happen to want can be secured without delay, publicity, or embarrassment at any time.

From our buying connection with the largest and most strictly high-grade manufacturing houses in the country, we are able to make careful and discriminating choice of goods and to offer them at prices that are right.

Then, too, there are as many roads to our store as there are telephones in the city. Ask for Miss Brown, and I will gladly take your order for speedy delivery.

Assuring you of our cordial appreciation of your past favors and soliciting your future patronage in our line, we are,

Yours very truly,

MISS KATHERINE BROWN, PH.G.,

of the firm of

LEO, BROWN & LEO,

Cor. South and Broadway.

Of course, the women' department may include a wide variety of interests, and it is all the better that it should do so.

The same folders may be used to enclose in packages going out of the store, and so make the department more widely known.

There is a large bulk of women's trade of this kind which is scattered without the druggist getting as much benefit therefrom as he should. How much of this trade are you getting? It is not so much to the point to ask, whose fault is it, as to inquire, how can this trade be brought back and held?

That it can be done is being proved by some of our wide-awake women pharmacists, the ones who are on the alert for profitable opportunities and ready to exert a little ingenuity and perseverance to make them their own.

Then the fact is not to be overlooked that every satisfied customer in one department is sure sooner or later to become a customer in all departments.

The "women's specials" makes an excellent entering wedge.

## A Young Lady of the East and West.

**M**ISS EDITH CARLYLE PELOUBET is at the present time a resident of the beautiful town of Waverly, N. Y. She was born in New York City in 1894, so a little computation will show that the term "young lady" will apply to this fair professional worker.

In 1902 Miss Peloubet moved to Los Angeles, Cal., receiving her education in the grammar, high school, the University of Southern California Preparatory School, (and also) College of Pharmacy of that institution. Miss Peloubet entered the School of Pharmacy in 1910 and graduated two years later with the degree of Ph.C. She worked for and received the most of her practical experience with J. G. Vance, of the city of Los Angeles. She passed the examination for assistant druggist in California July, 1913.

With a brilliant future before her in the Golden West, circumstances arose which made it advisable for her to come back to the State of her birth. She soon became connected with the Terbell-Calkins Drug Company, and later went to work for L. E. Ingersoll in Elmira, New York.

Miss Peloubet became registered in New York City in June, 1914, passing the examination for druggist with an average of 93 per cent. For one so young in years, this lady has made a fine record indeed. Both the West and the East will be glad to claim her.



MISS E. C. PELOUBET

## LOUISVILLE FRESH AIR WORK.

The Louisville Chapter of the W.O., under the capable leadership of Miss Clara Hulskamp, is continuing its interest in the fresh air work in that city. The chapter held its regular monthly meeting on Aug. 6, and considering the hot weather and vacation time, there was a good attendance. Dr. Julia Ingram, the woman medical adviser of the Juvenile Court, addressed the members. She spoke of this branch of the court, its aims, purposes and work; also of the probation officers and volunteer probation officers.

The woman pharmacist is in a peculiarly favorable position for rendering valuable assistance along these lines. She is able to learn a great deal of the inside history of families concerned. Probation work and Fresh Air organizations form only two of the ever-growing number of lines of her activity.

### MRS. F. E. McBRIDE HEADS W.O.N.A.R.D.

#### Women's Organization Establishes A Scholarship— 34 States Are Represented in Its Membership.

Mrs. F. E. McBride, of Youngstown, Ohio, was elected president of the Women's Organization National Association of Retail Pharmacists at that organization's annual convention, held at the Bellevue-Stratford Hotel, Philadelphia. The following are the delegates:

1st vice-president, Mrs. B. A. C. Hoelzer, Chicago; 2d vice-president, Miss Clara Hulskamp, Louisville, Ky.; 3d vice-president, Mrs. A. C. Pauly, St. Louis, Mo.; 4th vice-president, Miss Nora A. Brendle, Wilmington, Del.; 5th vice-president, Mrs. R. G. Rutherford, Brooklyn, N.Y.; secretary, Mrs. Nellie Elmer, Philadelphia; treasurer, Mrs. Otto C. Greenland, Cincinnati; board of directors, chairman, Mrs. J. F. Waterhouse, New Highlands, Mass.; Mrs. Leslie O. Wallace, Auburn, N.Y.; Mrs. S. A. Eckstein, Milwaukee; Mrs. Louis Emanuel, Pittsburgh; Mrs. John T. Roe, Mobile, Ala.; Mrs. W. E. Wynn, Kaysport, N.J.; Mrs. Charles Brunstrom, Moline, Ill.; and Mrs. Howard A. Pearce, Providence, R.I.

Mrs. Jessie F. Waterhouse was unanimously nominated for reelection but was unable to serve.

Article V, Section 4, of the Constitution, was amended so that the widow of a registered pharmacist actively engaged in the retail drug business at the time of her joining the organization may be eligible to serve as a delegate.

A resolution was adopted expressing to Mrs. Wm. E. Lee the sympathy of the members anent the recent death of her husband, William E. Lee, of Philadelphia. By resolution, it was also decided to continue the W.O.N.A.R.D. bulletin and, if possible, to increase its size. The action of most importance taken during the convention was the establishment of a traveling scholarship. The recipient of the same must be a member of the W.O.N.A.R.D. or the daughter or sister of a member, and the institution chosen must be a recognized college of pharmacy easily accessible to the woman holding the scholarship. The executive committee will choose the recipient from among those whose names are presented to it by city and State chapters or by individual members.

The organization reaffirmed its stand as to Sunday closing, forest conservation, the preservation of National resources, child labor, unsightly billboards, cigarette smoking by women, obscene advertising, vulgar dancing, etc. The executive committee was empowered to offer financial assistance to the Red Cross Society in case events should make such action necessary. The organization as a whole resolved to use its influence in behalf of universal peace. The secretary was instructed to write a letter of sympathy to President Wilson relative to his recent bereavement and to express to him the organization's approval of his peace policy. A contribution for the Red Cross fund was collected at the final session of the convention.

A handsome bar pin of pearls and sapphires was presented to Mrs. Jessie F. Waterhouse, the retiring president.

The Women's Organization now has members in 34 States and it is hoped that the entire Union will be represented before the 1915 convention. About 150 delegates registered at this convention and the sessions were well attended.

A handsome seal traveling bag, fully equipped with ivory toilet articles, was presented to Mrs. W. E. Lee by the members of the board of management and other friends.

Mrs. McBride, the new president, is one of the charter members, the president of Youngstown chapter and a club woman of wide experience. She will fill her new position with dignity and efficiency.

The Milwaukee chapter won the beautiful gold and white banner, presented each year to the chapter having made the greatest percentage gain during the previous 12 months. Milwaukee is the "baby chapter" and it had almost doubled "in weight."

Mrs. Rutherford, of Brooklyn, N.Y., the oldest woman pharmacist in the United States, was in attendance at the convention. She is 5th vice-president.

The \$10 gold medal offered annually by the organization was awarded to Miss Frances Hindman, of Washington State University C.P., whose remarkable record warranted the honor bestowed upon her. Several others were close to her in the contest, but Miss Hindman was ahead, everything considered. On completing her five-year course she received the degree of

Master of Science, in pharmacy, having made a high percentage throughout her course.

The entertainment features for the women attending the convention were exceptionally fine. They included a 30-mile auto ride, a tour through Wanamaker's department store, together with an introduction to Mr. Wanamaker himself; a picnic at Willow Grove, a reception and musical entertainment by Philadelphia Chapter, No. 6, at which solid silver spoons were given to all visitors as souvenirs of the occasion; a boat ride on the Delaware and special trips to historic spots.

The financial report of the organization showed sufficient money in the treasury to liquidate all bills and to keep a thousand-dollar reserve out at interest.

### SYMPATHY FOR MRS. LEE.

Nation-wide sympathy for Mrs. William Estelle Lee has been expressed in the hour of her great trial. Mr. Lee was called home, July 20, 1914. He had not been well for some time, owing to attacks of heart trouble, but few thought he was so near the end of his journey, for he entered into the preparations for the great N.A.R.D. Convention with all his usual enthusiasm and earnestness.

A most unassuming man of sterling worth and character, a devoted husband and father, a helpful, loyal friend, a thoroughly dependable business man, and a kind-hearted neighbor has been summoned to his last reward. The heritage of such a name is worth more than silver or gold. Mr. Lee leaves behind him to mourn his loss one son, Dr. Walter E. Lee, and his widow. Her untiring labors in behalf of the women of her city, the women of her husband's profession, and the best interests of the profession at large are too well known to need remark. In all her work she has been aided and encouraged by Mr. Lee's sympathy and advice.

The offers and expressions of sympathy, only partially express what the drug people in the United States feel for Mrs. Lee. To most of them the word came not as a matter of news, but as the announcement of a personal loss.

### LOUISVILLE CHAPTER AIDS CHILDREN.

The Louisville Chapter of the W.O.N.A.R.D. held its regular monthly meeting at the Main Library July 2. The chapter voted to donate five dollars to the Fresh Air Fund. This fund is raised in the city by popular subscription through the efforts of one of the local papers. The object of the work is to enable mothers with small children who are in poor circumstances to spend a two-weeks vacation in the country near Louisville. This is a thoroughly worth-while object.

Mrs. J. H. Dickey, chairman of the press committee of the Kentucky Federation of Women's Clubs, addressed the members on "Some Phases of the Federation."

Mrs. J. V. Calver, the national organizer of the W.O. was also present and gave the members an informal talk which was thoroughly enjoyed. Later Mrs. Calver was entertained in a most delightful manner by the members at the Foutaine Ferry Park. The outing also included some time spent in beautiful Shawnee Park which adjoins.

The members are also planning to attend the Chautauqua to be held at Glenwood Park in the near future. A number of Louisville people are planning also to attend the N.A.R.D. convention in Philadelphia. Miss Clara Hulskamp is the president of this chapter.

[NOTE—It is with much pleasure that we read of the interest of the organized women in Fresh Air work. The editor of this department has the privilege at the present time of serving as president of the Cayuga County Fresh Air Association. Last Summer upwards of 250 children were given two weeks vacations, most of these coming through the services of the Tribune Fund of New York City. This fund provides for medical inspection and transportation, the Cayuga County Association with headquarters at Auburn, New York, furnishing entertainment, and where it is necessary clothing for the children. At the present time two colonies of these children are being maintained. Every one aiding in the work is sure to enjoy her vacation better and more worthily for having helped some little child to have a healthy, wholesome vacation.—E. G. W.]

# NEWS SECTION



## MOSTLY PERSONAL

### E. St. Elmo Lewis Enters New Field.

E. St. Elmo Lewis, advertising manager of the Burroughs Adding Machine Co., has been selected for the office of vice-president and general manager of the Art Metal Construction Co., of Jamestown, N. Y. During the past 10 years Mr. Lewis has achieved remarkable results through the medium of advertising, and has written into the text-books of that profession some of its most salient and important theories. His articles and speeches on efficiency in business management have gained him a national reputation, not only as an advertising expert, but as a close and deep-thinking observer of the trend of modern business as well.

During the past few years he has made a special study of the problems confronting the small retail merchant, with a view of standardizing these problems so that a solution of them could be more easily obtained. He has worked unselfishly and vigorously in a score of great civic and commercial movements to the end that lasting benefits might accrue to the retailer through the discovery and promulgation of time-, money- and effort-saving methods which were especially suited to the needs of the smaller merchant, and his efforts have secured for him a host of friends in almost every line of business endeavor.

### Pharmaceutical Personalities.

—**F. M. Mytinger**, who has been engaged in the drug business at White Hall, Ill., for the past 48 years, has retired at the age of 73. His successors are A. M. Nevius and George E. Bell, two young men who have advanced from a clerical capacity in the store to the ownership. Following his discharge from the army at the close of the Civil War in 1865, Mr. Mytinger entered business as a clerk. In 1879 he opened a store at the present location. He has now retired because of his age and impaired health. During the war Mr. Mytinger served as a member of Company D, 14th Illinois, and re-enlisted in Company C, 61st Illinois, receiving his discharge as adjutant of the regiment.

—**Charles Melbourne** and wife, of Chicago, were recent visitors at Lake Chabunagungamaug, near Webster, Mass. They were interested to see what the namesake of their pharmacy in Chicago was like. More than a year ago Mr. Melbourne picked up a postal card with a view of Point Pleasant and bearing the abbreviated name of the lake. The name interested him and shortly afterward when he opened his drug store he called the store the Chabunagungamaug. He told the curious it meant "pure, unadulterated, clean and healthful." The full name of the lake is Manchaugagoggagoggchargoggagoggchabunagungamaug. They were delighted with the lake.

—**Frank B. Walker**, the champion starting judge in this country, is, according to a recent newspaper story, a former druggist. He was advised by his physician to get out in the open. He interested himself in horses and was one day asked to act as timer. Later, he was made judge, and on another occasion, in the absence of the starter, was persuaded to start the horses. He was successful at this stunt and soon became a professional. He has never driven a horse in a race or owned a race horse, and, according to the account, has never been on a race track except to walk from the grandstand to the judge's tower.

—**Sam Zimmerman**, the Lodi, Cal., druggist, is reported to have been treed by a huge bear that turned out to be a dog, while on a recent hunting trip along the McCloud River. While returning to camp, the story goes, he used up his last two shells killing a rattlesnake. Hearing a noise behind him, he turned to find a bear following him. Mr. Zimmerman dropped his gun and climbed a tree. Mrs. Zimmerman, as a member of the party that went in search for him, found her husband roosting in the tree top. She also discovered that the "bear" was a big Newfoundland dog.

—**Ernst O. Engstrom**, of Pittsfield, Mass., who is American by birth, but of German parentage, is confident that the Germans will best the allies in the European war. He attributes the basic principle of the war to be the jealousy of other nations over Germany's rapid progress in the world. He thinks that American sentiment will change in the next several months and that we will realize that Germany is fighting for a just cause. Mr. Engstrom made a tour of Europe last Summer and was impressed with the strides that Germany was making in all directions.

—**Carl Bradshaw**, pharmacist at 1542 South High street, Columbus, Ohio, was burned on the face, neck and eyes when an explosion resulted from mixing nitric acid and other chemicals. Clarence Heil, proprietor of the South Columbus pharmacy, was also burned when he came to his employee's assistance. Both men were taken to the hospital. Mr. Heil was able to leave the hospital after a short time. Mr. Bradshaw's condition was not serious and the physicians thought his eyesight might be saved.

—**Charles A. Wood**, manager of E. C. DeWitt & Co., proprietary manufacturers, at 146 West 52d street, New York, was recently shot by a former employee. The bullet lodged in Wood's neck and he was removed to Flower Hospital. Until a short time ago the man who did the shooting, James D. Faucher by name, had been a salesman in the employ of the company for nearly 25 years. Mr. Wood had just written him a recommendation when Faucher shot. The latter had been discharged.

—**A. J. Killmer**, of Mason City, Ia., president of the Iowa State Pharmaceutical Association, in a recent newspaper interview published in his State, advocated a law that will place Iowa physicians under the same restrictions as are the pharmacists. He said in part: "What we need in Iowa is a law similar to the Boylan law recently enacted in the State of New York which places the physician under the same restrictions as the pharmacist."

—**A. A. Burnham**, veteran druggist of Pemberton, Mass., was recently presented with a gold watch by 50 Dorchester and Roxbury physicians for whom he had put up prescriptions during the past 27 years. He is now leaving the drug business. The presentation was made at the Pemberton Inn, by Dr. John Dudley. The toastmaster was Dr. Peter J. Fleming. A telegram of congratulation was received from Mayor Curley.

—**John Wheatcroft**, of Grayville, Ill., was recently appointed a member of the Advisory Board of the Illinois School of Pharmacy. The appointment was made by the Board of Trustees of the State University and is for a term of five years. Mr. Wheatcroft is a former member of the State Board and is the delegate of the State association to the A.Ph.A. convention.

—**Elwyn E. Young**, a Wickford, R.I., druggist, had his beard burned from his face when he sought to fill a jug with alcohol by the light of a match. The flames were smothered by a customer and Mr. Young was removed to his home. The fire department extinguished the flames, only slight damage being done to the store room.

—**W. J. Babin**, physician and druggist of Kenner, La., was dangerously wounded by burglars who shot him when they were detected trying to enter his pharmacy. At last report his condition was slightly better, although it was thought that he would have to undergo an operation for the removal of the bullet lodged in his chest.

**Jason Cory**, of Kingman, Ind., recently visited his sister at Saybrook, in which town he had lived 40 years ago, and where he was married 48 years ago. His wife accompanied him and they called at the house where they were married. Needless to say, however, very few of the old friends and neighbors were left to greet him.

—**W. L. Furgason**, proprietor of Furgason's drug store, Yuma, Ariz., was recently found unconscious in the prescription department. Two doctors worked over him until he revived. At last report he was in a critical condition. Poor health during the past several months and the hot weather are blamed for his collapse.

—**C. M. Brewer**, a druggist of Helena, Okla., was recently so unfortunate as to run down and injure a woman while driving his automobile. He continued on his way after the accident, and when overtaken later satisfied the authorities that he was unaware that he had injured anyone. He was not arrested.

—**A. C. Neveu**, proprietor of the Corner drug store and the West Side drug store at 107 North Broadway, Green Bay, Wis., will be a candidate at the primary election for the office of member of assembly. He is a Republican. He pledges himself to work for a businesslike administration if elected.

—**Miss Ada Bellows**, a nurse who for some time and till recently conducted a pharmacy at 11th and Madison streets, St. Louis, Mo., is reported to have attempted suicide by swallowing a number of strychnine and morphine tablets. Failure in business was given as a reason for the attempt.

—**Miss Laura Kamlah**, daughter of William Kamlah, the well-known Hoboken, N. J., druggist, has cabled her father that she is safe and well at Lausanne, Switzerland. She was touring Europe with a party of friends when war was declared. Her parents were much worried for her safety.

—**D. C. Woodworth**, of the Woodworth Drug Company, and two other business men of Albany, Ore., were judges in a recent contest arranged by the Albany Herald to determine who in the city could write the best letter on successful advertising. A prize of \$10 was offered.

**M. R. Ost**, the popular Atlantic City druggist, has completed the enlargement of his store at Massachusetts and Atlantic avenues, the new store being of more than four times the capacity of the original establishment, and one of the show-places of the resort.

—**A. E. Kiesling**, the Houston, Texas, druggist, who is president of his State Rexall organization, was recently elected to head the International Association of Rexall Dealers. The election was held at the latter body's convention at Niagara Falls, N. Y.

—**Flynn R. Person**, of Ware, Mass., has announced his candidacy for the nomination as representative from the Fourth Hampshire district on the Republican ticket. He has the approval of the Republican town committee and no opposition is expected.

—**Charles A. Sayre**, for 40 years a successful druggist at Victoria, Ill., is dead. He was 70 years of age and was a veteran of the Civil War, in which he served from April, 1861, to July, 1865. He then served as sergeant and quartermaster in the regular army for three years. He was a native of Rushville, N. Y.

—**John T. McWhirter**, president of the Baumann-McWhirter Chemical Co., New York, died suddenly in Cleveland, Ohio, on July 26, whither he had gone on a business trip. Heart disease was the cause of death. He was born in Norwich, Ohio, and received his education there. His widow survives.

—**Robert C. Wood** died at his home recently in Franklin, Ind. He had been 40 years in the retail drug business in that city. Mr. Wood was prominent in fraternal and civic affairs in his home town and was 12 years a member of the school board. He was 64 years old. He is survived by a widow and one son.

—**Joseph A. Maloney**, a well-known druggist of Wheeling, W. Va., died recently from an attack of apoplexy, a disease from which he had suffered for some time. He was a Civil War veteran, and served as a corporal in the 17th Pennsylvania Infantry. He was a staunch member of the Catholic Church.

—**J. C. Jennings**, proprietor of the East Lake Drug Co., East Lake, Tenn., died at the Morgan Springs Hotel on Aug. 3, where he had gone to regain his health. He was born in Morrow, Ohio, and went to Tennessee, settling in Dayton when he was 20 years of age. He was well known in Chattanooga.

—**Theodore Diehl**, 39, a druggist of 644 Bedford avenue, Brooklyn, N. Y., died on August 10 from the effects of poison taken with suicidal intent. It is said that he never recovered from the effects of the death of an intimate friend, who was mysteriously murdered in bed last January.

—**Mrs. J. A. Farnham**, one of the first women to be registered as a pharmacist in Wisconsin and who had conducted a drug store in Fennemore, that State, for 34 years, is dead, aged 58. She was born in Belvidere, Ill. Death followed an illness of short duration.

—**S. A. Dickson**, of Morris & Dickson Co., wholesale druggists, Shreveport, La., a former mayor of his city, is expected to put up quite a fight for the mayoralty in the coming election. The present mayor is one of the candidates.

—**Crittenden M. Edmunds**, a former Louisville, Ky., druggist, is dead. He was stricken with paralysis more than three years ago, and never fully recovered. He was a member of the Kentucky Ph. A. and well known throughout the State as an able pharmacist.

—**Samuel Kabn**, a drug clerk in the employ of the Ferry Park drug store, Detroit, Mich., died on Aug. 8 from internal injuries caused by the explosion of a carbonated soda tank. He was 20 years of age. Burial took place in Bay City, the home of his parents.

—**Henry E. Roe**, a young druggist in the employ of the Dr. Scott Drug Co., Seattle, Wash., was accidentally drowned while on a fishing expedition with his father at Rosedale a month ago. The body has just been recovered.

—**Cherte Borie**, a former Philadelphia druggist, but in recent years connected with the U. S. Customs service, died recently at Ocean City, N. J. He was 85 years of age and an early graduate in pharmacy.

—**Mrs. Susan N. Rogers**, wife of S. L. Rogers, Clinton, Ill., pharmacist, died in St. Louis hospital, whither she had gone for surgical operation. The remains were taken to Cape Girardeau, Mo., for burial.

—**Henry C. Riddlemoser**, junior member of Kefauvre & Riddlemoser, druggists of Smithsburg, Md., died suddenly of acute indigestion on August 7. He was 24 years old and is survived by his mother.

—**Frank A. Przybylski**, druggist at 3663 S. Paulina street, Chicago, Ill., was killed in an automobile accident while on his way to Waukegan, his machine overturning and falling upon him.

—**William Wallace Allison**, formerly a druggist at Camden, Ind., is dead at Penfield, Ohio. He was born in 1852 and in early life was a student in the Cleveland Medical College.

—**Samuel H. Walden**, 69, died at his home in Evansville, Ind., on Aug. 7. He was one of the oldest retail druggists in Evansville. He is survived by a widow and four children.

—**Lyda W. Martin**, a druggist of Worthington, W. Va., died July 19 at St. Mary's Hospital at Clarksburg, W. Va., after an operation. He was 40 years old and left a wife.

—**W. D. Keller**, 60, a pioneer druggist of Culesac, Idaho, is dead from an attack of heart failure. He was formerly a resident of Spokane and of Metaline Falls.

—**Miss Flora Scarborough**, of Laurel, Miss., is canvassing the State in the interest of the Mississippi Pharmaceutical Association. She will spend a month or so endeavoring to enlist every pharmacist in the State.

—**Frank Nau**, the Portland, Ore., druggist, and family were members of a motor party which recently toured along the Deschutes River and to Crater Lake. They returned home enthusiastic over their excursion.

—**B. O. Driver**, pioneer druggist of Roanoke, Ala., is dead, following a surgical operation he recently underwent. A wife and two sons survive.

—**Burton Cassaday**, of Terre Haute, Ind., has been appointed by Governor Ralston to succeed himself as a member of the State Board. His new term will run for three years from May 6, 1914.

—**Lynn Fort**, of the Lamar & Rankin Drug Co., sales department, Atlanta, Ga., returned home recently after a pleasant vacation spent with his family at Wrightsville Beach.

—**Ralph Kauffman**, employed at the Bryant & Klocke drug store, Lansing, Mich., was recently married to Miss Ida Bergman, a popular young school teacher of Nashville.

—**F. A. Scheuber**, of Helena, president of the Montana State Ph. A., recently made a tour of the principal cities of his State. He was accompanied by his wife.

—**Ray D. Fox**, a well-known druggist of Saginaw, Mich., was married recently to Miss Blanche Irene Gavigan. Mr. Fox is a graduate of Valparaiso University.

—**Charles Hoepfner**, a prominent West Side Chicago druggist, is reported to have opened his campaign for the Progressive nomination for sheriff.

—**Pierce L. Graham**, the Chapline street druggist of Wheeling, W. Va., recently became the proud father of a fine baby boy.

—**M. J. Ryan**, proprietor of the Moran St. Pharmacy, Detroit, Mich., died on Aug. 6 from heart disease.

—**Dr. William Jay Schieffelin** has been making frequent trips this Summer to his country place at Ashville, Me.

## OBITUARIES

### James A. Watkins.

James A. Watkins, 65, proprietor of the Union avenue pharmacy, Union boulevard and Suburban tracks, St. Louis, was killed early in the morning of July 8 at Centralia, Mo., when returning to St. Louis from a visit to his brother at Henrietta, Mo. The crew of a freight train found Watkins' body near a water tank in the Centralia yards. The head was severed from the body. In Watkins' pocket was a draft for \$1000 payable to himself and a letter addressed to his brother, William H. Watkins, of Henrietta. Watkins boarded a Wabash train at Lexington Junction, presenting a ticket to St. Louis. This was at night. At Wellsville the conductor found he was short the man who had presented the ticket from Lexington Junction to St. Louis. An examination revealed blood-stains on the trucks of the chair car and the rear sleeper. The supposition was that Watkins left the train at Centralia and in attempting to board it again as it was pulling out he fell under the wheels.

### Donald Porter.

Donald Porter, said to be one of the most widely known traveling men in the West, and who since 1882 had carried a grip for four wholesale drug houses, died at his home in Wichita, Kan., on Aug. 12. He had been ill since February with Bright's disease, which with heart trouble caused his death. He was born in Bellefontaine, Ohio, in 1859, and his first traveling job was with H. E. Bucklen & Co., of Chicago. He was then employed by the C. D. Smith Drug Co., of St. Joseph, Mo., and by McPike & Fox before accepting a position with the Van Natta-Lynds Drug Co., of St. Joseph, Mo., for whom he sold drugs in Kansas for many years. He was one of the leading members of the commercial travelers' organization and a great friend of the circus folks. Prominent men over the Middle West claimed him as one of their most intimate friends, and to the majority of them he was familiarly known as "Don." His wife, a sister and brother, Frank S. Porter, of the Shelley Drug Co., Wichita, survive.

### Charles H. Howard.

Charles H. Howard, one of the best-known druggists in Greater Boston, died at his late home, 76 Norwood street, Everett, on July 19. He was stricken with paralysis two days earlier, which was his 49th birthday. He was born in Lyme, Conn., and at the age of 18 came to Everett and secured employment in the drug store of G. H. Kimball in Everett square. That was 31 years ago, and "Bert" had risen from errand boy to senior partner, but everybody still called him "Bert" and

liked him. He was a member of Palestine Lodge of Masons, Everett Lodge of Elks, and Everett Lodge of the A.O.U.W. A wife and a daughter, aged 15, survive. Burial was at his native place.

### Charles B. Kinnan.

Charles B. Kinnan, of Wading, Kinnan & Marvin Co., wholesale druggists of Toledo, Ohio, died on Aug. 11 at Whetstone, Ind., whether he went about a month ago to recuperate. He had been in failing health for some time. Mr. Kinnan was prominent in business circles in his home town, and had been a resident of Toledo for 30 years. He was a stockholder in the above-named company, and until the last few years was its treasurer. His early home was in Cambridge Springs, Pa. He was a member of the Toledo Club and the Country Club, and was 56 years old. His brother, John S. Kinnan, was with him at the time of death.

### John W. Bell.

John W. Bell, pioneer druggist of Omaha, Neb., whose death occurred recently in that city, was born in Lexington, Mo., in 1859. In 1870 he went to Omaha and engaged in the drug business with James K. Ish, at 12th and Douglas streets, moving a few years later to 10th and Marcy streets, where he continued in business for 17 years. He then engaged in business at 1216 Farnam street until last year when a disastrous fire caused him to open a store at 1316 Farnam street. This he operated up to the time of his death, which it is believed was brought on by overwork. He is survived by his wife, a daughter, and a son, A. L. Bell, of New York City.

### Bert C. Haines.

Bert C. Haines, a druggist and one of the most prominent business men of Pontiac, Ill., died recently, death being due to Bright's disease. He was born in Bloomington, Ill., in 1867, where he received his education and served his apprenticeship in the drug business. On the retirement of J. T. Crosswell, 14 years ago, he purchased the former's pharmacy in Pontiac, which he was conducting at the time of his death. Mr. Haines was noted for his genial disposition and was universally liked. He was taken sick about a year and a half ago and never fully recovered his health. He was last at his store on July 4.

### Norman N. Mason.

Norman N. Mason, one of the founders of the Rhode Island College of Pharmacy, and for a number of years a member of the Rhode Island Board of Pharmacy, which he had served both as president and secretary, died of cerebral hemorrhage at his home in Plattsburgh, N.Y. He was well known in Providence, R.I., where he conducted a drug store and laboratory until about eight years ago. He was an ex-president of the Rhode Island Pharmaceutical Association.

## RECENT DEATHS.

—**Charles A. Winn**, president of the Coraline Drug & Chemical Co., 465 Greenwich street, New York City, is dead of paralysis. He was 63 years old, a native of Maine, and left a widow and three sons and a daughter.

—**Romeo Russell**, 23, of Greenfield, Mass., for several years a clerk in the store of C. N. Payne, is dead following an operation at the Franklin County Hospital.

—**Charles E. Boulineau**, 63, pharmacist, Augusta, Ga., in active business until death from ptomaine poisoning.

—**Lewis A. Gable**, for 33 years engaged in the retail drug business at Illinois and 16th streets, Indianapolis, died at his home in that city on Aug. 13 after an illness of four months. Mr. Gable entered the drug trade at the age of 17, when he became a clerk for Peter S. Miller, at Farmland, Ind. He bought the store and was married to Mr. Miller's daughter. Mr. Gable was 73 years old. He is survived by a widow and one daughter.

—**Dr. Webster M. Dyas**, for 32 years proprietor of a drug store at Arlington Heights, Ill., is dead from a lesion of the arteries of the brain. He was 61 years of age. He was born at Montello, Wis., and learned the drug business of George Miner, an uncle, at Cedar Falls, Iowa. He secured his medical degree from Rush Medical College from which he graduated in 1896.

## NEWS FROM ASSOCIATIONS

### ANNUAL CONVENTIONS.

N. W. D. A. Indianapolis, Ind., week of Sept. 21.  
Geo. W. Lattimer, president; J. E. Toms, secretary, New York City.

### G. A. S. PARTY DIVIDES AT FRANKFORT-ON-MAIN

**Thirty-Two Elect to Go to England, the Rest Stay in Germany Where They Are Now—14 Arrive Home.**

The European tour of the German Apothecaries' Society, an event which was about a year and a half in preparation and which has ended in an experience which none of the participants will ever forget, was successful up to the arrival of the party at Frankfort-on-Main, Germany, Aug. 3. Here, on account of the sudden outbreak of hostilities, the 120 members were obliged to separate and each look for the most convenient way of getting back to America. Thirty-two participants managed, with great difficulty, to get to London, via Flushing, Holland, by boat to Queenboro, England, and a two-hour trip by train to the English capital. The 29-hour trip from Frankfort to London was one of discomfort from start to finish.

At Frankfort the party was advised at 2 p. m. that the last train out of Germany would leave at 3:02. The 32 who had elected to leave had just one hour and two minutes to pack—according to the announcement. At the station they waited until five o'clock, the military trains being given the precedence. The G. A. S. party managed to board the last train, and as the ERA goes to press only a few of the 90 or so who decided to remain in America have been heard from since.

Of the 32 who arrived in London, 14 booked for Montreal, Canada, on the *Royal George*, of the Canadian Northern Line. They left Avonmouth, near Bristol, England, on Aug. 10, 9 p. m., and the passage from land to land took only six and a half days. The arrival at Montreal at 8 p. m., Aug. 18, concluded an eventful voyage, features of which were the hidden lights, covered port holes and the extreme north-ly course taken by the ship. On the afternoon of Aug. 15, the passengers saw four icebergs. At 2 p. m., Aug. 16, the engines were reversed to keep from running into an ice floe. The 14 fortunate enough to return on the *Royal George* were the following:

Prof. Gustave Bachmann, Minneapolis; Prof. C. M. McKellips, Portland, Ore.; S. K. Sass, Chicago; Dr. M. L. Kroschel, Hallettsville, Texas; C. A. Washburn, Hallettsville; Charles F. Hahn, Philadelphia; George Burns, Robert S. Lehman, Richard Jorgensen, Hugo Kantrowitz and Miss Claire Kantrowitz, all of this city; Dr. Wm. C. Alpers and Mrs. Alpers, Cleveland, and Mrs. Virginia Cassebeer, Frankfort, N. Y.

Mr. and Mrs. E. W. Runyon, members of the party, have booked for a steamer leaving England in September. Mr. Runyon is the assistant secretary of the New York College of Pharmacy.

The plans of the society were carried out until war was declared. The members had been overwhelmed with the hospitality of their German, Austrian and Swiss colleagues, the latter receiving the tourists as though they were old friends. It was while eating their midday meal in the early afternoon of Aug. 3 that the party received the news that they must catch the last train or stay in Germany for an indefinite period. The decision was left to each individual, no one wishing to take the responsibility of such a difficult step. That is the reason why 32 decided to make a break for England and the rest elected to await results.

The *Deutsch-Amerikanische Apotheker-Zeitung* asserts that Americans in Germany are treated with the greatest hospitality and the American consul in Frankfort will aid the members of the party wherever necessary. An agent for McCann's tours is there also, and has the means for securing transportation. The journal quoted practically asserts that its next issue will announce the safe arrival home of the entire party.

### LAST CALL FOR N. W. D. A. CONVENTION.

THE 40th annual convention of the National Wholesale Druggists' Association will be held in Indianapolis, Sept. 21 to 26, inclusive, and from present indications it promises to be one of the largest gatherings of the jobbing drug trade in the history of the organization.

The headquarters of the convention will be the Claypool Hotel, the largest and most widely known hostelry of the Hoosier Capital. This hotel was planned specially for the accommodation of conventions. On the eighth floor there are two excellent convention halls, of which the larger will accommodate an audience of approximately 1000, the smaller about 250. There are also convenient club rooms and other apartments which provide excellent quarters for committee meetings. The hotel maintains several excellent cafes and a large banquet hall in which over 700 can be comfortably served.

There will be plenty of entertainment in addition to the business sessions, chief among which will be a side trip to French Lick by special train returning the following morning. Thomas Taggart, president of the French Lick Springs Hotel Co., will be the host on this occasion. There will be the usual reception and ball in the evening of the first day. Plans have been made for a trip to the world famous Automobile Speedway and a real live race will be pulled off for the special benefit of the guests. There will be an entertainment at the Indianapolis Country Club and a theater party at the Murat—Indianapolis' finest play house. Several private entertainments have also been arranged by the ladies' committee especially for visiting ladies.

The homes of several of the local members of the association will also be thrown open on this occasion for the accommodation of the visitors. While the Claypool will be headquarters, Indianapolis hotel facilities are such that excellent outside accommodations may be secured for those who desire, the following hostelries being named:

Claypool Hotel—600 rooms, 400 baths, fireproof, European plan.

New Severin—400 rooms, 400 baths, fireproof, European plan.

New Washington—300 rooms, 300 baths, fireproof, European plan.

Denison—250 rooms.

All members are urged to reserve accommodations early by writing to the hotels or to W. A. Caperton, of Eli Lilly & Co., who is chairman of the committee on hotel accommodations.

### Colorado Pharmacal Association.

The Colorado Pharmacal Association will hold its 25th annual meeting at Pueblo on September 8, 9 and 10 and all druggists of the State are invited to attend. In preparing the programme of the meeting the committee has had in mind not only the "serious business" but has made arrangements for sundry entertainment features, particularly for the ladies. Prizes will be offered to the winners in various athletic events. Those wishing to contribute should address the local secretary, A. B. Tipple, Pueblo, or Secretary Charles J. Clayton, 1775 Humboldt street, Denver.

### War Prevents Chemical Society Meeting.

The European war has caused the postponement of the annual meeting of the American Chemical Society, which was to have been held at Montreal this month. While the society is contemplating holding a meeting later during this year, at some place other than Montreal, the probabilities are that the next gathering will take place in New Orleans, April 1 to 3, 1915. This has not been definitely settled, however, and members of the society will be notified to that effect if plans are perfected for a meeting during the latter months of this year.

### International Federation's Annual Meeting Postponed.

The meeting of the International Pharmaceutical Federation, which was scheduled to take place at Berne, Switzerland, on Aug. 7, has been postponed indefinitely. This organization is composed of men representative of the drug and pharmaceutical trade of the world, and the difficulty which the majority of these members would experience in attempting to go to Berne, owing to the present European hostilities, prevented the proposed meeting.

## Members of Cincinnati Branch of A. Ph. A. Celebrate First Anniversary.



*Pharmacists and their wives after the old-fashioned Kentucky Chicken Dinner.*

**I**N celebration of its first anniversary, the Cincinnati Branch of the American Pharmaceutical Association went on an outing recently to White Villa, Ky., where they were the guests of J. M. Myers, through whose hospitality the White Villa Club was thrown open to the members of the organization. So excellent were the arrangements for the entertainment of the druggists that the outing was unanimously conceded to have been the most enjoyable of any ever held by a Queen City pharmaceutical organization. The programme included boating, bathing, baseball and other amusements, the committee in charge of the arrangements consisting of Charles G. Merrell, chairman; Otto Katz, Louis Werner, Prof. C. T. P. Fennel and Frank Freericks.

About 70 people sat down to the old-fashioned Kentucky chicken dinner which was served. Speeches were made by E. H. Thiesing, Theodore Wetterstroem, Charles Harding, Fred Ott, C. T. P. Fennel and Frank Freericks. Among those who contributed to the enjoyment of the visitors were the French-Bauer Co., which donated ice cream and cake; Dolly Varden Chocolate Co., candy, while cigars were furnished by the J. B. Moos Co., Isbold Cigar Co., and S. Joseph & Co. The Wm. S. Merrell Chemical Co. donated a number of prizes for the various games in which the victors were Miss Lula Faller, Mrs. Frank Freericks, Mrs. Otto Kistner, Mrs. Scallan, Mrs. Jackson, Miss Helen Heister and Mrs. Weissman. As a result of the outing a considerable addition was made to the membership list, and the development of an interest which promises increased attendance at the meetings during the coming season.

#### Chemists Wanted for U.S. Departments.

The United States Civil Service Commission have issued notices inviting attention to the open competitive examination for junior chemist, both men and women, scheduled to be held on Sept. 9 and 10 at various centers in the United States. The following vacancies in such positions exist at the present time: One junior chemist, qualified in biological chemistry, Bureau of Animal Industry, \$1200 a year; one junior chemist, same qualifications, Bureau of Chemistry, \$1200 to \$1620 a year; one chemist, qualified in pharmaceutical chemistry, Bureau of Chemistry, \$1200 to \$1440 a year; two chemists, qualified in pharmaceutical chemistry, Bureau of Chemistry, \$1620 to \$1740 a year. The applicants will be examined in general chemistry, elementary physics, French and German, practical questions on each optional subject chosen, the list of these embracing advanced inorganic, analytical, biological, dairy, food, metallurgical, organic, pharmaceutical, sanitary and soil chemistry. Applicants must specify in their application all of the optional subjects in which they wish to be examined. Persons who meet the requirements and desire to take the examination should apply to the U.S. Civil Service Commission for the proper blank form which must be filled out and filed with the Commission, Washington, D.C.

#### Standards Should Not Handicap Progress.

*Dr. Alsberg Addresses Food and Drug Officials and Suggests Introduction of Tolerances for Foods.*

**T**HE work of the 18th annual convention of the American Dairy, Food and Drug Officials, held last month in Portland, Me., was largely devoted to food problems, but drugs received sufficient attention to bring the discussions to the attention of the drug trade. As is well known, the association has for its membership the officials charged with the enforcement of the food, dairy and drug laws throughout the United States. In only a few States, however, are these officials charged with the supervision of narcotic drugs. Among those present and frequently seen at pharmaceutical meetings were Dr. Charles Caspari, Jr., Baltimore; Dr. Charles E. Caspari, of St. Louis; W. T. Hankey, Cleveland; Dr. L. F. Kebler, Washington, and J. F. Windolph.

#### General Standards.

Dr. Carl L. Alsberg spoke on the subject of general standards. He emphasized the desirability of legal standards, thus eliminating litigation, expense and pitched battles in court. Court cases frequently settle little or nothing. The lack of standards unsettles manufacturers, consumers and food officials. Standards are flexible, law is not. He believed that in formulating standards the following should be kept in mind:

Standards should not permit any deleterious agent. (This applies to food products only.)

Standards should permit no fraud on the consumer.

Should be so formulated as not to exclude useful or wholesome products.

Standards should not handicap progress.

Dr. Charles Caspari, Jr., thought it would be wise to introduce tolerance in food standards the same as now obtained for drugs recognized in the U.S. Pharmacopoeia. The general feeling is that Congress should authorize the Secretary of Agriculture to study the question and ultimately formulate and promulgate standards.

At this point Commissioner Flanders referred to the report of committee memorializing Congress to empower the Secretary of Agriculture to prepare and formulate standards.

#### Distinctive Names.

This question was discussed somewhat freely and all appeared to be of the opinion that it was a mistake to introduce into any law reference to a distinctive name. It simply afforded a means of evading responsibility. Attention was called to the fact that this feature was introduced into the law because of the constant cry of trade secrets. Numerous illustrations were given to bring out the undesirable features involving a distinctive name. It was clearly shown that by using a distinctive name under many of the laws, it was possible to concoct any form of mixture and impose upon the consuming public. Attention was called to the fact that certain

States, and delineated the distinctive name features; for example, Massachusetts.

#### Collecting Samples.

The question of collecting drugs by inspectors received considerable attention. Some advocated the idea of the inspector going to the store, introducing himself to the proprietor and making careful observations and purchasing such commodities as he desired. Others were of the opinion that the best method of purchase was for the inspector to purchase his commodities the same as any ordinary customer would do. The latter method was criticised by some as a form of detective work which should not constitute a part of our duties.

It was shown, however, that under some laws it is impossible for the inspector to do otherwise, and the fact was fully brought out that some State drug inspectors were empowered to go into any drug store and demand of the druggist any substance that may be found upon shelves. Educational methods and co-operation were highly advocated. The fact that such a large percentage of samples were found to vary materially from the standards, was deplored.

Attention was called to the impracticability of purchasing under a regulation calling for three samples. Such a regulation could not be complied with in many instances. For example, the druggist would not have on hand three samples of a given product. The Federal regulation originally called for three samples, but it was soon found in practice to be inoperative, particularly in goods shipped into interstate commerce by mail to consumers. The line of business which brought this out most conspicuously was the treatment of drug addiction by mail or express.

#### Quality of Drugs.

The character and quality of drugs often found in drug stores are not what they should be.

The so-called "field tests" were referred to only to be condemned. Sub-standard drugs were not approved of.

F. L. Shannon, of Michigan, referred to the shortages found in many tablets, such as aspirin and potassium iodide. The work of the Bureau of Chemistry on tablets was also commented on.

In Michigan the percentage of illegal drugs in five years was lowered from 56 per cent. to 35 per cent. Co-operation played a large part.

Mr. Lithgoe spoke of likely variability of proprietary articles, citing the finding of wood alcohol in a "dandruff cure" and a little later ethyl alcohol. Reference was made to the deaths of several soldiers camping in Vermont caused by drinking bay rum containing wood alcohol. Regret was also expressed at the appearance of an article by a prominent Pennsylvania druggist advocating the use of wood alcohol in certain drugs.

The poor quality of powdered asafetida received attention in a paper by Mr. Zieffe. Some considered this article a malodorous pharmaceutical monstrosity, and should be relegated to the scrap heap.

Dr. Kebler called attention to the results of the examination made on drugs collected in the District of Columbia, stating that there was need of improvement in the District, as well as in the States. Considerable leniency had been extended to the drug trade, but it was decided to make it possible to purchase as good drugs in the District of Columbia as in other sections of the United States. He stated that extreme leniency was shown. In fact, he believed that the leniency was subject to criticism in some quarters. For example, not a single druggist was cited whose tincture of iodine came within 20 per cent. of the Pharmacopoeial standard. Yet with this exceeding liberality, a goodly number of samples were found wanting. The same leniency has been extended to other drugs examined.

#### False Advertising.

Dr. S. J. Crumbine discussed the subject of false advertising, and referred particularly to the deception practiced by nostrum manufacturers. He referred to the influence for good of advertising clubs throughout the country in eliminating fraud and deception from advertising columns. There have been a number of State laws enacted to punish misrepresentations of an advertising character.

R. M. Allen, of Kentucky, stated that editors and managers of papers should not be held responsible. Attention was called, however, to the fact that in some instances, at least, editors

had full knowledge of the fraud and deception, and under such conditions should certainly be held responsible.

#### Contaminated Water.

Dr. Crumbine also called attention to the fact that much of the water used in the manufacture of soft drinks was contaminated. He urged careful investigation of this matter. It is believed by some that carbon dioxide gas destroys bacteria in impregnated liquids. Others think this is incorrect.

#### Habit-Forming Agents.

Dr. C. E. Caspari referred to habit-forming agents and was of the opinion that this line of drugs should not form a part of the work of food and drug commissioners. He thought that these officials had ample work to do and that the enforcing of laws dealing with narcotics is quite well attended to by boards of pharmacy. The fact was brought out that in a number of the States the food and drug commissioners did the most effective work in conjunction with habit-forming agents. The general belief prevailed that the enforcement of a law must be placed in the hands of disinterested parties or the results will be unsatisfactory.

#### Manufacturer's Day.

To give manufacturers an opportunity to be heard was an innovation for this organization. A goodly number of industries were represented, as well as the Chamber of Commerce of the United States. The industry, however, of special concern to the drug trade was that represented by J. Fred Windolph, of the Norwich Pharmacal Co. In common with all other speakers representing industry, he appreciated greatly the opportunity afforded them to present their side of the case. He stated that the organization he had the honor to represent—the American Association of Pharmaceutical Chemists—was the oldest of its character in the United States, and its purpose was mutual protection and improvement. The members of that organization, he said, did not manufacture so-called patent medicines, but prepared medications from well-known formulas for the purpose of alleviating human suffering. Substitution was deprecated to the utmost. The industry he represented involved a multiplicity of details and required exacting supervision regarding the purity, nature and character of the initial ingredients used, thus requiring an examination not only of the initial ingredients, but of the finished product as well. As would readily be seen, a corps of chemists for this work was required. The purpose of the association was to be right and stay right. The members greatly appreciated all assistance given them by the commissioners and others. In this connection he spoke very favorably of the work embodied in Dr. Kebler's paper now appearing in the *Journal of the American Pharmaceutical Association*, on the tablet industry. Formerly the members of the A. A. Ph. C. worked independently, but now they are working and meeting to discuss problems of mutual interest and improvement. "Our slogan," said he, "is harmony, improvement and co-operation."

A dealer in one of the other industries gave some very wholesome advice relative to cleanliness. He advised looking into the sleeping and breeding places of cats, rats, mice and flies. He called attention to the great menace of the rat and referred to rodents as expensive tenants. His advice to all was embodied in this phrase, "Either to clean up or shut up"; not only "swatting the fly, but also batting the rat."

The next meeting of the association will be held in Berkeley, Cal., in 1915, the time to be designated by the executive committee.

#### HARRISON BILL, No. 6282, PASSES SENATE.

##### Receives Many Unimportant Amendments But Exempts Physicians, etc., from Record Provisions.

The Harrison anti-narcotic bill, H. R. 6282, was recently passed by the Senate at Washington after having received some 35 amendments, most of which are reported to be of minor importance. The principal change made in the bill by the Senate was the exclusion of physicians, dentists and veterinarians from the provision requiring the keeping of records of the giving of narcotic drugs. As will be seen in the report of the recent N. A. R. D. convention, presented upon another page, this exemption is strenuously opposed by the retail trade. The scope of the bill is also extended by amendment to insular possessions and the sale of the narcotics provided for is permitted to army and navy and other hospitals and prisons, and to State governments and political sub-divisions.



## National Association Retail Druggists Meet at Philadelphia.

*Work of the organization epitomized in a series of resolutions relating to many fields of endeavor—Samuel C. Henry, of Philadelphia, the new president—Price-maintenance legislative effort endorsed—To work for special internal revenue stamp for druggists who sell liquors for medicinal purposes only—Price standardization and one-cent postage—List of prominent exhibitors.*

THE 16th annual convention of the National Association of Retail Druggists, although marked by a registration of almost 1500 and a seated delegation of 154, was rather passive in nature, the organization having well under way the matters of vital importance to the retail trade. Much of the business of the convention consisted in affirming or reaffirming the stand of the association on issues of which the delegates were well informed and upon which they were practically unanimous in opinion. The intense heat had much to do with curbing any inclination to unusual activity, and on at least one occasion it looked as though the presiding officer would not succeed in assembling a quorum to consider the scheduled business.

Samuel C. Henry, of Philadelphia, was elected president for the ensuing year. The other officers elected were:

First vice-president, A. S. Ludwig, St. Louis; 2d vice-president, W. H. Humphrey, Huntsville, Ala.; 3d vice-president, T. C. Coltman, Lagunta, Colo.; secretary, Thomas H. Potts, Chicago; treasurer, Grant W. Stevens, Detroit, Mich.; executive committee, T. S. Armstrong, Plainfield, N.J., two years, to succeed S. C. Henry; James F. Finneran, Boston, three years, and Robert J. Frick, Louisville, Ky., three years.

The rise in price of imported drugs coincident with the state of war in Europe was the cause for a resolution presented by J. H. Rehffuss, of Brooklyn. It was adopted after an extended discussion and a copy ordered sent to the U.S. Attorney-General. The resolution follows:

WHEREAS, There exists because of the European war, a scarcity of drugs and chemicals and sick-room necessities employed in the conservation of the health of the people of this country; and

WHEREAS, The welfare of the nation demands that every effort should be made to conserve the existing supply of these articles; and

WHEREAS, It is common knowledge that many wholesale dealers in and manufacturers of drugs, chemicals, and medicinal products, employed in relieving the conditions of the sick, are displaying a lack of humanitarianism and patriotism by taking advantage of the grave conditions that confront the American people, to advance unnecessarily the price of the essential medicinal commodities; therefore be it

*Resolved,* That the N.A.R.D., through its committees and organization forces, and the efforts of its individual members, extend every assistance to local, State and Federal governments in conserving the supply of drugs and medicines and preventing forestalling, and be it

*Resolved,* That the N.A.R.D. hereby condemns most vigorously the practices of those wholesale dealers and manufacturers in the drug field, who have needlessly advanced the price of many of the products they supply.

Mr. Rehffuss expressed the opinion that the retailers were being gouged. He presented one specific instance. Mr. Guilford, whose signature was also on the resolution, asserted that there was no doubt that a concerted effort was being made by the wholesalers to advance prices and the public should be informed as to who was raising the price of medicines. It was also contended that there was no reason why the prices of articles of domestic manufacture should be increased. Thomas Stoddart, of Buffalo, assumed that the gentlemen presenting the resolution must have some facts at hand and thought that anyone knowing of a combine of wholesalers or manufacturers to raise prices on account of the war should inform their district attorney thereof. T. S. Armstrong, of Plainfield, N.J., also thought that facts should be presented. "The substantial wholesalers are as honest as we are," he asserted.

At a protracted night session the association acted upon the resolutions which had been presented by delegates to the committee on resolutions, and had in turn received that body's approval or disapproval. In substance, the resolutions which

the committee recommended for adoption, and the action of the convention, follow:

1. The incoming president be instructed to appoint a committee of three to confer with similar committees from other organizations upon the advisability of forming a congress of National Drug and Pharmaceutical bodies under the auspices of the American Pharmaceutical Association, and the result of this conference shall be reported to the several organizations represented and to the A.P.A. at their 1915 annual meetings, with such recommendations as may be agreed upon. Approved.

2. The N.A.R.D. recommends that manufacturers of eth-pharmal and specialty products place "retail selling prices" on the containers of their products. It is believed that the execution of this suggestion will create a better commercial feeling between the manufacturers, the retail druggist and the consumer. Approved.

3. That the association put forth every honorable effort to secure the passage of a law that will more strongly differentiate between the medicinal and beverage sales of alcohol than the present laws do, and that every effort be made to secure the passage of a law reducing the alcohol tax of retail druggists to the sum of five dollars. Approved.

4. That the association urge all its members and retail pharmacists in general throughout the U.S. to have the name of the pharmacist in charge of any drug store displayed prominently and permanently either above the door of his place of business or on the show windows, and that the N.A.R.D. through its proper officers and committees attempt as soon as possible to have this regulation enacted into a law through all the States. This in view of the fact that the number of pharmacies operated under company names or other impersonal firm names is increasing and in that such a condition tends to diminish pride in professional excellence on the part of individual pharmacists, makes for the lessening of individual responsibility and renders more difficult the enforcement of the pharmacy laws. Approved. An unsuccessful attempt was made to amend this resolution.

5. That N.A.R.D. reiterate its objection to the retail liquor dealer's special tax required of druggists and that a suitable memorandum of this protest be submitted by the secretary to the Secretary of the U.S. Treasury and . . . that the association respectfully request the Secretary of the Treasury to give an official opinion as to why retail druggists should be compelled to pay this tax. Approved.

6. That the members once more declare themselves for the standard of \$2, \$4 and \$8 or letter per dozen or less on all patent medicines marketed by them and call upon all manufacturers to conform to it in the marketing of their products, and . . . that in the future all contracts for advertising trade-mark preparations upon which there is a set retail price and for which over \$2, \$4 and \$8 wholesale is asked be discouraged. This, in view of the fact that the journal of the N.A.R.D. has accepted advertising from manufacturers who have stood aloof from the association's appeal to conform with the \$2, \$4 and \$8 basis. Approved.

7. That the N.A.R.D. heartily endorses the Stevens bill and calls on Congress to enact it into law at the present session, and commends the utterances of President Wilson at Philadelphia, on October 29, 1912, when in defining his policy he said:

"Safeguard American men against unfair competition and they will take care of themselves. If you make the processes by which small men are undersold in particular markets criminal; if you penalize in the same way those discriminations by which retail dealers are punished, if they deal in the goods of anybody except the big manufacturers; if you see to it that raw materials are sold upon the same terms to everybody; if you see that the closed market for credit is opened up by a very different banking system, then you have freed America, and I, for my part, am willing to step there and see who has the best brains."

That the delegates pledge him their earnest support in any effort he may make to enforce the principles of equal rights and equal opportunity to honest dealing with the consuming public. Approved.

8. That the N.A.R.D. executive committee be instructed to give the extensions of the service features their serious consideration at the December meeting of their committee. Approved. Resolution was based on actual experience of the C.R.D.A., the members of which were of the opinion that the service features, if extended, would become much more useful to the members.

9. That the public relations of the association be put in the hands of a committee consisting of one man from every State, to operate under the direction of the editor of the Journal, and the Washington representative. Approved.

10. That the N.A.R.D. congratulate the lay press upon its acuteness (in omitting in the past several months the names of poisons used in suicide cases) in the cause of humanity, and hopes to see the improvement eventually extended to all lay publications. Approved.

11. This eleventh resolution was regarded as "unfortunate" in its wording and was referred back to the committee on resolutions and the delegates who had drafted it for revamping. It aimed to effect the formation of an effective legislative organization which should contain representation from each State, and should replace the previous small committee, either as a newly constructed committee or as an auxiliary organization. Each State representative should be the head of a subordinate body of county representatives from his respective State.

12. That the N.A.R.D. condemn as "unfair" the giving of rebates of all kinds by coupons, or otherwise, and that copies of this resolution be forwarded to President Wilson and to every member of Congress. Approved.

13. That the N.A.R.D. re-endorse its action on one-cent letter postage (endorsed at Cincinnati in Aug., 1913), and co-operate with the American Bankers' Association in the movement for one-cent letter postage, and instruct the secretary to continue his efforts

to accomplish the results which the National One-Cent Letter Postage Association is endeavoring to secure. Approved.

14. That the N.A.R.D. strenuously oppose a stamp tax on proprietary medicines and toilet articles. Approved. The preamble of this resolution recites the fact that the war in Europe has caused a shortage in import revenues and the Departments at Washington are proposing a revenue stamp tax to make up the deficiency. As usual, such tax will fall most heavily upon the retail druggists, as proposed stamps will be required on all proprietary medicines, toilet articles, checks, deeds, mortgages, etc. Profranchise will add the tax to the price of their products and the additional price will always remain. A protest against such a tax "on our part" will probably be useless, as the money is needed and this is an easy method of obtaining it. Recent events make it clear that druggists must fight their own battles and that the N.A.R.D. is the organization to whom "we" must look to protect "our" interests.

15. That the work of organizing a country-wide auxiliary legislative committee, be continued until every State and Territory is so organized. Approved.

16. Original resolution that the delegates approve the Harrison bill, provided that its requirements are applicable to all alike, was not approved. Dr. Wm. C. Anderson, of Brooklyn, pointing out that it had very probably been drafted before the bill passed the Senate. A substitute resolution was approved placing the bill in the hands of the executive and legislative committees with full power to act.

17. A further endorsement of the Stevens bill. Not considered.

18. That the association approves and will support the Hinebaugh bill for the taxation of mail order business. Approved.

19. That the association favors an amendment to the Food and Drug Act that will establish a single standard for official drugs and preparations. Approved.

20. That the association is strongly opposed to the further extension of the parcels post system, and is strongly opposed to the autocratic powers invested in the Post Office Department, for making rules and regulations. Approved.

21. That the association favors one-cent postage on first-class matter. Approved.

22. Opposing the creation of a National Department of Health, unless pharmacy, as an allied profession, be recognized in its make-up. Approved.

23. That the association urge upon the revision committee the desirability of providing for an official form for tablets of bichloride of mercury. Approved.

24. Favoring legislation that will forbid the distribution, in interstate commerce, of convict-made goods. Approved.

25. Heartily endorsing the great work being done by the American Fair Trade League, in the interest of Price Maintenance legislation. Approved.

26. Instructing the legislative committee to cause the introduction into Congress of a bill to provide for a nominal tax upon the sale of alcoholic liquors, when sold by pharmacists for medicinal, mechanical and scientific purposes only, and that a special stamp be issued for this purpose. Approved.

27. That the association use every effort to the end that T.D. 153 be so modified as to properly protect retailers. Approved.

28. That the association continue its support of legislation to improve the condition of pharmacists in the army and navy. Approved.

29. Approving any legislation that will suppress fraudulent or misleading advertising. Approved.

30. That the N.A.R.D. make strenuous efforts to bring about a general increase in compensation to druggists having postal stations. Approved.

31. That the secretary, and when convenient, the president, attend State association meetings whenever possible. Approved.

The committee disapproved of resolutions calling for the following actions: Fixing the date of future meetings in September, or later; basing State representation on convention committees in proportion to delegates present; asking manufacturers of nationally advertised goods to appropriate part of their advertising appropriation for the use of retailers who made window displays of such goods; withdrawing the N.A.R.D. from membership in the U.S. Chamber of Commerce; fixing delegate representation at conventions in a ratio of one delegate to ten dues-paid members; and refusing to consider San Francisco as a meeting-place for 1915.

A resolution tendering to J. Leyden White and his assistants the thanks of the association for his work in endeavoring to remedy the cut-price evil, and directing the new administration to retain him in his present capacity, giving him every possible assistance, was referred to the executive committee, as was a resolution providing that permanent legislative counsel be secured, and also one expressing the belief that the Harrison Anti-Narcotic Bill H.R. 6282, with the Nelson amendment, and the Stevens Price Standardization Bill H.R. 13305, should be passed for public protection. The Harrison bill was referred back to committee in order that reference to the Nelson amendment might be omitted. Similar action was taken on a resolution seeking to place the names of two physicians on the mailing list of Therapeutic Topics for each dues-paid member.

During the convention it was announced by President Finneran that the Harrison bill had passed the Senate in such form as to exempt physicians from the recording provisions, the very feature which the druggists had fought so hard to have incorporated therein. Mr. Finneran urged every delegate present to telegraph his representative immediately of the unsatisfactory character of the bill. Secretary Potts was also directed to send telegrams to Senators Thomas and Smoot, Secretaries Garrison and McAdoo, and President Wilson, expressing the N.A.R.D.'s dissatisfaction with the bill passed.

President James F. Finneran's annual report contained no direct recommendations. It was, however, an interesting resumé of the work of the association during the past year and of events pertinent to the retail drug trade. Mr. Finneran sought to impress upon the convention the need of a greater membership. "It is an undisputed fact that an organization composed of practically every retail druggist in the country would be much more influential than one which had only one-half of the druggists as members."

President Finneran called attention to the continuous campaign being waged through the association's U.S.P. and N.F. propaganda work in the interest of the professional side of the business. The propaganda work, however, was only in its infancy and should be broadened out from year to year.

Anent the association's membership in the U.S. Chamber of Commerce, the president recommended to the members of the incoming executive committee the desirability of continuing the same. Relative to business conditions, he stated that from such information as can be obtained from all sources, it was evident that the majority of retail druggists were in better condition financially today than they were five years ago. The main reason for this improved condition he ascribed to the fact that the members, through N.A.R.D. activities, had begun to realize the possibilities of an increase of patronage through better service, more attractive stores, a better assortment of merchandise and more solicitous service.

The N.A.R.D. must work with other retail organizations to the end that some mark of identification acceptable to the department at Washington—that will clearly establish the fact as far as the retailer is concerned that the manufacturer is willing to stand behind the statements made upon the label of the various preparations or articles which they offer for sale—shall be adopted.

President Finneran explained how the executive committee had come to form the National post offices committee on sub-stations. The members of the former committee had obtained information from various parts of the country that many of the members had post office sub-stations and were in a great many cases receiving inadequate compensation. By co-operative efforts, a number of these sub-station clerks had been enabled to have their compensation increased to a considerable degree. The new committee was deemed advisable so that all the necessary information relative to the work could be gathered together by one committee and handled in an intelligent manner.

The work of 16 years on cut prices on patent and proprietary articles was bearing fruit, according to Mr. Finneran, but the members "cannot stop now, feeling that your work is completed." "You must continue to work hard and persistently in favor of price standardization and against unfair competition."

Secretary T. H. Potts reported that the organization's State association affiliations had been increased from 33 to 35. Kansas and Maine having reaffiliated. The number of local affiliated associations had been increased from 1056 to 1068. The organization department now consists of six men. This small force necessarily causes an increase of territory that each has to cover.

Relative to the immense amount of missionary work performed by the organization force, Mr. Potts cited one case as an illustration. One of the organizers had sent him the information that 70 retail druggists in one city had never heard of either the Harrison or the Stevens bill.

Depressed business conditions that have existed during all of last convention year caused a depreciation in the association's revenue of about \$8000. A decrease in expenditure of about \$15,000 had been accomplished, however, and a net gain had been made of \$7000 over the year previous. The secretary's financial statement showed total assets of \$22,356, total liabilities \$22,356, the latter including a surplus of \$18,846. Trust funds held by the N.A.R.D. consist of \$1215, organizers'

security on deposit in bank, 82 cents, N.A.R.D. relief fund balance and \$5000 N.A.R.D. relief fund invested in mortgage, against which is a \$4000 loan.

Treasurer Grant W. Stevens reported total receipts amounting to \$90,298.75, which sum included dues received during past year, \$20,883.25; *Journal* receipts (subscriptions and advertising), \$54,524; *Therapeutic Topics* receipts, \$771; U.S.P. and N.F. propaganda, \$1015; books and merchandise, \$1758, and Cincinnati convention receipts, \$2558. The disbursements amounted to \$78,287, exclusive of a \$6000 mortgage, and the secretary and treasurer's balances of \$2000 and \$4011, respectively. This sum included the following items, per diem, mileage, expense of executive committee, \$1279; expenses of publicity department, \$36,621; expenses of organization department, \$18,785; expenses of *Therapeutic Topics*, \$4684; expense of legislative department, \$2365, and sales department (books and merchandise), \$1171.

A very extensive recapitulation of the national pharmaceutical legislative situation as it existed at a period about two weeks previous to the convention was presented by Charles F. Nixon, chairman of the legislative committee. Most of the subject matter of the report has been covered in the columns of the ERA as it came up. The report told how a more or less successful attempt had been made to organize each State so that every Senator and Congressman could be quickly reached by one of his own druggist constituents. It summarized the work of the National Drug Trade Conference and the part played in the consummation of the same by the N.A.R.D. representatives, President Finneran, Frank H. Freericks and Charles F. Nixon.

The status of various measures was elaborated upon, these including the various bichloride bills introduced into Congress, the Harrison bill, the Stevens price maintenance bill, the Metz price-maintenance bill, the Covington or trade commission bill, the Metz bill to amend the patent laws, the Hinebaugh bill to tax mail order houses, the Sabbath bill which aims to reconstruct the pure food and drugs law, the "net weight" law, the Hughes-Bacon bill to improve the condition of pharmacists in the army, the Underwood bill to tax trading coupons, the "book trust" decision won by R. H. Macy & Co., treasury decisions 153 and 155, abolishing the serial number and guarantee legend; and treasury decision, 33,456, providing for a sworn declaration of all purchasers of cocaine, coca or any of their products.

Issues before the drug trade were touched upon, including false and misleading advertising, national prohibition, the enlargement of the parcels post system, one-cent postage, the unjust treatment of druggists having contract postal stations, the necessity of proper protection to the retailer in view of the abolition of the serial number and guarantee legend.

The committee submitted a summary of recommendations for the action of the association. It recommended that the work of organizing a country-wide auxiliary legislative committee be continued until every State and territory is organized, that the association reaffirm its approval of the Harrison bill, provided that its requirements are applicable to all alike; that the Stevens bill, H.R. 13,305, be heartily endorsed and every effort made to ensure its passage, that the Hinebaugh bill for the taxation of mail-order business be supported, that the association favor an amendment to the Food and Drugs Act that will establish a single standard for official drugs and preparations, that it is strongly opposed to the further extension of the parcels post system, and strongly opposed to the autocratic powers invested in the Post Office Department, for making rules and regulations.

The committee further recommended that the association favor one-cent postage on first-class matter, that it oppose the creation of a National Department of Health, unless pharmacy, as an allied profession, be recognized in its make-up; that the association urge upon the revision committee of the U.S.P. the desirability of providing for an official form for tablets of bichloride of mercury, that it favor legislation that will forbid the distribution, in interstate commerce, of convict-made goods; that it heartily endorse the great work done by the American Fair Trade League, in the interest of price-maintenance legislation, that it instruct the legislative committee to cause the introduction into Congress of a bill to provide for a nominal tax upon the sale of alcoholic liquors, when sold by pharmacists, for medicinal, mechanical and scientific purposes only, and that a special stamp be issued for this purpose; that the

association use every effort to the end that T.D. 153 be so modified as to properly protect retailers, that the association continue its support of legislation to improve the condition of pharmacists in the U.S. army and navy, and that it approve of any legislation that will suppress fraudulent or misleading advertising.

Chas. H. Huhn was the chairman of the executive committee, which presented an extensive report, much of the matter in which was touched upon in the report of the committee on national legislation.

The committee regretted that the apparent fear of legal entanglements on the part of the wholesalers had resulted in the suspension of reciprocal relations with the N.W.P.A. Quite different in contrast, it pointed out, were the relations between the Proprietary Association of America and the N.A.R.D.

Throughout an entire day of its April session the committee had considered the proposition to take over the Druggists' National Home. It found that without regard to its limited powers the members of the committee could not consider "the saddling on to the N.A.R.D. of a project which, to say the least, would have bankrupted this organization even if the Home were handed over free from debt instead of having to assume an initial obligation of \$50,000." The maintenance alone would have been a vastly larger expense than the N.A.R.D. could hope to assume.

Wilhelm Bodenmann, of Chicago, presented the report of the committee on telephones, in the course of which it was emphasized as a fact that in every city the situation lies in the hands of the local association working in harmony with the telephone companies. The committee expressed the opinion that the trade are at least \$250,000,000 "to the good" since the introduction of the coin box.

A propaganda experience meeting was a feature of the convention presided over by Frank W. Piluck, who had previously presented the report of the committee on U.S.P. and N.F. propaganda. Professor E. L. Newcomb, of Minneapolis, elaborated upon propaganda as carried on in Minnesota. Professor Newcomb brought out at least two points—that those who have had to do with the handling of drugs know nothing of them, and that pharmacists make a mistake in trying to carry on propaganda with 200 drugs. There are only 22 drugs upon which authorities are unanimous. "Confine your efforts to a few important drugs," he asserted.

Among the entertainment features arranged for the visiting delegates and their ladies were the grand ball at the Bellevue-Stratford Hotel, the trip on the Delaware River to Scottissee plant, and Wampole day at Willow Grove, Henry K. Wampole & Co., Inc., being the hosts at the latter affair.

A drug show was another feature of the convention. It was held at the Bellevue-Stratford and proved so popular with the general public that the management was obliged to provide itself with police protection. Among the exhibitors were the De Vilbiss Manufacturing Co., Emerson Drug Co., Tampa-Cuba Cigar Co., Johnson & Johnson, S. S. White Dental Manufacturing Co., Richard Hudnut, The Aromint Co., V. H. Smith & Co., Powers-Weightman-Rosengarten Co., Andrew Jergens Co., Coca Cola Co., Bromo-Mint Co., M. P. Gould Co., Blickensderfer Manufacturing Co., Taps Pharmacal Co., Scholl Manufacturing Co., Creighton Sales Co., Bromo-Lithia Co., N.A.R.D., Morgan Drug Co., Philadelphia C.P., Carpenter Chemical Co., Wm. S. Merrell Chemical Co., Chasco Co., Melba Manufacturing Co., Hy. K. Wampole & Co., Inc., Scott Paper Co., The S. & S. Water Co., Torsion Balance Co., Wells & Richardson Co., Welch's Grape Juice Co., Stephen F. Whitman & Son, H. O. Wilbur & Son, Inc., Horlick's Malted Milk Co., H. K. Mulford Co., Smith, Kline & French Co., Colgate & Co., Myers Manufacturing Co., Otto Eisenlahr & Brothers, Armour Soap Works, J. Hungerford Smith Co., French Lick Springs Hotel Co., Schandain & Lind Co., The Kolynos Co. and E. R. Squibb & Sons.

#### Chicago Druggists Held Following Opium Raids.

CHICAGO, Aug. 10.—Jules Rivard and Viator Rivard, of Rivard Bros., druggists, 601 South Clark street, and Joseph Langerman, druggist at 52 West Harrison street, and his manager, Isador L. Berger, were held in \$2500 bail each following a raid of the two drug stores by Government officials. The men were charged with conspiracy to violate the Federal statute prohibiting the illicit manufacture of opium for smoking purposes.

## AMONG THE ASSOCIATIONS.

A joint convention of the Dallas County (Texas) R.D.A. and the Dallas Retail Drug Clerks' Association was held at the Orient Hotel at its usual place recently, with Dr. C. A. Duncan as guest speaker. The most interesting features were: "Why Our Annual Banquet?" Dr. F. G. Libberle; Solo, Mrs. Jacob Schrodt; "The Value of Drug Education," Sam A. Althoff; "Pharmaceuticals," R. J. Berger; Solo, J. F. Parchmann; "Some Incompatibilities I Know of," C. O. Lamy; J. T. Covington, Cecil Rogers and John F. Coulson constituted the arrangements committee for the Dallas County Retail Druggists' Association, and A. H. Sinclair, Barnes Ashton and W. J. Powell for the clerks' organization.

The Fitchburg and Leominster (Mass.) Druggists' Association held its annual meeting at its recent annual meeting: President, Harry A. Estabrook, Fitchburg; vice-president, E. L. Bunker, Leominster; treasurer, Roscoe Howe; secretary, J. C. Ryan; executive committee, John F. Hayes, C. F. Nixon, Frank H. Moore and Clinton R. Davis. The candidacy of John F. Hayes for membership on the State Board was endorsed. C. F. Nixon was elected delegate to the N.A.R.D. convention. Clinton R. Davis and A. T. McFarland were elected members. The attendance was about 200. L. O. L'Esperance, president for the past three years, declined re-election.

A druggists' unit of the Merchants' Auxiliary of the Hammond (Ind.) Chamber of Commerce was formed at a recent meeting. Harry Weiss was made chairman and Carl Nelson, secretary. They will work for co-operation among themselves and the other merchants of the city. A "Booster Day" movement launched by the auxiliary will receive their support. After perfecting the local organization the druggists will work to build up a county organization. Present at the meeting were Messrs. Weiss, Nelson, Aubrey, Kepert, Norris, Joseph Weiss, Negle and Summers.

The members of the Dubuque (Iowa) Retail Druggists' Association recently had "the time of their lives" at the annual picnic held at White City, one of the best and largest of these affairs which the organization has ever arranged. About 75 people were in the party that set out early in the day and after the tents were pitched about 25 physicians arrived. A baseball game, in which the physicians were badly beaten, was a feature. "Gov." Torbett, veteran druggist, umpired.

Two hundred members of the Toledo (Ohio) Drug Club, some of them accompanied by their wives and sweethearts, recently picnicked at Monroe Piers. They arrived at Monroe, Mich., aboard four special interurban cars and paraded through the streets. The parade was headed by President Paul A. Loesser and other officers. Following were six girls in white. A band added to the stir created in the city by the peaceful invaders.

The American Medico-Pharmaceutical League's executive committee appointed delegates at its recent monthly meeting to work with a committee of 100 citizens to secure a high school for East New York. The assistance of the league was urged in this direction. Samuel F. Brothers, secretary, reported 275 new members elected during the past 15 months.

The Indianapolis Retail Drug Clerks' Association and the Order of White Elephants, consisting of retail druggists of Indianapolis, recently held their annual picnic north of Broad Ripple at the Ripple Outing Club. A picnic supper, athletic events and a circus in which members of the organization appeared to advantage, were special attractions.

The Meyer Brothers Employees' Mutual Aid Association recently elected the following officers: President, C. A. Jorns; vice-president, J. H. Brandau; secretary, F. J. Bitner; treasurer, E. J. Habegger; directors, Frank Decker, S. B. Simpson, P. J. Singer, L. Heilman, J. J. Weiler, Charles Sublette, J. Weitz, Theodore Schroeder and J. G. Finnegan.

The Syracuse Druggists' Association on June 11 elected the following officers: President, T. B. Furnival; vice-president, William J. Smith; secretary, Frank J. Lawyer; treasurer, Louis E. Ireland; executive committee, W. B. Bunker, F. K. Heldman and Robert Van Wagner. The Boylan law and the Stevens bill were discussed.

The Women's Pharmaceutical Association of the Pacific Coast has appointed the following delegates to the meeting of the A.Ph.A. to be held in Detroit this month: Miss Clarissa M. Roehr and Dr. Josephine Barbat Winslow, of San Francisco, and Mrs. K. K. Voluntine, of Palo Alto.

The Scranton (Pa.) Retail Druggists' Association elected as officers at a recent meeting the following: President, Wm. H. Knoepel, secretary and treasurer, John J. Davies. Julius G. Bone, of Dunmore, was named as a delegate to the A.Ph.A. convention. Next meeting at call of chair.

The sixth annual convention of Manchuria pharmacists was held at the Dalny Young Men's Christian Association on June 22. Japanese members were present from Dairen, Lüshutun, Port Arthur, Wafangtun, Yingkou, Fushun, Mukden, Antung, Fiehling, Kungchuling and Changchun.

The West Tennessee, West Kentucky and East Arkansas Medical, Dental and Pharmaceutical Association, composed of negro doctors, dentists and druggists, held its 19th semi-annual session at the Negro Masonic Temple, Memphis, recently, with an attendance of 250 delegates.

The Cumberland County (Maine) Pharmaceutical Association held its annual outing at Spurwink. Senator Murphy's baseball team lost the first game it has ever lost at one of these outings. The outing was well attended. The members rode home by way of Old Orchard.

Members of the Chicago Retail Druggists' Association, their families and friends, enjoyed the organization's annual outing which consisted of a boat ride to South Haven, Mich. The outing was directed by President Julius Reimenschneider and Secretary Isaac S. Light.

The Brooklyn College of Pharmacy Alumni Association held its annual outing at Witzel's Pavilion, College Point, L.I., the party leaving the city at Battery Park. A shore dinner, dancing, bowling, games, swimming, etc., were features.

The Mercer County (N.J.) Druggists' Association held a largely attended annual meeting at Cadwalader Park. Addresses were made by John F. Pentz, president; George M. Lynch, secretary; Isaac J. Keuper, and others.

The Jacksonville (Fla.) R.D.A. has elected the following officers: President, R. W. Bennett; vice-president, Sam Dunlap; recording secretary, S. O. Griffin; financial secretary, J. H. McManus; treasurer, W. D. Jones.

The Norwich, Conn., R.D.A. has elected these officers: President, William H. Nickerson; vice-president, Rollin C. Jones; secretary and treasurer, Charles C. Treat. A banquet followed.

The Women's Pharmaceutical Auxiliary, of Pittsburgh, gave a dinner party with covers laid for 26 at the Fort Pitt Hotel recently, after which the members attended a theatrical production.

The Belmont County (Ohio) branch of the Ohio State Ph.A. discussed the insecticide and fungicide laws and the Stevens bill at their recent meeting at Martin's Ferry.

The St. Paul Retail Druggists' Association is planning a river excursion the latter part of this month.

#### Seven Pharmaceutical Societies to Meet at the 1915 Exposition.

More than 50,000 druggists will be represented at the Panama-Pacific International Exposition during "Drug Week"—which for good measure is nearly two weeks, being from July 12 to 24, 1915—in the conventions of the seven principal associations of druggists and pharmacists in America. K. B. Bowerman, secretary-treasurer of the State Ph.A., in commenting on this fact, said:

"This joint convention of all the drug men in America is unique in history. It is the first time they have ever got together on anything like so large a scale. The bodies which will meet here in 1915 as the guests of the exposition, and of the California Pharmaceutical Association are the American Pharmaceutical Association, with about 12,000 members; the National Association of Retail Druggists—the largest body of the kind in the world—with about 22,000 members; the National Association of Wholesale Druggists; the Conference of Faculties of Pharmaceutical Colleges, the Retail Drug Clerks' Association and the American Druggists' Syndicate, with 17,000 members. The delegates from the Syndicate will go by steamer to San Francisco through the canal, transacting most of their business on the way, so as to give their time while here to enjoyment of the wonders of the exposition.

"It is expected also that the various State Boards of Pharmacy from the States generally also will be present. We expect to establish a downtown headquarters and bureau of information for the benefit of the delegates, and in connection with it the manufacturing druggists are contemplating installing a fine exhibit."



## SCHOOLS AND COLLEGES

### Valparaiso University.

The Summer term closed on Aug. 13 and the following received their degrees of Ph.C.: George Hugi, Robert L. Perkins, Robert K. Hutler, Fischer, Ernest Ryan and I. W. Anderson. George Hugi has accepted a position with the Procter & Gamble Co. at Cincinnati. Robert Perkins will enter the University of Michigan for the coming year, and the other members of the class have good positions in view.

Alumni: H. S. Frank Gullstrom, M. J. Quigley, Frank Conroy, Arthur Bruce, Robert Wiesjahn and Walter Wieszorek, members of the class of 1914, returned to the university for the next term season.

Dean Timmons was the guide for the annual pilgrimage to Chicago of about 100 students. On the trip among the places most visited were those of the Universal Portland Cement Co., Buffalo; Standard Oil Co., Whiting, Ind.; the Illinois Steel Co., South Chicago, and the Chicago Gas Company.

These trips give the students an opportunity to see at first hand many of the processes that have been discussed in the class room.

Earl Warren, '14, has received his certificate and has a position in Sedan, Kan.

G. C. Chester is with Allaire-Woodard & Co., Inc., Peoria, Ill., during the Summer vacation, but will return to the university at the beginning of the school year to take up his duties as assistant in the manufacturing laboratory.

J. M. Faul, '14, has a position with Zaehm's pharmacy in Michigan city.

C. E. Dixon, '14, has a position with Phelps Drug Store, Martinsville, Ind.

Claude M. Sisco has a position in the leading drug store of Green Forest, Ark.

LeRoy Cruger, '14, has a position with the Mueller pharmacy, Milwaukee, Wis.

Dean Timmons and other members of the faculty, attended the annual convention of the American Pharmaceutical Association at Detroit.

The enrollment for the term opening Sept. 15 points to a most successful year for the department of pharmacy and the Valparaiso Ph.A.

### University of Minnesota College of Pharmacy.

The college enters upon its 23d year on Wednesday morning, Sept. 16. Registration begins in the office of the Dean on Sept. 9. The programme of work will not be ready until Sept. 15, when it will be posted on the college bulletin.

Students' steel dispensing work-tables, to accommodate 40 students working at one time, have been installed in the new dispensing laboratory and have been equipped with hot and cold water, gas low pressure and high pressure steam and electric current for light and power. Twenty prescription scales have also been added to the dispensing department.

The usual annual duty-free apparatus and supplies order from Germany arrived early in August, fortunately before the breaking out of war in Europe.

Prof. Gustav Bachman, who was traveling in Europe this Summer, fortunately reached England in safety soon after the opening of hostilities in Austria and Servia. He is scheduled to sail from England via Montreal and expects to arrive in Minneapolis about Aug. 26.

Dean Wulling has spent part of the Summer sojourning between town and his Summer home on Lake Ida near Alexandria, Minn. The latter half of August he spent in Detroit and the East. He returned from Detroit to Minneapolis in a new auto acquired in Detroit.

The medicinal plant laboratory has just been given a fresh coat of white paint, while the brick walls have been covered with stucco-cement of a color to match the main pharmacy building adjoining.

The College had an exhibit of 36 of the chief drugs, grown and produced in the medicinal plant laboratory, at the Detroit meeting of the A. Ph. A. The exhibit was prepared by Dr. Newcomb who was in charge of the exhibit at the meeting.

Additional steel furniture equipment for the pharmaceutical library is expected to be put into place during September.

### Academic Doings Throughout the Country.

The Alumni Association of the Pharmacy Department of the National University of Arts and Sciences gave a banquet for the graduating class at the Hotel Jefferson, St. Louis. The alumni officers are: Richard A. Walker, M.D., president; F. J. Killalee, vice-president; C. Harvi Altheide, M.D., secretary; Otto N. Speckart, treasurer. Committee on banquet and entertainment, G. Houghton, chairman; O. N. Speckart, F. J. Killalee, Fraper, R. Williamson, Pepmoeller, W. J. Houghton, Williams.

Beta Ipsilon Chapter, Kappa Psi fraternity, of the Rhode Island College of Pharmacy, held its annual session June 5 at the Noon Day Club, Providence. The following officers were elected: Regent, Michael Deady; vice-regent, Carl Carlson; secretary-treasurer, Andrew Gray; historian, C. Leo Higgins; chaplain, Leon Field; Earl H. Mason, James Chanley, Jr., and Andrew Gray are members of the committee in charge of the annual Summer outing to be held later in the season.

At the annual meeting of the Alumni Association of the California College of Pharmacy, the following officers were elected: President, W. Bruce Philip, Oakland; 1st vice-president, Dr. Mitchell, San Francisco; 2d vice-president, O. Knowlton, '04, secretary, Mabel Dolinis, San Francisco; treasurer, Charles Abrams; registrar, Mrs. Fayette H. Philip, Oakland.

The following students of the State College, Brookings, S. D., passed the recent examinations held by the State Board of Pharmacy: Miss Anna Siverston, Pierpont; Tyrell MacDougall, Britton; Louis Nelson, Oldham; Louis Kladinger, Hartford; Winifred Ray, Brookings; Roy Soule, Brookings; Ralph Null, Miller.

The commencement exercises of the Pharmacy Department of the Detroit Technical Institute were held on July 12, when Dr. G. A. Studer conferred the degree of graduate in pharmacy upon a class of ten.

The annual commencement exercises of Marquette University of Milwaukee, were held on June 18, when 170 students were graduated. There were 21 graduates of the department of pharmacy.

The University of Notre Dame, near South Bend, Ind., has conferred the following degrees: Pharmaceutical Chemist, Harry B. Tierney, Ansley, Neb.; Graduate in Pharmacy, Joseph P. Costello, Kewanna, Ind.; Edmund G. Steis, South Bend, Ind., and Leo S. Zgodzinski, South Bend, Ind.

### University of Iowa.

The State University of Iowa opens on September 21, and the slogan "3000 in September" is sure to be realized, if advanced registration may be taken as an indication. The registration to date for the College of Pharmacy is the largest, with but one exception, in the history of the institution.

The annual "Home-Coming Day" for the university has been set for October 24, the date of the Minnesota football game at Iowa City. For the home-coming pharmacists, special lectures on salesmanship and store management will be arranged.

An important action was recently taken by the Educational Board by which, after September, 1915, a high school diploma will be required for entrance in the college of pharmacy. For the present year, two years of high school work will be accepted.

The pharmacy college placed its order for imported laboratory supplies early and will not be inconvenienced in this direction during the ensuing year.

Professor R. A. Kuever and Miss Ruth Wilburta Hindman, of Iowa City, were married on June 20. Professor and Mrs. Kuever spent a month in the mountains of Colorado and are moving into a fine new bungalow.

Thurston J. Long, Ph.G., '13, Ph.C., '14, of Iowa City, has just received an appointment as assistant drug analyst and inspector under State Food and Drug Inspector Guy G. Frary.

Karl Kullman, Ph.G., '13, received his Ph.C. degree at the Summer session commencement. Mr. Kullman will do relief work for the Hansen Drug Co., of Davenport, where he was employed in a similar capacity last Summer. He will return to the university to continue his studies.

### War Causes Canadian Ph.A. to Call Off Convention.

TORONTO, ONT., Aug. 15.—The Canadian Pharmaceutical Association, which was to have held its annual convention in Winnipeg Aug. 17 to 21, will not meet this year. This action was taken because of the war. The convention at Toronto last year was attended by 500.

# BOARD EXAMINATIONS

## Pennsylvania.

**WILLIAMSPORT, Aug. 15.**—At the recent meeting of the Pennsylvania Pharmaceutical Examining Board at Pittsburgh and Philadelphia, 47 persons applied for registration, 288 as pharmacists and 179 as qualified assistants. 153 applicants passed the examinations for pharmacists and 117 for assistants.

An election for officers of the board resulted as follows: President, Louis Emanuele, of Pittsburgh; vice-president, Charles F. Kramer, of Harrisburg; secretary, Lucius L. Walton, of Williamsport; treasurer, George D. Stroh, of Pittston. The next examinations will be held in Harrisburg on September 4 and 5. Those passed were as follows:

**Pharmacists**—William A. Beighley, Archie D. Canon, Henry O. Coleman, George N. Coeman, Clyde R. Erskine, John L. Fischer, Robert R. Gaw, George W. Gillen, Leo F. Jerome, Merle J. Naldony, William N. Stewart, Robert S. Wittmer, Frank D. Thompson, Salvatore Viggiano, Wesley R. Wilson and George O. Yoye, all of Pittsburgh; Harry F. Baumgartner, Joseph E. Bodorf, Robert L. Bellegli, Louis Cohen, E. Clifford Cameron, Marcus H. Dotts, Meyer C. Epstein, Morris Epstein, William Edelson, William R. Frank, Abe Folstein, Rose L. Finestone, Barnett R. Greene, Harry P. Goodfriend, Raffaele Grassi, Benjamin Goodman, Leo Greenstein, Joseph J. Hagenman, William D. Hall, Karl N. Krogh, Louis Kron, H. L. Hruski, Elmer F. Merz, George Needle, George N. Netsky, Joseph H. Oeste, Joseph W. Pastor, Henry Pchemek, Max Rosencoff, Julius J. Rosenber, Nathan Rachmell, Maurice Kosoff, John Seidel, Harry M. Sagarosky, Isadore Szapokoff, Morris Senn, Benjamin Smiler, Rebecca Shore, Earl F. Train, C. Joseph Veigel, Abraham Weiner, Abram Weinstein, D. Wallace Youngken, all of Philadelphia; George N. Rice and Ralph M. Neudt, of Allentown; Ray D. Cassidy, Altoona; John M. Wyble, Apollo; Robert G. Murtoff, Boiling Springs; Dana A. West, Butler; J. Edmund Slater, Butler; Edgar S. LaWall, Catawauqua; Ronald Corbett, Clarion; William P. Eldredge, Conshohocken; William G. Kocher, Danville; Thomas F. Van Buskirk, Doylestown; Martin Kovacs and Daniel Kovacs, Duquesne; Michael L. Bush, Dunbar; Edwin R. Spangler, Ephrata; Charles P. Kaetzl, Ellwood City; David F. Whetstone, Everett; Enzer L. McCall, Falls Creek; John V. Stephenson, Jr., Greensburg; Fred L. Kaetzl, Harmony; Henry B. Waltz, Hastings; Forrest S. Marshall, Nyrvin A. Myers, Stewart G. Leidich and Walter M. Kaufman, Harrisburg; Anthony LaCourse, Jr., Hamburg; Christian A. Stutzman, Hegins; George H. Harris, Honesdale; W. Frank Bast, Johnstown; Charles D. Drach, Jeanette; L. Thomas Frambley, Johnsonburg; William J. Hurley, Kane; Irvin C. Semmel, Lehighton; William N. Baker, Lewistown; W. W. Bearley, George H. Kostenbauder and Henry W. Shumaker, Lewistown; Roscoe C. Davis, Linesville; Joseph S. Hagenbuch and Joseph D. Morgan, Mahanoy City; Maurice Schonberger, McKeessport; Howard M. Smith, New Castle; Oscar S. Carlson, Mt. Jewett; N. Dean Rowland, Nanty Glo; Jacob H. kulp, Perkasie; Reginald Scheetz, Pottstown; George W. Daugherty, Punksutawney; Charles L. Gantert, Reading; George W. Shade and Hatten L. Crowl, Shamokin; Francis C. Cassmer and Xavier Zemaitis, Shenandoah; Raymond L. Shover, Shippensburg; John E. Collins, Troy; Judson B. Plotner, Turtle Creek; William O. Shaffer, Vintondale; Paul C. Cautner, Waynesboro; James W. Acklin, Waynesboro; Woods D. Balier, Watsonstown; Mortimer A. Kentch, Wellsboro; Harold Marsh, Irvin; Charles H. McGwire, Chicora; William H. Fitzsimmons, Kane; Walter I. Watson, West Chester; Donald I. Brown, West Hazleton; Allen S. Leinbach, West Leespott; Edward Schafer, White Haven; Leo E. Kijanski, T. L. Stableton, John Bowen and Robert R. Colley, Wilkes-Barre; Walter J. Sutch, Wilkensburg; John C. Way, Jr., Williamsport; Robert C. Morehead, Pulaski, Va.; Glenn B. Hamilton, Fairmont, W. Va.; George F. Stines, Conneaut, Ohio; J. Bonsall Hall, North East, Md.; William H. Griffin, Oswego, N. Y.; Fred C. Wolverton, Newark, Ohio; Clarence A. Rigby, East Liverpool, Ohio; Charles V. O'Hara, Nicholasville, Ky.; Marion C. McArtor, East Liverpool, Ohio; G. Byron Levi and Roy P. Lodge, Atlantic City, N. J.; Ralph B. Rogers, Moorestown, N. J.; Leander G. Taylor, Jr., Cape May Court House, N. J.; John H. Hayes, Oswego, N. Y.; Edwin C. Errickson, Millville, N. J.; Clarence H. Berryman, Camden, N. J.; Arthur H. Carrington, Trenton, N. J.; Walter P. Llewellyn, Paget West, Bermuda; Morris Kanto, N. Y.; Chas. D. Webster, Buffalo, N. Y.

**Qualified Assistant Pharmacists**—I. J. Bdosky, DeWitt C. Barr, James A. Jackson, S. W. Jefferson, Milton A. Kant, Raymond K. O'Brien, Katherine Snyder, Harry A. Starret, Jack Schoenberg, David Lefkowitz, Walter R. Spohn, Thomas F. Weger and Christian W. Zeiner, all of Pittsburgh; Alfredo d'Aloia, Samuel Ankrum, Max Biser, Isaac B. Bloomfield, Charles J. Blum, Herbert C. Brightbill, Rudolph K. Dorfman, Charles K. Eisman, Joseph A. Ferko, Maurice S. Feldman, Herman Feuerstein, Louis Greenberg, Elmer Canton Gruver, Herbert R. Hawthorne, Charles J. Heinle, Joseph F. Kennelly, Morris Kramer, Charles J. Koerber, Emanuel Light, I. J. Lindenbaum, Levy Meshkov, Charles A. Montichiello, Samuel B. Ostrum, Herman L. Pastor, K. Hobart Roatch, Lester F. Raabe, Irene H. Rosensweet, Rose F. Smith, Morris L. Senn, Joseph Sarlo, Myer Skloff, Samuel Shuman, John J. Small, Elizabeth Sternthal, Benjamin J. Wexlar, Robert K. Worrell, Samuel Caban and Walter L. Brandon, all of Philadelphia; Eleanor G. Hoffman, Allentown; Ivan L. Carter, John W. James, Fred S. Lowther, James H. Shoop, E. Raymond Smith and Louis P. F. Weinberg, all of Altoona; Charles R. Silva, Boswell; William W. Heckenberger, Catawauqua; John W. Searight, Carlisle; Stanley J. Taylor, Canonsburg; Walter F. Aukerbrand, Chambersburg; Charles A. Pennock, Collingdale; John R. Kurtz, Denver; Malcolm E. Reed, Don E. Gillung, Du Bois; Homer H. Bury, Erie; Oscar G. Tucker, Edwardsville; Albert R. Guthrie, Ellwood City; William J. Heymann, Galeton; Floyd C. Hoffman, Greensburg; Raymond

Green, Grardsville; James E. Stuart, Harrisburg; Carl I. Nelson, Glen Campbell; R. Grey Smith, West Sunbury; William H. Oppy and Grafton F. Porch, Johnstown; Norman H. Tagg, Littlestown; Nathan A. Simpson, Lower Providence; G. Edgar Herzel, Lansdale; John C. Gray, Miners Mills; George E. Hairy, Monessen; John E. Smith, New Florence; Guy P. Coulter, North Braddock; William D. Wallace, Jr., New Castle; Frank S. Kornacvitz, Nantcoke; Lester V. Stallsmith, Parsons; Alfred B. Stellwagon, Pottsville, Carl O. Haas, Port Carbon; Irvin E. Lehr, Pine Grove; D. Elvin Rosenberger, Perkasie; Harry S. Wood, Rockwood; D. R. Buchanan, St. Clair; Howard E. Seid, Steinsville; Paul F. Ziegler, Steelton; Edward E. Whitesell, Town Lane; Lynn J. Carson, Washington; Joseph W. Piekarski, Warrior Run; J. Raymond D. C. W. Wilkesburg; Edyth B. Powell, Wilkes-Barre; Lony L. Opper, Bachmann, W. Va.; Charles M. Memmerson, Weston, W. Va.; Harry B. Honaker, Monograph, W. Va.; Harry Johannes, East Liverpool, Ohio; Elmer E. Cole, Martins Ferry, Ohio; Herman Meiser, Ellenville, N. Y.; Arthur Rowner, Carmel, N. J.; Charles F. Kutter, H. McKee City, N. J.; Howard I. Scaggs, Lower Marlboro, Md.

## Delaware.

**WILMINGTON, Aug. 21.**—The first quarterly meeting and examination, held at Newark on July 1, by Delaware Board of Pharmacy, ended applicants were examined for pharmacists and four for assistants. Of this number the following were successful:

**Pharmacists**—William B. Jester, Delaware City; Joseph O. Wilson, Loch Raven, Md. **Assistants**—W. Floyd Jackson, Wilmington; J. LeGrand Liles, Chestertown, Md.

The following officers were elected to serve during the ensuing year: President, Norman C. Downs, Wilmington; vice-president, Walter R. Keys, Clayton; secretary and treasurer, John O. Bosley, Wilmington. Governor Miller has reappointed R. M. Kaufman, of Seaford, to be a member of the Board for another term of five years. The next meeting will be held on October 7 at Newark.

## Kentucky.

**FRANKFORT, Aug. 20.**—At the meeting of the Kentucky Board of Pharmacy, held at Dawson Springs, July 14 and 15, the following applicants out of a class of 14 passed as registered pharmacists:

C. H. Brockmeyer, Fremont; Chas. W. Davis, Normal; Howard F. Ealder, Newport; M. E. G. Glasgow, Glasgow; C. A. Passmore, Louisville; David S. Sesmer, Louisville; Morris D. Spoonamore, Louisville.

**Assistants**—Allen S. Birnbaum, Middlesboro; Sidney V. Wortham, Owensboro; Chas. H. Harrison, Louisville.

An unusual feature of the examination was the detection by the examiners of a marked similarity in the papers of two of the applicants. When these applicants were confronted with a comparison of their papers they acknowledged that one set had been copied from the other. Their examination was declared void and a denial of the privilege of re-examination for one year was imposed. The next examination will be held in Berea, October 13 and 14.

## Virginia.

**RICHMOND, Aug. 20.**—At the regular quarterly meeting of the Virginia Board of Pharmacy, held on July 21, there were 29 applicants for registered pharmacist's certificate. Of this number the following were successful:

R. L. Miller, Charlotte, N. C.; G. V. Durrer, Charlottesville; C. C. Fleshman, Richmond, L. W. Armentrout, Strasburg; C. L. Pedigo, Blacksburg; J. S. Patterson, Newport News; P. V. Chitty, Woodland, N. C.; T. H. Bryan, Norfolk; J. C. Hudgins, Norfolk; R. K. Hawkins, Tazewell, Brem Bonner, Hickory, N. C.; R. M. Hawthorne, Victoria.

Registered assistant's certificates were given to the following: R. B. Grom, Richmond; Abraham Caplan, Richmond; R. R. Mosby, Newport News; N. K. Shaner, Lynchburg; R. C. Morehead, Pulaski; F. B. Singletary, Lumberton, N. C.; C. A. Cleveland, Staunton.

Eleven applicants took the examination for registered assistant's certificate, and of this number the following were successful: W. R. Smith, Cape Charles; C. G. Jackson, Velma; C. B. Harloe, Winchester; F. B. Smith, Capon Bridge, W. Va.; E. W. Morrow, Richmond.

The following were registered by reciprocity: T. A. Finch, Dyersburg, Tenn.; Guy Miller, Barboursville, Va.; I. J. McGuffin, Bluefield, W. Va. The next examination will be held in Richmond on Oct. 20, and all applicants accompanied by fee of \$5 must be received 10 days prior to examination date.

## Wisconsin.

**MILWAUKEE, Aug. 20.**—At the meeting of the Wisconsin Board of Pharmacy, held in Madison, on July 14-17, the following were granted certificates:

**Registered Pharmacists**—Walter A. Ritter, Milwaukee; Henry W. Spearbraker, Clintonville; Einar O. B. Wang, Chippewa Falls; Charles E. Bacon, Stoughton; Isaac N. Lovejoy, Stoughton; Oscar A. Hoyer, Milwaukee; Rudolph C. Scheen, Kenosha; William H. Borchart, Marion; Louis Moersch, Milwaukee; John J. Kazmierowski, St. Francis; Joseph R. Culbertson, Madison; Milton G. Giese, Menomonie; Asa T. Marshall, Milwaukee; Sylvester H. Dretzka, Cudahy; Alvin A. Mahre, Amery; Alphonse J. Stintzi, Madison; Harrison H. Hannon, Green Bay; Carl J. Flusche, Milwaukee; Dale F. Ruedig, Milwaukee; Irvin J. Heymann, Milwaukee; James H. Forsyth, Sharon; Edwin F. Flintrop, Milwaukee; William H. Kropp, Milwaukee; Henry W. Hammersley, Lake Geneva; Sidney L. Scheldrup, Stoughton; Henry E. Wieand, Milwaukee; Frank T. Tobin, Milwaukee.

**Registered Assistant Pharmacists**—Harry O'Neill, Beloit; John T. Martin, Manitowoc; John P. Galvin, Mauston; Rex E. Mather, Superior; George W. Beck, Milwaukee; Felix J. Idziorek, Superior; Oscar A. Schraut, St. Louis; William E. Weber, Milwaukee; Leonard J. Draeger, Tigerton; Homer D. Kesten, Milwaukee;





# TRADE SECTION



## Price Maintenance.\*

By JAMES W. MORRISSON.

Sal Hepatica.....	\$1.00	size 59c.
Syrup of Pepsin.....	1.00	size 59c.
Listerine .....	1.00	size 59c.
Pebeco Tooth Paste.....	.50	size 33c.
Cuticura .....	.25	size 15c.

**T**HIS happens to be part of an advertisement in a Chicago Sunday paper.

In other Sunday and week-day papers in Chicago and other cities large and small throughout the country millions of people read the offers of large stores to sell them advertised products at cost or less.



JAMES W. MORRISSON

### WHY?

Have the large stores become philanthropists, and are they engaged in a nation-wide campaign to reduce the high cost of living at a heavy loss to themselves?

That theory does not exactly fit the fact that they are organized for, and do make large profits. And yet, they do undoubtedly sell these particular goods at a loss.

### AGAIN WHY

"These particular goods!"

There is the answer. The advertisement these were taken from covered two pages of close-set type. There were a good many advertised goods listed at low prices. But there

were hundreds of items that no purchaser would know the proper price of and in that store's stock there are many thousands more. These other hundreds and thousands when sold bring long profits.

"When sold!" Don't forget that. But they can't be sold unless purchasers can be brought to the store to buy them.

What will bring purchasers? Telling them of undoubted bargains, of chances to buy for 59 cents goods that ought to bring a dollar.

Of course the big store loses on the bargain. It can afford to if it sells enough of the long profit goods.

Try to get a mental picture of a purchaser determined to get as much bargain goods as possible and the big store determined to sell him—or more often her—as much long profit goods as possible, and you see the system. Picture to yourself the tempting display, the salespeople with special commissions, and the weakness of human nature, and you will see one of the reasons why the big store prospers.

We have been talking of Chicago and big stores, but it is all equally true of smaller places, and smaller stores—of any store where there are some standard priced goods, and many more that are not.

Now, what is the result? There are three answers to that. The result to the purchaser, to the manufacturer and to the retailer.

Let us admit, first of all, that if the purchaser is strong-minded and fortunate, that is if he gets his bargain and nothing else, the result to him may be economy. But that

the system enjoys these two gifts of the gods is best shown by the success of the system. The Supreme Court of Washington is quoted as having taken judicial notice of this fact in these words: "It is a fallacy to assume that the price-cutter pockets the loss. The public makes it up on other purchases."

And how can the public make it up on other purchases except by paying an excessive price for them, which tends neither to lower the high cost of living nor raise the level of commercial morality?

Now, how about the proprietor of one of these standard priced articles? What is the result to him? But first, what distinguishes a branded identified article from other merchandise of the same general class? The name, of course; and what is the name but the proprietor's way of saying to the public, "I believe that this article has merit. I assume responsibility for it." He usually goes farther and says to the public, "This article is worth \$1.00 or \$10.00," or some other amount.

Under this name he advertises it and creates a demand, which he must satisfy through the retail dealer. So he says to the dealer, "Here is an article of ready sale that will cost you \$8.00 per dozen and which you can sell at \$12.00 per dozen," and the retailer is content with his profit and buys the goods. But along comes a customer who says to him, "Why should I pay you a dollar for this when I can buy it of Big Store & Co. for 59 cents?" And by the time several more customers have asked him the same question and gone to the big store feeling that Mr. Retailer asks too much for his goods, he begins to lose interest in that particular article, and perhaps tries to sell something else in place of it.

Now, multiply our retailer by some thousands, and the proprietor of that article will notice a falling off in sales. He may be perfectly innocent of the cut price, may have objected strenuously to it, but he gets punished just the same. He feels that he has been injured—and he has. Also, if he put his price upon the article, and told the public it was worth \$1.00, and then some one sells it for 59 cents, he feels that his article is being discredited in the public mind—and it is. So the proprietor of the bargain article cannot see the value of the bargain.

And the retail dealer, what of him? Some of them can meet the big store on its own ground and live. But the average, and that means the medium-sized and small, cannot.

And that has led many intelligent men to fear that unless a way could be found to stop this system of merchandising, large numbers of retailers would be forced out of business. Everyone admits that that would be a calamity, and there has been widespread interest aroused in the proposed remedy. Now, the remedy must be some way of protecting the prices. And we all know something of the difficulties these plans for price protection have heretofore met with in the Supreme Court.

But the new remedy is not an individual plan, but a bill now in Congress, which will, if enacted into law, legalize the fixing and maintenance of resale prices on certain classes of goods and under certain conditions. As a matter of fact, there are several different bills, but the one that seems to have the right of way is the so-called Stevens bill, H.R. 13305.

This provides, among other things, that a vendor of an article sold under trade-mark or special brand, the proprietor of which has filed with the Bureau of Corporations his trade-mark or brand, and a schedule setting forth his uniform prices to wholesaler, retailer and the public, and has affixed to the article his price to the public, and has no monopoly or control of the market of articles in this general class, and no agreement or understanding as to price of such articles with any

\*From a recent issue of "The Pink Sheet," the organ of Morrison, Plummer & Co., Chicago.

competitor may lawfully prescribe the sole uniform price at which such article may be resold, and that from this uniform price there shall be no concessions either by rebate, discount or any other device whatever.

Now, it seems, on the face of it, a radical departure from the established theory that this is a land of free competition, and that only strictly sincere people have seen in this proposal the beginnings of oppressive monopoly. They will tell you that if you allow a man to fix a price, he will fix it too high, and thus rob the consumer. But they forget two things. First, that the consumer does not have to buy these articles, and second that if the manufacturer fixes his price too high, which means that he gets an excessive profit, some other manufacturer will put on the market a competing article at a lower price and get the business.

The only monopoly in the average trade-marked, or otherwise identified article, is the monopoly of the public goodwill, and there is and always will be competition among advertised articles for that. As a matter of fact, the purpose of this bill is the prevention of monopoly—the prevention of the kind of monopoly that is brought about by the big and powerful organizations when by price-cutting and other unfair competition they drive out of business their smaller competitors.

Some sort of competition is undoubtedly an economic necessity, but this unbridled and tyrannical competition is destructive of equality of opportunity, the servant of monopoly, and an economic evil.

Congress naturally proceeds slowly in matters of this sort. One of its committees has been holding extended hearings upon this subject. The bureau of corporations is conducting an elaborate investigation to determine the effect of such legislation upon the public and upon the various branches of the trade interested. It is quite probable that it will be some time before a bill of this sort will pass. There is still time to tell your Representatives and Senators that you want it to pass.

The Fair Trade League and many organizations of manufacturers, wholesalers and retailers, in addition to very many individuals, have urged upon Congress the righteousness of such legislation. The National Association of Retail Druggists has been one of the leaders in this movement, and through its officers and its journal has done most effective work for the cause. We urge every man who is in doubt upon this subject to get in touch with that organization and have his doubts dispelled, and we urge every man who is informed upon the subject, and in favor of such legislation, to write at once to his Senators and Representatives asking their support for the Stevens bill, H. R. 13305.

#### Change in Price of Creme Elcaya.

James C. Crane, sole agent for the Elcaya Toilet Preparations, 108 Fulton street, New York, announces a change in price of Creme Elcaya from \$4 per dozen to \$4.50 per dozen, the same to become effective on September 1. Mr Crane states that the raw materials essential to the manufacture of this well-known specialty are imported from Europe and are not made in this country. The effect of the war is already felt in the increased cost of raw materials and great difficulty is experienced in getting a sufficient supply for the immediate future.

#### Biological Products to Stranded Americans.

In line with its established policy of supplying diphtheria antitoxin and other biological products for the treatment of contagious diseases when the local authorities have no appropriation for the purpose, the H. K. Mulford Co. soon after the declaration of hostilities cabled its London office to supply such products of its manufacture free of charge to the Americans delayed in London and to whom sickness might work a hardship.

#### Behrens Drug Co.'s Trade List Changes.

The Behrens Drug Co., Waco, Texas, has issued a new wholesale price list, effective Sept. 1, in which quotations are given for the following specialties: Mrs. McCormick's Beauty Cream, 50-cent size, \$45 per gross; 25-cent size (advanced), \$24 per gross; Oxidine (regular or tasteless), \$45 per gross. The company also announces the withdrawal of the offer of free goods with orders.

## LEGAL DECISIONS

### Trade-Names — Unlawful Competition — Distinctive Dress-Color.

A chewing gum company manufactured and sold gum cut in disks called "Violet Chips" and "Mint Chips," put up in enameled round tin boxes, the violet in violet boxes and the mint in green. The lettering on both was in white in white with the words "Colgan's Violet Chips—The Gum That's Round." It was put up in pasteboard cartons colored to correspond with the boxes, the cartons being marked with the same lettering as the boxes. The gum was largely sold in the South and Southwest. In 1912 another gum company began to put out a round gum called "Winterton's Satsuma Chips," and adopted a box of the precise shape, size and form of that used by the makers of Colgan's chips. It used a light blue and red color, respectively, and the words "Winterton's Satsuma Chips—A Dainty Box for the Purse," were in the same positions on the box as in the case of the Colgan chips. This gum was sold in competition with the Colgan gum at a less price to the retailer, and after objection was made by the makers of that gum, and shortly before they brought suit, the name of the new gum was changed from "Chips" to "Wafers," and different colors were adopted for the boxes and cartons, which were otherwise practically the same. The makers of the Colgan gum brought suit for unfair competition. It was therein held that the defendant was guilty of unlawful competition in the dress of the gum considering the prior trade, and that the complainant was entitled to an injunction restraining the defendant from using boxes or containers which might be of sufficient similarity to mislead the ordinary purchaser.

While the word "Chips" as applied to disks of chewing gum is a descriptive word which may not be exclusively appropriated by a manufacturer, yet, having been appropriated, a competitor may not use the word as describing its goods in connection with other words, and such a form of dress as will mislead the public to believe that its chips are the complainant's product. While color, in trade-mark cases, cannot, except in connection with some definite, arbitrary design, be the subject of exclusive appropriation, it may be one of the elements making up a dress entitled to protection against unlawful competition. In order to obtain relief against unlawful competition, it is not necessary that the imitation be such as to mislead the careful and discriminating purchaser; it is enough if it is calculated to mislead the ordinary and casual buyer. While a manufacturer is not responsible for the fraud of a retailer of his goods, the former is guilty of unlawful competition if he so dresses his goods as to represent the goods of another and assists the retailer in palming off his goods as those of the competitor. Decree awarding injunction and account was affirmed. (H. E. Winterton Gum Co. v. Autosales Gum & Chocolate Co., C. C. A., 211 Fed. 612.)

### Unlawful Sale of Cocaine—Sufficiency of Evidence.

In proceedings for unlawfully selling cocaine, the evidence of five female witnesses that they were habitual users of the drug and were familiar with its effects, and also that they had bought the drug from the defendant within two years preceding the time when the accusation was preferred against her was held to be sufficient to sustain a conviction, although it did not appear that any of them had any chemical knowledge of cocaine. There is no hard and fast rule requiring that the nature of a substance should be proved by analysis, and not otherwise. (Butler v. State, Georgia Court of Appeals, 81 S. E., 370.)

### Alteration of Order by Verbal Agreement.

An order for the purchase of stock medicine provided that the amount of goods shipped should be \$1000, and the "amount of free goods shipped to pay freight, \$270." It also provided that verbal or special agreements affecting the payment of the bill as stated should not be allowed. In an action for the balance due, the purchasers alleged that the goods were sold on condition that the seller's salesman should return and work up the trade. It was held that the order was complete in its terms and could not be varied by parol evidence of such an agreement. A mere statement by the seller, in response to the purchaser's request that additional free goods to make a 25 per cent. profit be furnished, and a man be sent to the pur-

chaser's territory to work up a trade, to the effect that the additional free goods would be sent, followed by a request, "accept shipment. Writing salesman to call upon you." was not an agreement to furnish a salesman to work up the trade for the purchaser. (*Capital Food Co. v. Mode & Clayton*, Arkansas Supreme Court, 105 S.W. 637.)

#### Meaning of Words Used on Labels—Adulteration and Misbranding.

The Circuit Court of Appeals, Fourth Circuit, holds that pure food laws are intended to protect the public whose members may be, and usually are, ignorant of the technical significance which ordinary words may have acquired in particular trades or industries. It adopts as the true rule of construction to be applied to pure food statutes, whether State or Federal, that stated by the Supreme Court of Michigan, that decisions construing revenue acts "do not apply to cases arising under the pure food laws of State governments. Courts will take cognizance of the well-known fact that farmers, laboring men, and consumers are not generally familiar with the customs of trade and commerce in importing goods, or of the understandings of the trade between manufacturers and merchants who buy these products for retail trade. Such construction would emasculate the pure food law, and deprive the people of the protection, which the Legislature wisely intended to give them."

Section 8 of the Federal Food and Drugs Act, which provides that mixtures or compounds known as articles of food under their own distinctive names shall not be deemed adulterated or misbranded when sold under such name, does not, it is held, apply to a case where the name used in its popular meaning is accurately descriptive of another well-known food product. A food product sold under the name of "Condensed Skimmed Milk" was held to be adulterated and misbranded, where it contained 42 per cent. of cane sugar, the presence of which was not indicated on the label; it being shown that condensed skimmed milk unsweetened is also made and sold. (*Libby, McNeill & Libby, v. U.S., C.C.A.*, 210 Fed. 148.)

#### Sale of Intoxicating Liquors—Attestation of Permits.

A druggist, carrying on business in a town in Iowa, in making sales of liquors under permits, omitted to attest two of them, as required by Iowa Code, §2394. In proceedings for violation of the statute it was held that, although there was no bad faith in the omission, the statute had been violated. An active duty is required of the permit holder in each case, and it must be performed in fact before he can lawfully make the sale. (*McAllister vs. Campbell*, Iowa Supreme Court, 145 N.W. 867.)

#### Action For Price—Misbranded Drugs—Agreement to Advertise.

Action was brought for the purchase price of a quantity of patent medicine called "Nott's Melon Seed Kidney Cure." The defences were that the plaintiff had broken its contract in regard to advertising agreed therein to be done, and also that the goods were misbranded. The trial court instructed the jury that the only question which they could consider was whether the drugs in question were misbranded. It was held, on appeal, that this was error, because it appeared that the plaintiff was not able to carry out the advertising part of the contract as it had agreed, and this evidence should have been submitted to the jury. In regard to the alleged misbranding, it appeared that the defendant was prosecuted by the State for having this misbranded article in its store, and that it was fined \$10, and required to pay the costs of the prosecution. It was therefore held that the plaintiff should be required to take back the goods and credit the defendant with the price thereof, in accordance with the terms of the contract of sale. (*Hessig-Ellis Drug Co. vs. Harley Drug Co.* Nebraska Supreme Court, 146 S.W. 716.)

#### Druggists—Sale of Patent Medicines—Liability for Purity.

A druggist who holds himself out as the actual manufacturer of a patent medicine put up by a wholesaler with the retailer's name on the package is held not entitled in *Wilson vs. Faxon*, 47 L.R.A. (N.S.) 693, to the benefit of an exception in a statute making druggists responsible for the quality of medicine sold by them, except those sold in original packages of the manufacturer, and those articles known as patent or proprietary medicines.

#### Gasoline Explosion—Proximate Cause.

An action was brought against the owner of a drug store for injuries to the plaintiff's automobile, caused in the following manner: The plaintiff's son drove the automobile to the defendant's drug store to have it filled with gasoline. After stopping the machine in front of the store and ordering the gasoline, he turned down the light of a lamp attached to the rear of the automobile about 20 inches under the cap of the tank into which the gasoline was poured, and walked away to talk to some boys. The side of the lamp next to the defendant's store was of metal, so that the light did not show in that direction. The defendant's clerk brought out a five-gallon gasoline can, and, without noticing that the light was burning, placed a funnel in the mouth of the tank, and lifted the can to pour in gasoline, when some of the gasoline ran down, causing an explosion. There was no proof whether the cap on the tank was originally removed by the plaintiff's son or by the defendant's clerk. It was held that the plaintiff's son was negligent in merely lowering the light and removing the tank cap and walking away without explaining to the defendant's clerk that the tank was not ready to be filled. The negligence was a proximate cause of the explosion. Even if the defendant's clerk had been negligent, the plaintiff could not recover, under the rule that where the plaintiff and the defendant are guilty of acts of negligence which together constitute the proximate cause of the injury, then the negligence of the plaintiff, however slight, bars a recovery. (*Grigsby & Co. vs. Bratton*, Tennessee Supreme Court, 163 S.W. 804.)

#### Pills and Tablets Under the Boylan Law.

Warren L. Bradt, secretary of the New York Board of Pharmacy, recently asked for a ruling by the Attorney-General on Section 245 of the Boylan law in its application to the points raised by the following question:

There are many preparations in pill and tablet form that contain small amounts of some of the above-named drugs and are sold and dispensed by the dozen and hundred and not by weight.

In each of these pills and tablets the dose of the drugs is not more than would be in a dose of a liquid or solid preparation as permitted in the above quoted section.

Will you advise me if "one avoirdupois ounce" applies to pills and tablets and if not, can they be sold without a physician's prescription?

The Attorney-General gives the following opinion:

"I reply to your letter of July 22nd, wherein you ask my construction of the Boylan law in that part of Section 245 which reads as follows:

"\* \* \* \* \* Provided that the provisions of this article shall not apply to the sale of domestic and proprietary remedies, actually sold in good faith as medicines and not for the purpose of evading the provisions of this article and provided further that such remedies and preparations do not contain more than two grains of opium, or one-fourth grain of morphine or one-fourth grain of heroin or one grain of codeine, or ten grains of chloral or their salts in one fluid ounce, or if a solid preparation, in one avoirdupois ounce, nor to plasters, liniments and ointments for external use only.

"Proprietary and domestic medicines are, therefore, classed as either fluid or solid, and such medicines in the form of pills and tablets would, in my opinion, be in solid form, regardless of the method of sale, whether by weight or by count. They may without a prescription be sold by weight, by the box or dozen unless one avoirdupois ounce of them would contain more than the above specified quantity of either of the drugs."

(Signed) THOMAS CARMODY,  
Attorney-General.  
By JAMES A. PARSONS,  
Deputy.

**Pharmacy Law Violated in Illinois.**—R. G. Rosenstone, a registered pharmacist in Sandwich, Ill., was fined \$75 and costs by the State Board of Pharmacy for permitting an unregistered clerk to sell drugs during his absence from the store; Roy Seymour, of Dwight, was fined \$50 and costs for selling drugs without being registered.

## FROM THE BUSINESS FIELD.

The case of Humiston, Keeling & Co., Chicago, against Catherine A. Yore, George C. Bridgman and John A. Hinman, all of the latter being plaintiffs, was recently heard in the Supreme Court of Kentucky and judgment was granted by Judge Perkins, of Kent county, in favor of the defendants. The case now goes back to the circuit court to be tried on its merits. John A. Hinman, several years ago was the owner of the Yore block pharmacy, owned by the late Mrs. Yore, and sold the business to Catherine A. Yore and her son, George Humiston, Keeling & Co. about 5000 retail packages. A few days later Mrs. Yore sold the store to George C. Bridgman. The wholesale druggists sued to collect the amount and made Mrs. Yore and Mr. Bridgman co-defendants with the former owner. A demurrer was entered by the latter on the ground that there was no liability.

**The Physicians and Dentists' Corporation of America** has a new laboratory on Croton avenue, New Castle, Pa., which is engaged in filling orders. E. E. Craft is general manager. All goods are sold direct to physicians and dentists. The general offices of the company are located in Cleveland, Ohio, and the company took over the property of the United Physicians Supply Co., in Cleveland, and have since spent about \$100,000 in improvements, making it, it is reported, the first of a new class of distributing stores. Branches are planned for Pittsburgh, Rochester, Indianapolis, Chicago, Cincinnati, Denver and San Francisco. The company owns the factory known as the Seiber Welch Co., at Massillon, Ohio.

**Saenger Bros.' drug store**, Shreveport, La., was invaded by a frightened horse one evening recently, the animal dashing through the front door. It slipped and fell on the smooth tile floor. Frank Allen, a soda dispenser, was equal to the occasion, and by sitting on its head prevented it from running through the salesroom and into the prescription department. The store was filled with an after-theater crowd, consisting mostly of women and children. There was a wild stampede for the rear of the store. One woman was painfully but not seriously cut on the arms by a piece of broken glass.

**George P. Warner and Isabella Bess Warner** have filed a bill in equity in the Superior Court at Salem, Mass., seeking to prevent J. Maro Harriman from disposing of any stock in the Harriman Drug Co., of Lynn, until after more than \$2000 has been paid them. Besides Harriman, George B. Durgin, of Beverly, is named as a defendant. This action was taken as the result of a legal and financial tangle of some years' standing. The bill was brought to reach and apply Harriman's interest in the 25000 drug store stock as may be determined in the claim.

**The Spurlock-Neal Co.**, wholesale druggists, Nashville, Tenn., recently gave a luncheon to its office force and field staff. The affair was in celebration of the opening of the new addition to the company's store on Second avenue. Among those who responded to toasts were Charles Marlin, general manager; E. A. Gilliland, sales manager; Smith Tenison, assistant manager; Frank Smith, manager of the laboratory; C. D. Campbell, manager of the sundry department, and E. P. Gilbert, representing the salesmen.

**The Fitchburg (Mass.) Drug Co.'s pharmacy** at Main and Oliver streets, including the stock in trade and good-will of Harry M. Brooks, was recently sold to Clinton B. Davis, of Springfield, and George G. Tyler, of North Adams. The new proprietors took possession at once. Mr. Brooks was regarded as one of the most popular druggists in Worcester county and was known as a progressive, and up-to-date business man. He had been in business in this city about eight years.

**George H. Bartell**, proprietor of six drug stores, Seattle, Wash., recently invited the ladies of the city to be his guests at a local theater. The invitation was extended in celebration of the 25th anniversary of Mr. Bartell's establishment in the drug business in that city. Mr. Bartell came to Seattle from Kansas, opening his first store before reaching the age of 20. He now has a store convenient to every shopping district in Seattle and advertises by the page in the local papers.

**Husband's pharmacy**, is one of five Modesto, Cal., firms styling themselves the "Stork Merchants." They have a scheme for giving each baby born to a customer a saving account, the baby being registered at the store and five cents in script

being presented with each dollar spent in purchases. The script is deposited in the baby's name in a local bank and draws four per cent. interest. The accounts are to stand until the child reaches the age of 15 years.

**The Geer Drug Co.**, wholesale and manufacturing druggists, of Charleston, S. C., will establish a branch house at Columbia. A modern brick warehouse will be built and the branch will carry a stock valued at about \$120,000. North Carolina and Georgia, in addition to South Carolina territory, will be covered from this point. The Geer Drug Co. has been established in Charleston for about 17 years and the company has a branch at Spartanburg.

**Jacob S. Kaufman**, of Hartford, Conn., is not entitled to discharge from bankruptcy is the report of the referee filed recently. That official found that Kaufman has been the beneficial owner of the fixtures, stock on hand, accounts receivable and good-will, from May 8, 1906, to the present time. Kaufman and his wife had executed a release of their interest to other parties and a creditor objected to the druggist's application for discharge.

**The Square Drug Co.**, Market Square, Knoxville, Tenn., recently opened to the public, following an extensive remodeling of its store. About 4000 were in attendance at the opening. The store was decorated for the occasion with palms, Japanese parasols, flowers and artificial decorations. In escorting visitors through the establishment, physicians were shown special attention, demonstrations for their benefit being made in the prescription department.

**Roy True**, sanitary officer at Council Bluffs, Iowa, has sold his drug store at 2819 West Broadway, that city, his duties as city official taking too much of his time to allow him to retain the store. The store was purchased by John Vitamvos, formerly employed at the Clark drug store, and Herman Kundle, Jr., who has been with the True company since its establishment. The store will now be known as the Eagle drug store.

**J. A. Bengston**, of Rock Island, Ill., a nephew of John Bengston, the veteran druggist of that city, will open "The Twentieth Century Pharmacy" in the Sherman house building at the corner of 17th street and Third avenue. J. A. Bengston is a former superintendent of the city schools in Altoona and Maranetta, and is a graduate of Northwestern University, where he attended the school of pharmacy.

**Vincent M. Flood**, druggist of Dewey avenue, Rochester, N. Y., has been sent into bankruptcy by three of his creditors, who filed an involuntary petition against him, alleging that he had committed an act of bankruptcy in that he had preferred another creditor by giving him a chattel mortgage on his stock and fixtures and other property. The case has been sent before a referee for settlement.

**E. W. Eaton** recently held a formal opening at his drug store at 1 State street, Newburyport, Mass., following the enlarging and remodelling of the establishment. The fountain was placed in charge of the ladies of Anti-Tuberculosis Society from 9 a. m. to 9 p. m., all receipts being turned over to the cause. During the evening hours an orchestra played and souvenirs were given out.

**The H. K. Mulford Co.**, Philadelphia, has established a branch in London. H. Hilson Whyte, sales manager for the company, recently returned from England after getting the branch in full swing. He found that the British are rapidly adopting American ways of doing business, one being that salesmen in the big shops are no longer fined when they fail to make a sale.

**The G. Armstrong Company** opened the first drug store in a railroad terminal in New England in the North station, Boston, Mass. The new store represents an investment of approximately \$35,000 and is one of the finest and most up-to-date in New England. It is managed by W. A. Brown. A registered lady drug clerk is a member of the organization.

**Shelley Stemen and Chester Hall**, of Columbia City, Ind., and who are connected with Meier & Keiser, retail druggists, have contracted with Dr. John Richards, of Loud, Jefferson township, for the sole right to manufacture and distribute his entire patented line of formulas. Dr. Richards is one of the oldest practitioners in the county.

**J. C. Johnson**, known to the residents of McAlester, Okla., as "Johnnie" for short, recently announced that he would open a drug store on Sept. 1 at the corner of Third and

Choctaw avenue. His store will be called the Johnson pharmacy. He is one of the pioneer drug men of the city, having settled in McAlester nearly 25 years ago.

**Morrison & Armstrong**, Pontiac, Ill., have disposed of their drug and jewelry store to Edward Biasi, formerly with Weis & Theodore, at Sreator. Mr. Morrison is actively engaged with the Pontiac Motor Car Company and Mr. Armstrong may spend some time with Mr. Biasi in the store.

**George W. Weiss** has opened an attractive store in the Nertney building, Madison street, Ottawa, Ill. Mr. Weiss designed the fixtures himself. Mr. Weiss has been in the drug business for 17 years or more. He recently disposed of his interest in the Weiss & Theodore drug store in Sreator.

**The DeMotive Drug Co.**, Church street and Fourth avenue, Nashville, Tenn., has had one of the walls of its building condemned. The building is one of the oldest in the city and was erected before the Civil War. The drug company has occupied it practically since its erection.

**Lanier Robb**, of Heyworth, Ill., is now conducting the drug business operated for more than 25 years by his father, the late Hugh Robb, who died in March last. Mr. Robb, Sr., was prominent in church and lodge work and was one of the substantial business men of his community.

**August Knoeller**, druggist at DePere, Wis., has remodeled his building in several respects. Various changes have been made in the store and several improvements have been made on the second floor, which has been remodeled into living quarters for Mr. Knoeller and his wife.

**Bossmann & Pluck**, druggists at Horicon, Wis., have dissolved partnership. L. A. Bossmann has purchased the interests of T. A. Pluck and will now conduct the business under his own name. It is understood that Mr. Pluck will travel in the interests of a furniture concern.

**Public Drug Store, No. 2**, was recently opened by Dietz & Wright at San Joaquin street and Weber avenue, Stockton, Cal. It is one of the finest in the city. A beautiful soda fountain, at which free soda was served on the opening day, is a feature.

**Claude Herndon** will open a modern drug store at the corner of Elm and Gaston streets, Greensboro, N.C. Mr. Herndon aims to make his store one of the most attractive in the State and the store room is now undergoing extensive renovation.

**W. O. Kleinheinz** has opened a new pharmacy at 714 South Park street, Madison, Wis. New fixtures and a new soda fountain have been installed. Mr. Kleinheinz graduated in 1911 from the school of pharmacy of the University of Wisconsin.

**The Pettit-Stewart Drug Co.**, of Attalla, Ala., has been incorporated with \$5000 capital to do a general wholesale and retail business in drugs. E. D. Pettit is president; C. E. Stewart, vice-president, and J. W. Stewart, secretary-treasurer.

**E. F. Hoffset's** drug store, Estelline, S. D., was recently entered by burglars who got away with jewelry and goods to the value of \$1500. Entrance was effected through a coal chute, and it is thought that the work was done by two hoboes.

**The L. K. Preston Drug Co.'s** store, Beaumont, Texas, will be sold at auction, according to a recent report. This decision was arrived at following the election of G. R. Noguera, trustee of the defunct company, as receiver.

**Shumate's Pharmacy, Inc.**, has leased the corner store in the new Physicians' building, northwest corner Sutter and Powell streets, San Francisco, Cal. The lease is for a period of 10 years and involves total rental of about \$40,000.

**The Owl drug store**, at its recent opening in Roseburg, Ore., served free soda water. Manager Karr, of the new store, a graduate of Northwestern University School of Pharmacy, has had 23 years' experience in the drug business.

**The Gwynn-Burns Drug Co.**, Tallahassee, Fla., has purchased the entire stock and fixtures of the Tallahassee Drug Co., and will for a time at least conduct the latter company's store at College avenue and Monroe street.

**The United Drug Company**, through local brokers, has leased the Broadway store adjoining Liggetts, in the Hotel McAlpin, Broadway and 34th street. The store is 27 feet wide and held for rent at \$18,000 per year.

**The D. B. Spagnoli** drug store at Jackson, Cal., has been sold to William J. Peters, who has been in charge of the prescription department for some years. The store has been in existence since the "early" days.

**The Bronson Drug Co.** and the Cousins Drug Co., of Bronson, Texas, have consolidated and will occupy the Hodgson building. G. D. Hodgson being one of the heaviest stockholders in the merger.

**Joseph O'Hearn**, the Hannibal, Ill., druggist, has installed a photographic developing and printing department over his drug store and has engaged a professional photographer to look after this feature.

**The American Stores Products Co.** is a new Delaware corporation to own and operate drug stores. It is capitalized at \$2,000,000 with M. Sweeney, E. R. Devine and E. R. Cochran, Jr., as incorporators.

**The National Sales & Supply Co.** has been incorporated with \$500,000 capital, to deal in chemicals and druggists' supplies, by F. E. Karlsen, Jr., B. Schaffer and W. S. Gordon, New York City.

**Cailler & Co.**, the New York essential oil house, has had a petition in bankruptcy filed against it, following an assignment. The liabilities are estimated at \$50,000 and the assets about \$35,000.

**The Union Wholesale Drug Co.**, of Boston, has been incorporated with \$40,000 capital, by C. A. Stover, of Cambridge; F. A. Epstein, of Boston, and A. H. Ackerman, of Boston.

**Brewer & Co.**, wholesale druggists, Fall River, Mass., are having plans made for a warehouse to be erected on Pearce street, at the north end. It will be three- or four-story brick.

**Charles L. Gimbel**, for some time manager of the Hansen drug store, No. 3, at 2046 West Third street, Davenport, Iowa, has purchased the establishment and will continue the business.

**John Belles**, a well-known druggist of Cocington, has purchased the Geo. D. Cook drug store, South Washington street, Crawfordsville, Ind., and will conduct the two stores.

**The Lewis Bear Driving Co.** is a new Wilmington, Del., corporation with \$500,000 capital which will purchase drugs and chemicals and manufacture medicines of all kinds.

**The Meyer Brothers** drug stores, Fort Wayne, Ind., recently celebrated the 62d anniversary of the founding of the business. A week of special sales marked the event.

**The Riker-Hegeman Co.** has leased a large space in the Smith, Gray & Co. building, Fulton street and Flatbush avenue, Brooklyn. The building is being altered.

**The Feind & Hain Drug Co.**, of Newark, has been incorporated with \$150,000 capital, by F. W. A. Hain, F. L. Feind, M. J. Hain and M. E. Feind.

**C. F. Dirickson**, pharmacist at 319 Granby street, Norfolk, Va., recently filed a petition in voluntary bankruptcy. He gave his liabilities as \$2315; assets \$4385.

**Carl Hintz**, Milwaukee druggist, has been given authority to establish a postal station in his store, 841 First avenue, to be known as No. 70.

**John Wyeth & Bro.**, Philadelphia, have opened a New York office at 449 West 42d street, with Charles Howard as their representative.

**The Walding, Kinnan & Marvin Co.**, wholesale druggists of Toledo, Ohio, has increased its capital stock from \$100,000 to \$250,000.

**The Fink Theater pharmacy**, Springfield, Mo., has been sold to A. C. Fisher, formerly of Bolivar. The consideration was \$4650.

**Haggard & Falkenhainer**, the Algona, Iowa, druggists, have traded their drug store for a 240-acre farm to O. G. Jones, of Cresco.

**A. C. Liepe**, of Milwaukee, has awarded contracts for erecting a substantial addition to his drug store at 1412 Green Bay avenue.

**Walter Cole**, who has clerked for three years at Fernald's drug store, Rumford, Me., recently purchased a store at Freeport.

**The Riker-Jaynes Co.**, Boston, has opened a store at 447 Washington street, that city.

## DRUG LAWS AND RULINGS

**New Amendment to Harrison Bill.**—Senator Pomerene, of Ohio, has introduced an amending clause to line 6, page 3, of the Harrison anti-narcotic bill as it now stands in the Senate, the amendment being as follows: "Provided further, That this act shall not apply to physicians and surgeons regularly licensed to practice their profession in the State, Territory or District where they reside, who may prescribe, dispense or administer said drugs in good faith; nor to nurses or attendants who may dispense or administer in like good faith said drugs under the direction of a physician or surgeon regularly licensed and given in good faith as aforesaid."

**Anti-Narcotic Bill Beaten in Louisiana.**—The Samuel bill in the Louisiana House providing for the regulation of the sale of chloral, cocaine, opium or any of its salts, alkaloids or derivatives has been killed. This bill was opposed by both druggists and physicians on the ground that it would work an unnecessary hardship on them. The first draft provided that no pharmacist, druggist or other person should sell, have or offer for sale or give away any chloral, cocaine, opium, or any of its salts, alkaloids or derivatives, or any compound or preparation of any of them except upon the written prescription of a duly licensed physician, veterinarian or dentist. An exception was made in the case of domestic or proprietary medicines actually sold in good faith as medicines and not for the purpose of evading the act. The bill further provided that physicians should make a physical examination before prescribing such drugs, and that doctors should keep a duplicate record of all such prescriptions. The druggist would be required to verify such prescriptions by telephone or otherwise before filling them. The author of the bill announced that he would continue to fight for its passage.

**Starts Fight on "Refill" Druggists.**—A Chicago court has fined a Chicago druggist \$50 for practicing substitution in the matter of filling two prescriptions. A servant was sent to have a bottle refilled at a certain drug store where the original prescription had been filled; the servant took the bottle to another drug store, where the druggist filled it with what he supposed the bottle had contained. The Board of Pharmacy sought to have the maximum fine imposed, but the court gave the offending druggist the minimum.

**Kentucky Pharmacy Board Upheld by Court.**—The Kentucky State Board of Pharmacy has been upheld in its right to make its own rules relative to the granting of certificates of registration to applicants, the court refusing a writ of mandamus against the board asked by C. C. King. King applied for a license to practice pharmacy in December, 1911, producing a license from the State of Georgia. He asked the board to grant him a reciprocal license under authority conferred on the board by an act of the Legislature of 1910. The license was refused King and subsequent thereto the board adopted a resolution that no applicant from a foreign State would be granted a reciprocal registration in Kentucky unless he had practiced his profession in the foreign State for a period of not less than one year. It was admitted by the board that the resolution was adopted to cover the King case and the court holds that the board acted within its province in adopting the resolution. Relative to the action of the board in adopting the resolution the court said: "If it were not for this regulation a resident in the State of Kentucky might, after having failed upon an examination before the board to obtain a certificate, go to another State and obtain a certificate and return immediately to the State of Kentucky and by reason of the act of the Legislature herein quoted, as a matter of right have issued to him a certificate by said board. The injustice of this course and the absolute necessity of this regulation seems so apparent that the court is of the opinion that the mandamus should not be granted, and so holds." King obtained a certificate from the Georgia State Board of Pharmacy Nov. 10, 1911, and applied to the Kentucky Board for a reciprocal registration within a period of 30 days.

**Clerk Fined for Not Answering Demands of Court.**  
Legal punishment for too strict attention to a plain legal duty was the rather hard fate which recently befell Harry F. Decker, prescription clerk in Lakamp & Sentker's drug store in Cincinnati. Decker was subpoenaed in the Common Pleas Court

as a witness in the \$15,000 damage suit of George A. McGahan against the Cincinnati Traction Co., but was not served until the morning of the trial, when his immediate presence was required. At the time the subpoena was served it happened that Decker was the only prescription clerk in the store, and had a number of prescriptions on hand to be filled immediately. The deputy sheriff reported this fact back to the court, with Decker's consequent refusal to come, and the court ordered an attachment issued, which was served by another deputy. Even then Decker refused to appear until he had finished filling several prescriptions which, as he pointed out, might mean life or death to the persons for whom they were prepared, and then went to the court house with the deputy.

The court refused to accept the explanation which Decker gave, on the ground that the prescriptions might have been taken to other drug stores, and fined him the costs of the attachment. Harry J. Sentker, one of the proprietors of the store, relieved Decker in the meantime, and the latter was therefore free to answer the demands of the court. The action of the court, in view of the statutory requirement that a licensed pharmacist be kept in a drug store at all hours, has caused considerable discussion among local druggists.

### DRUG ADULTERATORS RECEIVE FINES.

**Products Bearing U.S.P. Names Fall Below Official Standards—Salicylate Tablets Not Per Label.**

WASHINGTON, Aug. 20.—The Department of Agriculture has given public notice of judgments 2880 to 2985, imposed by the courts in cases brought by the United States involving violation of the Food and Drugs Act, most of them relating to misbranding or adulteration.

A fine of \$20 and costs was imposed upon John T. Milliken, doing business as John T. Milliken & Co., St. Louis, Mo., for shipping in interstate traffic a quantity of so-called "Ammonium Salicylate Compound Tablets," which were adulterated and misbranded. The tablets were labeled: "500 compressed tablets No. 23, Ammonium salicylate comp. Each tablet represents phenacetine 1 gr. Salicine, 1½ grs. Ammonium salicylate 3 grs. Caffeine ½ gr. Dose, 1 to 2 tablets. . . ." Product fell below the approved standard under which it was sold.

A fine of \$10 and costs was imposed upon the Brunswick Drug Co., Los Angeles, Cal., for shipping a quantity of oil of lavender flowers which was adulterated and misbranded. Product was labeled: "Oil of Lavender (Oil Lavender Flowers) . . ." but differed from the U.S.P. standard. The real standard of strength, quality and purity of product was not stated on the bottle in which it was offered for sale.

George J. Fox, trading as the Carolina Pine Products Co., Cleveland, Ohio, was fined \$25 and costs for shipping in interstate traffic a quantity of turpentine, which was adulterated and misbranded. Product was labeled with the word "turpentine," but differed from the U.S.P. standard.

A fine of \$25 was imposed upon James B. Horner, New York, for shipping a quantity of oil of juniper berries which was adulterated. Product was labeled: "Oil Juniper Berries twice rectified, James B. Horner, New York." Product was made and sold under a U.S.P. title, but differed from the standard laid down in the U.S.P.

The Brunswick Drug Co., of Los Angeles, was fined \$10 and costs for shipping a quantity of oil of red thyme which was adulterated in that it was labeled "Oil of Origanum (Oil of Thyme Red) . . ." but differed from the U.S.P. standard.

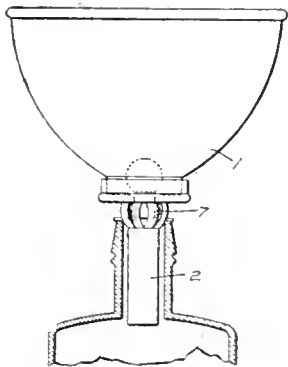
A fine of \$25 and costs was imposed upon the Ohio Spice & Extract Co., Toledo, Ohio, which shipped a quantity of adulterated and misbranded mace. Product was labeled "Guthrie's Best Mace," but consisted wholly or in part of Bombay or false mace, which had been substituted for the genuine article.

A fine of \$25 was imposed upon Charles J. Heineman and Albert T. Evans, co-partners, trading as the Baltimore Drug Co., Baltimore, Md., for shipping in interstate commerce a quantity of spirits of niter which was adulterated and misbranded. Product was labeled: "Golden Horse Shoe Brand. . . . Trade Mark . . . Spirit Nitre Alcohol 92 per cent. Ethyl Nitrite 18 min. Manufactured for The Four Co., Norfolk, Va. . . ." Adulteration of the product was alleged in the information for the reason that its strength fell below the professed standard under which it was sold. It contained but 9.1 minims of ethyl nitrite per fluid ounce. Statement on carton false and misleading. Defendants entered pleas of guilty.

PATENTS AND TRADE MARKS

**FUNNEL.**

**T**HIS funnel, the invention of Cuthbert Gentle, Dorchester, Mass., assignor to Thomas H. Bowdidge, Boston, Mass. (Patent No. 1,104,354), is the combination with a fluid container of a spout composed

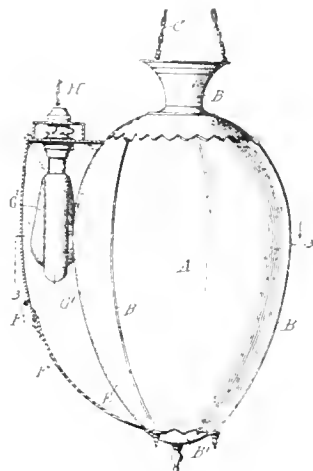


1,104,354.

of a short inner tube section and a long outer tube section rigidly secured together, the upper end of the long tube section fitting around and spaced from the short tube section and having slots extending below the end of the inner tube section which is normally closed by a valve, said valve having arms extending out through slots in the outer tube section and normally spaced below the end of the inner tube section, the latter serving as a stop to limit the upward movement of the arms for opening the valve. Longitudinal air vents in the outer tube also serve as guides for the arms opening the valve.

**Illuminating Device.**

George T. Fielding, New York, N.Y., has invented an illuminating device (Patent No. 1,105,414), a reproduction of which is shown in the accompanying engraving. It consists of a vessel of diaphanous material filled with a cloudy liquid, a series of lights adapted to be intermittently burned and arranged in the rear of the vessel, differently colored media between the lights and the rear of the vessel, whereby the refraction of the rays of light emanating from the lights is retarded by the cloudy particles in the fluid, and the said cloudy fluid appears in rapid succession in the various colors produced by the blending of the colors of the media. The



1,105,414.



1,106,609.

liquid in the vessel is rendered cloudy by the addition of a substance tending to retard the refraction of light, the light being produced by a series of incandescent electric lamps having differently colored bulbs and which are adapted to be intermittently burned to produce irregular flashing. The rays

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of light emanating from the lamps are retarded by the liquid and appear in rapid succession in the various colors of the bulbs and in the various colors produced by the blending of the bulb colors.

**Casing for Bottles and the Like.**

This invention, devised by George P. Altenberg, assignor to the Icy-Flot Bottle Co., Cincinnati, Ohio (Patent No. 1,106,609), is a combination of an inner fragile container, an outer casing having a central threaded wall in its bottom, a cushion coating with said fragile container for cushioning the same, and a shell the wall whereof has inner and outer threads, the cushion being an integral body of elastic material coating with said inner threads for adjustably positioning the cushion in the shell toward and from the fragile container, the outer threads coating with the threaded wall to position the shell and cushion toward and from the container. The bottoms of the container and the lower casing are separated by a resilient cushion, while the casing members in assembled relation are locked by means of an outwardly extending spring-pressed pin, as shown in the illustration.

**PATENTS.**

**Granted July 21, 1914.**

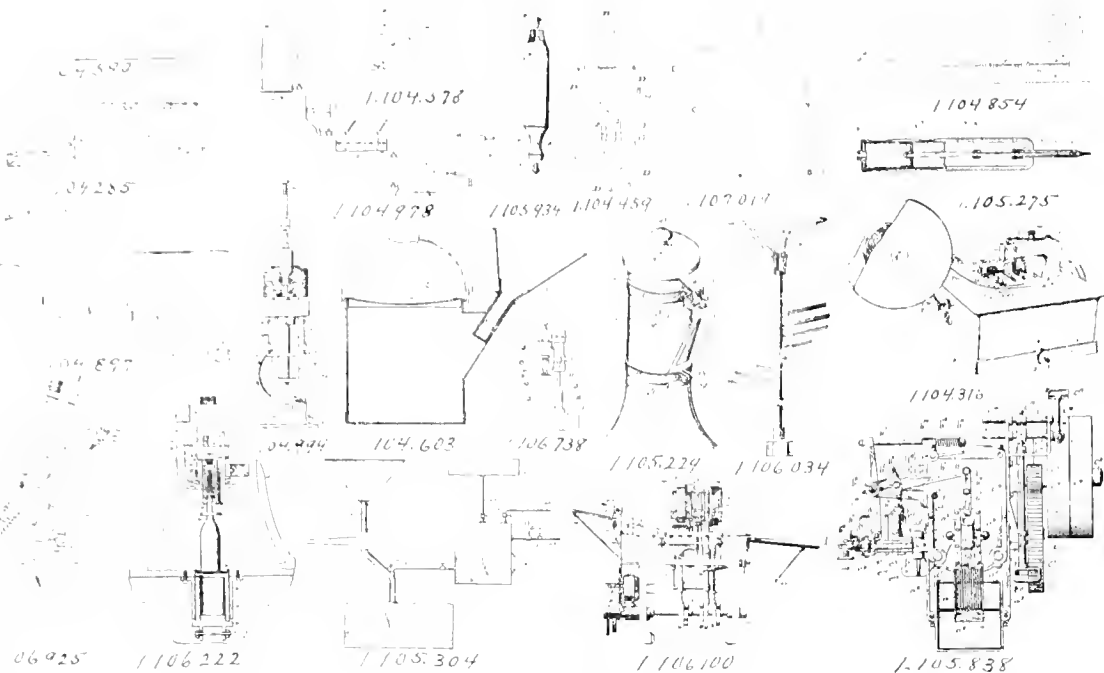
- 1,104,149—Gustav Spiess, Frankfurt-on-the-Main, and Adolf Feldt, Oberursel, Germany. Auric compounds from cantharidylethylene-diamin and process of making same.
- 1,104,291—Frank Lenzi, Boston, Mass. Non-refillable bottle.
- 1,104,285—Otto K. Zwingerberger, assignor to Roessler & Hasslacher Chemical Co., New York, N.Y. Method of heating and evaporating liquids.
- 1,104,316—Arthur Rosenthal, assignor to Rose Label Machine Company, Grand Rapids, Mich. Label cutting and folding machine.
- 1,104,354—Cuthbert Gentle, assignor to Thomas H. Bowdidge, Boston, Mass. Funnel.
- 1,104,418—Theodore A. Gey, Norristown, Pa. Bottle stopper.
- 1,104,430—Joseph H. Gruver, Baltimore, Md., assignor of one-half to Francis Norris, Jr., Raspeburg, Md. Non-refillable bottle.
- 1,104,421—Same as above. Non-refillable bottle stopper.
- 1,104,457—George W. Weber, assignor to American Can Co., New York, N.Y. Sifter top powder can.
- 1,104,450—David Weiss, Cleveland, Ohio. Toothbrush.
- 1,104,578—Nels F. Thompson, Kansas City, Mo. Bottle closure.
- 1,104,590—Utley Wedge, Ardmore, Pa. Manufacture of sulphuric acid.
- 1,104,594—Robert W. Wigg, Middle Brighton, Victoria, Australia. Non-refillable bottle.
- 1,104, 03—Robert F. Alexander, Kramer, Ind. Straining device for funnels.

**Granted July 28, 1914.**

- 1,104,854—John H. Webster, Carrickfergus, Ireland. Manufacture of salt.
- 1,104,897—Henry Howard, Boston, Mass. Process of making bisulphite of soda.
- 1,104,913—Peter Loffler, Vienna, Austria-Hungary. Process for the manufacture of sodium bisulphate in a directly calcinable form.
- 1,104,972—David Leon Dover, Seattle, Wash. Non-refillable bottle.
- 1,104,978—Edward H. French, Dayton, and James R. Withrow, Columbus, Ohio. Process of producing acetic acid.
- 1,104,994—Emil Linderme, Philadelphia, Pa. Bottle washing machine.
- 1,105,195—Conrad V. Greenwood, assignor to Alfred S White, Chicago, Ill. Manufacture of mucilage or gum.
- 1,105,229—Gunther P. Wild, assignor to the Caloris Co., Philadelphia, Pa. Closure.
- 1,105,275—Raymond E. Ingalls, Seattle, Wash. Hypodermic syringe.
- 1,105,276—Max Jasper, Berlin, Germany. Safety closure for containers of inflammable liquids.
- 1,105,304—Elliott W. Reed, Savannah, Ga. Process of making calcium acid phosphate.
- 1,105,378—Carl Ruder, Wandsbek, Germany. Process for producing a mixture of camphene and isobornyl acetate from pinene hydrochlorid.
- 1,105,387—Charles L. Weil, assignor to Diamond Crystal Salt Co., St. Clair, Mich. Process of making salt.
- 1,105,414—George T. Fielding, New York, N.Y. Illuminating device.

**Granted August 4, 1914.**

- 1,105,601—Paul Altenfeld, New York, N.Y. Process of making a ferment.
- 1,105,831—Friedrich J. Poths, Hamburg, Germany. Bottle closure.
- 1,105,838—Emanuel L. Richards, Philadelphia, Pa. Tablet machine.
- 1,105,934—Ernest J. Stevens, Philadelphia, Pa. Inhaler.
- 1,106,033—Otto Eick, Baltimore, Md. Apparatus for handling bottles or other containers.
- 1,106,034—Otto Eick, Baltimore, Md. Brush for cleaning bottles or other containers.



- 1,106,47—Felix Kautler, Bruckl, Austria-Hungary. Method of producing amyli acetate and its homologues.
- 1,106,100—Fred H. Knapp, Westminster, Md., and Clarence W. Blackstone, Chicago, Ill., assignors to Fred H. Knapp Co., Westminster, Md. Labeling machine.
- 1,106,191—Harry R. Vrooks, Philadelphia, Pa. Bottle.
- 1,106,222—Aron Johnson, New York, N.Y. Bottle capping machine.
- 1,106,263—Robert H. Weathersby and Edward E. Putnam, Mammoth, Ariz. Non-refillable bottle.

**Granted August 11, 1914.**

- 1,106,366—Erik C. Clemmensen and Walter M. Jenkins, Detroit, Mich. Bottle closure.
- 1,106,505—George Fussell, Chicago, Ill. Non-refillable bottle closure.
- 1,106,578—Spencer B. Newberry and Harvey N. Barrett, Baybridge, Ohio. Process of making barium hydrate.
- 1,106,598—Charles A. Turner, Mount Carmel, Ill. Non-refillable bottle.
- 1,106,619—George P. Altenberg, assignor to the Icy-Ilot Bottle Co., Cincinnati, Ohio. Casing for bottles and the like.
- 1,106,616—Michael J. Bartol, Dunlo, Pa. Non-refillable bottle.
- 1,106,707—Lee F. Hawley, assignor to Arthur D. Little, Inc., Boston, Mass. Process of refining wood alcohol.
- 1,106,738—Edgar A. Shontz, Phillipsburg, Pa. Bottle centering attachment.
- 1,106,862—Ferdinand W. Beard, Yountville, Cal. Bottle opener.
- 1,106,919—Carl Bosch, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Producing ammonium sulfate.
- 1,106,925—Lewis D. Castor, Binghamton, and Andrew Kiefer, Rochester, N.Y., assignors of one-third to said Kiefer and two-thirds to Eisler Manufacturing Co., Rochester, N.Y. Labeling machine.
- 1,106,990—Tley Wedge, Ardmore, Pa. Sulphuric acid manufacture.
- 1,107,019—Erich Baum and Martin Muegan, assignors to Consortium für elektrochemische Industrie G.M.B.H., Nuremberg, Germany. Process for preparing acetaldehyde.

**NEW INCORPORATIONS.**

The Economy Co-operative Drug Stores, San Francisco, incorporated to buy, sell and manufacture drugs, novelties, merchandise, etc., by J. M. Casselman, Wm. Murphy, V. G. Whetson, W. Gierck, H. Haman; capital stock, \$1000, 200 shares at \$5 each.

Hill Drug Co., Evanston, Ill., incorporated by Robert L. Leffingwell, William T. Hill and D. C. Duncan, to buy and sell merchandise as a retail drug store; capital stock, \$1000.

The C. H. Barnes Druggists' Fixture Co., Boston, had its common stock decreased from \$84,500 to \$74,500 at a recent meeting of the stockholders held at Portland, Me.

Virus Limited, Inc., New York City, incorporated by W. Harris, E. Bambara, Jamaica, and A. B. Casner, Brooklyn, to manufacture and deal in drugs; capital, \$250,000.

Rumo Chemical Co., New York, incorporated by A. Jacobson, Jersey City; W. Jacobson, Summit, N. J., and P. Elert, Hoboken, N. J., for the manufacture of drugs, chemicals, etc.; capital, \$100,000.

Cassell Medicine Co., Arcadia, Fla., incorporated by J. A. Hendry, president; T. A. Cassell, vice-president; J. G. King, secretary-treasurer; has a plant having daily capacity of 500 bottles, it is reported, and plans increasing output; capital stock, \$10,000.

Mitchell Medicine Company, Alexandria, La., was incorporated with \$20,000 capital stock to manufacture medicine.

Long Drug Co., Columbus, Ohio, drug store, \$5000; incorporated by W. L. Long, A. Y. Long, H. H. Long and G. L. Rang.

Federal Serum and Chemical Co., Indianapolis, Ind., \$125,000; incorporated by M. B. Wilson, B. B. Cohen and A. C. Burrell, to manufacture and sell serums, etc.

Indu Kosmetic Co., Chicago; capital stock, \$2500; by W. N. Marshall, M. B. Wahl and Edwin Price, to manufacture, purchase and sell toilet articles, etc.

The Foster Drug Co., a new Delaware corporation to manufacture and sell medicines, deal in drugs of all kinds, has been incorporated by C. H. Foster, F. F. Sprout, F. L. Martin, Scranton, Pa., with a capital of \$25,000.

The Everene Medical Co., Tulsa, Kan.; capital stock, \$1000; incorporated by P. A. Mangum, Tulsa; Drew Beame, E. A. Stubble, Bartlesville; capital stock, \$1000.

The Thermopolis pharmacy, Thermopolis, Wyo., has incorporated with a capital stock of \$10,000 to conduct a modern drug store in the Richards block. Fred C. Businger is to be in charge. The incorporators and directors are F. A. Dean, Casper; Jay Smith, Glenrock, and Fred C. Businger, Thermopolis.

Stanton Drug Co., Stanton, Mercer county, N.D., has been incorporated by S. A. Sjoblom, Stanton; Burt Finney and Henry Halverson, of Bismarck, N.D.; capital stock, \$25,000.

The Commerce Drug Co., Commerce, Hunt county, Texas; capital stock, \$7000; incorporators, J. T. Vaughan, R. A. Bagwell, J. E. Boswell.

The Watson Drug Co., Spokane, Wash.; capital, \$10,000; incorporated by G. E. Hunt and F. O. Rose.

The Wakefield Medicine Co., Bloomington, Ill., heretofore conducted as a partnership, has been incorporated by L. O. Eddy, Max Eddy, Mrs. H. N. Woods, Mrs. H. W. Brady, and Mrs. A. C. Eddy; capital stock, \$50,000. Incorporation was decided upon following the purchase of the charter of the Vaco Company.

Fix-a-Lax Remedy Company, Chicago; capital, \$500; incorporated by Abraham Privat, I. M. Lauder and Adolph V. Pavlicek, to manufacture and deal in drugs.

Ligon's drug store, Spartanburg, S.C.; capital stock, \$5000; incorporated by H. A. Ligon, J. T. Temple, L. B. Crosby and J. McD. Kennedy.

Pardoe-Selover Drug Co., Minneapolis; capital stock, \$20,000; incorporated by Charles M. Pardoe, George W. Selover, Flora E. Pardoe, Elizabeth B. Selover, all of Minneapolis.

The Henry Lindholm Co., Cleveland, Ohio, drug stores; capital stock, \$25,000; incorporated by H. L. Lindholm, Georgia Lindholm, H. Cooper, Adele Cooper and L. B. Robinson.

The Lowry Medicine Co., Cambridge, Ohio, incorporated to manufacture medicines and chemicals, by O. F. Lowry, I. H. Chambers, C. M. Johnson, H. S. Lowry and W. J. Hood; capital stock, \$10,000.

The Schuermann-Jones Co., Cleveland, Ohio, has been incorporated for the purpose of doing a drug business. The capitalization is \$25,600. The incorporators are C. K. Arter, B. H. Davis, E. W. Williams, M. A. Clancy and D. M. Yarger.

Carman-Toot Sterile Co., Cleveland, Ohio, recently organized with a capital stock of \$10,000 and will handle a full line of physicians' and surgeons' supplies. Incorporators are E. S. Carman, George Toot, Estaine M. DePeltquestangue, Blanche Gelhart and G. M. Kinleyside.

Atlantic Chemical Co., Boston, incorporated with a capital stock of \$50,000, by Henry M. Carruthers, James S. Whitelock and Thomas M. Whitney.

The Somore Gum and Sweets Co., Waltham, Mass., incorporated by E. Rae Pearce, Charles W. McIntosh and Frank A. Farwell. Company will engage in manufacture of chewing gum. Capital, \$25,000.





# THE DRUG MARKETS



## RECORD PRICES FOR IMPORTED DRUGS.

War Creates Uncertainty and Many Manufacturers Withdraw Quotations—Some of the Spectacular Details.

See pages 27 to 41 for Prices Current.

### CHANGES SINCE LAST REPORT.

A—Acacia, 1st Select Powdered.....lb.	.55	—	.60
Fine granulated 1st.....lb.	.55	—	.60
Sorts.....lb.	.19	—	.22
Sorts, Sifted.....lb.	.20	—	.24
A—Acid, Carbolic, Crystal, bulk.....lb.	.38	—	.50
Crude, 10-95 per cent...gal.	.30	—	1.00
A—Acid, Citric, kegs.....lb.	—	—	—
Less.....lb.	.75	—	1.25
A—Acid, Oxalic.....lb.	.25	—	.30
A—Acid, Picric.....lb.	.85	—	1.00
A—Acid, Salicylic, 1-lb. cartons.....lb.	.60	—	.65
Bulk.....lb.	.55	—	.60
A—Acid, Tannic, Pharm., 1-lb. cartons.....lb.	.75	—	1.20
Medicinal.....lb.	.55	—	.60
A—Acoia, 15 gr. vial.....ea.	—	—	.40
A—Aconite Root, English.....lb.	—	—	1.00
Powdered.....lb.	—	—	1.15
German.....lb.	.25	—	.28
Powdered.....lb.	.30	—	.33
A—Althea Root, Cut.....lb.	.40	—	.45
A—Ammonium Bromide, 1-lb. bottles.....lb.	.65	—	.70
A—Ammonium Iodide.....lb.	5.40	—	5.60
A—Ammonium Muriate.....lb.	.12	—	.20
C. P. Granulated.....lb.	.22	—	.24
Powdered.....lb.	.22	—	.24
A—Anise Seed, Italian.....lb.	.18	—	.22
A—Annatto Seed.....lb.	.15	—	.20
A—Arnica Flowers.....lb.	.30	—	.35
Powdered.....lb.	.36	—	.40
A—Arrowroot, Taylor's, boxes, 12-lb.....lb.	.33	—	.36
A—Arsenic Iodide.....oz.	.50	—	.55
A—Asafetida, Good, Fair.....lb.	.70	—	.90
Powdered.....lb.	1.10	—	1.20
A—Barium Chloride, 1-lb. bottles.....lb.	.25	—	.30
A—Belladonna Leaves, German, 1-lb. bots.....lb.	1.10	—	1.15
Root, German.....lb.	.30	—	.35
Powdered.....lb.	.40	—	.45
A—Buchu Leaves, Long.....lb.	1.75	—	1.85
Powdered.....lb.	1.85	—	1.95
Short.....lb.	1.85	—	1.95
Powdered.....lb.	1.95	—	2.05
A—Caffeine, Pure (oz. .50).....lb.	5.00	—	5.40
A—Caffeine Benzoate.....oz.	.45	—	.50
A—Caffeine Bromide.....oz.	.50	—	.55
A—Caffeine Citrated.....lb.	3.25	—	3.50
A—Caffeine Hypophosphite (true salt).....oz.	.55	—	.60
A—Caffeine Valerate.....oz.	.60	—	.67
A—Calamus, White, peeled and split.....lb.	.40	—	.65
A—Calcium Bromide.....lb.	.85	—	.95
A—Calcium Iodide.....lb.	5.50	—	5.75
A—Calendula Flowers.....lb.	1.10	—	1.15
A—Camphor, Refined (bbls. .52).....lb.	.55	—	.62
¼-lb. squares (bbls. .53).....lb.	.56	—	.58
Powdered.....lb.	—	—	.65
Japaneses, ozs.....lb.	.52	—	.57
A—Canary Seed, Sicily.....lb.	.12	—	.14
Smyrna.....lb.	.12	—	.14

A—Cannabis Indica, Herb.....lb.	2.00	—	2.20
A—Cantharides, Russian, Sifted.....lb.	4.00	—	5.00
A—Caraway.....lb.	.18	—	.22
Powdered.....lb.	.23	—	.27
A—Cardamom, Decorticated.....lb.	1.70	—	1.90
Powdered.....lb.	1.70	—	1.90
A—Cassia, China.....lb.	.20	—	.24
Powdered.....lb.	.24	—	.28
A—Celery Seed.....lb.	.44	—	.47
A—Chamomile Flowers, Hungarian.....lb.	.35	—	.40
Roman or Belgian.....lb.	.35	—	.40
A—Chloral Hydrate, Crystals.....lb.	.65	—	.75
A—Chloroform.....lb.	.27	—	.47
A—Cloves.....lb.	.25	—	.40
A—Cocaine Alkaloid, ⅛-oz. vials.....oz.	6.00	—	6.25
Hydrochloride, Crystals, 1-oz. v. oz.	5.00	—	5.25
⅛-oz. vials.....oz.	5.20	—	5.45
A—Coca Leaves.....lb.	.45	—	.55
A—Codeine.....oz.	7.25	—	7.50
Phosphate.....oz.	6.75	—	7.00
Sulphate.....oz.	7.00	—	7.25
A—Colchicum Seed.....lb.	.56	—	.60
Powdered.....lb.	.60	—	.64
A—Coriander Seed.....lb.	.10	—	.15
A—Coumarin.....oz.	.55	—	.60
A—Cream Tartar, Powder.....lb.	.34	—	.36
A—Cubeb Berries, Sifted.....lb.	.65	—	.70
Powdered.....lb.	.75	—	.80
A—Cudbear.....lb.	.30	—	.35
A—Cumin Seed.....lb.	.20	—	.24
A—Damiana Leaves.....lb.	.25	—	.28
A—Dandelion Root.....lb.	.30	—	.35
Cut.....lb.	.32	—	.37
A—Dextrine, Yellow.....lb.	.10	—	.12
A—Digitalis Leaves, German.....lb.	.35	—	.40
Powdered.....lb.	.40	—	.45
Pressed, ozs.....lb.	.40	—	.45
A—Dog Grass, Cut, ⅛-oz. vials.....lb.	.20	—	.25
A—Dover's Powder.....lb.	1.90	—	2.00
A—Ergot.....lb.	2.00	—	2.25
Powdered.....lb.	2.20	—	2.45
A—Fennel Seed.....lb.	.22	—	.26
A—Gelsemium Root.....lb.	.25	—	.28
Powdered.....lb.	.30	—	.35
A—Gentian Root.....lb.	.15	—	.18
Powdered.....lb.	.20	—	.23
A—Glycerin.....lb.	.27	—	.30
A—Golden Seal Root.....lb.	5.00	—	5.25
Powdered.....lb.	5.20	—	5.45
A—Guarana (Paullinia).....lb.	4.25	—	4.50
Powdered.....lb.	4.50	—	4.75
A—Hemol.....oz.	.90	—	1.00
A—Hemp Seed.....lb.	.08	—	.09
A—Henbane Leaves, German.....lb.	.26	—	.32
Powdered.....lb.	.33	—	.40
A—Homatropin, Alkaloid.....gr.	.22	—	.28
A—Hops, Select (1913).....lb.	.45	—	.50
Pressed, ¼ and ½-lb. packages.....lb.	.40	—	.45
A—Hydrogen Peroxide, Sol. Medicinal.....lb.	—	—	—
A—Indigo, Bengal, True.....lb.	—	—	—
Manila.....lb.	—	—	—
A—Iodine, Resublimed.....lb.	4.50	—	5.00
A—Iodoform, Crystal and Powdered.....lb.	5.30	—	5.50
A—Ipecac, Rio.....lb.	2.45	—	2.75
Powdered.....lb.	2.60	—	2.90
A—Irish Moss, Bleached.....lb.	.16	—	.20
A—Iron Sulphate (Copperas).....per 100 lbs	1.25	—	1.40
A—Isinglass, Russian.....lb.	4.00	—	5.00
A—Jaborandi Leaves.....lb.	.25	—	.30
Powdered.....lb.	.30	—	.40
A—Jalap Root, Selected.....lb.	.20	—	.26
Powdered.....lb.	.28	—	.32
A—Juniper Berries.....lb.	.20	—	.25
A—Lime, Chlorinated, bulk.....lb.	.05	—	.07

### DAILY PRICE CHANGES

The European war has thrown the Drug and Chemical Market into the utmost confusion and wise Druggists are keeping posted on Daily changes by reading the Drug and Chemical Department of the New York Commercial. It tells you definitely Daily just what changes occur and forecasts probable future fluctuations. A trial subscription will convince you of its value. Price three months \$2.00, one year \$6.00.

NEW YORK COMMERCIAL, 20 Vesey Street, New York.  
P.S.—We quote daily first-hand prices.

D—Ling Root, Siam	lb.	1.00	--	1.10	A—Saffron, Spanish (True Valencia)	lb.	16.00	--	17.00
A—Lygodium	lb.	.85	--	.90	D—Safrol	lb.	.45	--	.50
D—Magnolia	lb.	.85	--	.90	A—Salol	lb.	1.20	--	1.30
A—Manna	lb.	.70	--	.76	A—Sarsaparilla Root, Honduras, Cut	lb.	.75	--	.80
A—Manna, Large	lb.	.90	--	1.00	A—Seidlitz Mixture	lb.	.18	--	.22
Small	lb.	.60	--	.70	A—Senna Leaves, Alexandria	lb.	.35	--	.60
A—Marsh-Mallows	lb.	.35	--	.40	Timnevelly, Select	lb.	.18	--	.30
A—Marsh-Mallows Crystals (oz. 4+5)	lb.	4.50	--	4.75	A—Soap, Castile, Green	box	5.25	--	6.00
A—Mercury	lb.	1.00	--	1.25	White, Cont's	box	6.00	--	7.00
A—Mercury Bichloride (cor. sub)	lb.	.85	--	1.00	A—Soap Tree Bark, Whole	lb.	.16	--	.20
Powdered	lb.	.85	--	1.00	Cut	lb.	.18	--	.22
A—Miller Seed, American	lb.	.08	--	.10	Powdered	lb.	.22	--	.25
German	lb.		--		A—Sodium Benzoate	lb.	.45	--	.50
A—Musk Root	lb.	.40	--	.45	A—Sodium Bromide	lb.	.67	--	.72
Powdered	lb.	.45	--	.50	A—Sodium Citrate	lb.	.75	--	.85
A—Mustard Seed, White	lb.	.12	--	.15	A—Sodium Salicylate	lb.	.65	--	.70
A—Nutsells	lb.	.36	--	.40	A—Squill Root	lb.	.15	--	.18
Powdered	lb.	.40	--	.44	A—Stramonium Leaves	lb.	.35	--	.40
A—Oil Almond, Sweet, Pure	lb.	1.10	--	1.20	Powdered	lb.	.45	--	.50
A—Oil Anise d. Star	lb.	2.25	--	2.30	Pressed	lb.	.45	--	.50
A—Oil Bergamot	lb.	6.60	--	7.20	A—Strontium Nitrate, Dry	lb.	.27	--	.33
A—Oil Cade	lb.	.30	--	.36	A—Strophanthus Seed, Brown	lb.	.50	--	.80
A—Oil Cajuput	lb.	1.00	--	1.10	A—Thymol	lb.	7.00	--	10.00
A—Oil Cinnamon	oz.	1.00	--	1.25	A—Thymol Iodide, U.S.P.	lb.	7.00	--	9.00
A—Oil Citronella	lb.	.75	--	1.70	A—Tragacanth, Aleppo, Extra	lb.	2.30	--	2.60
A—Oil Cloves	lb.	2.00	--	2.15	No. 1	lb.	2.25	--	2.50
A—Cod Liver Oil, Norwegian	gal.	1.00	--	1.25	Powdered	lb.	2.10	--	2.20
Barrels	ea.	26.00	--	28.00	A—Uva Ursi	lb.	.10	--	.12
1/2 barrels	ea.	15.00	--	16.00	A—Valerian Root, German	lb.	.30	--	.35
A—Oil Copaiba	lb.	1.80	--	1.90	Powdered	lb.	.35	--	.40
D—Oil Erigeron, True	lb.	1.55	--	1.65	A—Vanillin	oz.	.50	--	.60
A—Fennel Seed, Pure	lb.	2.25	--	2.40	A—Witch Hazel Leaves, Pressed	lb.	.24	--	.27
A—Oil Haarlem, Dutch	gross	3.00	--	4.00	NOTE—A, advanced; D, declined; C, correction; N, new.				
D—Oil Juniper Berries	lb.	1.20	--	1.90					
A—Oil Lavender Flowers	lb.	4.50	--	4.75					
A—Oil Lemon	lb.	4.00	--	4.25					
A—Oil Lemongrass	lb.	2.50	--	2.75					
A—Oil Mustard, Expressed	gal.	.90	--	1.00					
A—Oil Nutsfoot	gal.	.75	--	1.05					
A—Oil Sweet Orange	lb.	4.40	--	4.60					
A—Oil Peppermint, N. Y.	lb.	3.75	--	4.25					
D—Oil Pimenta	lb.	3.00	--	3.15					
A—Oil Rapeseed	gal.	1.00	--	1.10					
A—Oil Rose, Kissanlik	oz.	13.00	--	14.00					
D—Oil Spearmint	lb.	3.00	--	3.25					
A—Oil Wintergreen, Synthetic	lb.	.70	--	.80					
A—Ointment, Mercurial, 1/3 mercury	lb.	.65	--	.70					
1/3 mercury	lb.	.55	--	.60					
A—Opium (Natural)	lb.	9.10	--	9.20					
Granulated	lb.	10.50	--	11.00					
U.S.P. Powdered	lb.	10.40	--	10.90					
A—Orris, Florentine	lb.	.30	--	.36					
D—Paris Green	lb.	.18	--	.22					
A—Peppermint Herb, German	lb.	.60	--	.65					
A—Pink Root	lb.	.70	--	.75					
D—Pleurisy Root	lb.	.26	--	.30					
Powdered	lb.	.32	--	.38					
A—Poppy Seed, Blue (Maw Seed)	lb.	.18	--	.22					
White	lb.	.18	--	.25					
A—Potassium Bitartrate (Cream Tartar)	lb.	.34	--	.36					
A—Potassium Bromide	lb.	.60	--	.65					
A—Potassium Carbonate (Pearl Ash)	lb.	.12	--	.16					
A—Potassium Carbonate Ref'd (Sal Tartar)	lb.	.18	--	.22					
A—Potassium Iodide	lb.	3.00	--	3.25					
A—Potassium Permanganate	lb.	.50	--	.60					
A—Potassium Prussiate, Red	lb.	.60	--	.65					
Yellow	lb.	.28	--	.32					
D—Prickly Ash Bark	lb.	.25	--	.30					
Powdered	lb.	.32	--	.37					
Berries	lb.	.45	--	.50					
A—Quinine Sulphate, 100-oz. tins	oz.	.31	--	.32					
5-oz. tins	oz.	.33	--	.36					
1-oz. vials	oz.	.36	--	.38					
A—Rhubarb, Canton	lb.	.70	--	.80					
Clippings	lb.	.50	--	.60					
Powdered	lb.	.60	--	.90					
A—Rochelle Salt	lb.	2.21 1/2	--	.24					
A—Rose Leaves, Pale	lb.	1.00	--	1.15					
Red	lb.	2.60	--	2.70					
A—Rubidium Bromide	oz.		--	1.75					
Iodide	oz.		--	1.75					

NEW YORK, Aug. 23.—Never in the history of the drug trade has so much uncertainty prevailed in this market as has been the case since the beginning of the great European contest now under way. The record of the last two weeks has been one of changes, prices not infrequently advancing several times a day. As a general proposition, quotations for drugs and chemicals of foreign origin are merely nominal, with no definite basis to work upon. In the above list an endeavor has been made to get the latest market changes up to this date, but in many instances these are far from satisfactory on account of the entire absence of trustworthy information. The situation is further accentuated by the fact that many manufacturers and jobbers have withdrawn all price lists and are refusing to give out quotations. So far as they are able, however, they are attempting to supply a somewhat limited demand at prices which are made at the time of sale only.

Subscribers in referring to the ERA'S price changes should take into consideration the uncertainty now prevailing and that no guaranty can be given that these quotations will represent the prevailing prices that may obtain on the day this paper reaches them through the mails. So completely and radically has the entire structure of the market changed that it is impossible to forecast the probable prevailing quotations for a longer period than from day to day.

As will be noted, the declines reported are emphasized by their fewness in number, damiana, gelsemium root, golden seal, lovage root, oils of erigeron, juniper berries, pimenta and spearmint; Paris green, pleurisy root, prickly ash bark and berries, all being quotably lower. Among the most striking advances in price are those for iodine and the iodides, various herbs or botanical drugs of German origin, as digitalis, belladonna, celery seed, gentian root, henbane leaves, hops, etc.; lycopodium, musk root, and the various essential oils from France, Italy and the Balkans. Such staples as opium, quinine, carbolic acid, citric acid, caffeine, camphor, chloral hydrate, chloroform, codeine, morphine, quillsilver, cod liver oil and the various potassium salts and combinations have all experienced advancing fluctuations and the end is not yet, jobbers and brokers in many instances refusing to quote flat prices. In many places stocks are abnormally low, from the fact that trade conditions for the past six months have been so unsettled dealers and brokers have hesitated to keep on hand even the small normal supply. As a result many drug and chemical houses are conserving

what supplies they have and are endeavoring to make these meet immediate demands.

**OPIMUM**—Stirring developments have characterized the position of this staple abroad and prices have been advanced to \$9.10@ \$9.20 per pound for natural; \$10.50@ \$11.00 for granulated, and \$10.40@ \$10.90 for U. S. P. powdered, with case lots being no longer offered in this market. Just what the future will develop, is problematical, owing to the practical elimination of all communication between the primary producing centers and consuming countries. According to the Bureau of Statistics, there was imported into this country 455,200 pounds of opium, valued at \$1,810,429 for the 12 months ending June 30, 1914, against 508,433 pounds, valued at \$2,565,965 for the corresponding period in the preceding year. Advices from abroad indicate that about 80 per cent. of the present crop is already harvested.

**CODEINE**—In sympathy with opium and the contributing uncertainty induced by hostilities abroad, this article occupies a strong position, and has been advanced to \$7.25@ \$7.50 per ounce for alkaloid, the various salts being quoted as follows: Phosphate, \$6.75@ \$7.50; sulphate, \$7@ \$7.25 per ounce.

**QUININE**—Has been advanced 5 cents per ounce and is now quoted at 31c.@ 32c. per ounce in 100-ounce tins. There is a firm demand, and this, together with the embargo on shipments and the probable heavy demands for use by the armies in the field and camp, tends to strengthen the belief that higher prices will soon be realized.

**CARBOLIC ACID**—This was one of the first articles to experience an advance in price on the declaration of hostilities, and already quotations have been withdrawn by manufacturers who are unable to ascertain the possibility of getting supplies from Germany, the principal country of production. The quotations reported are given with some reserve, 35c.@ 50c. per pound for crystal in bulk being asked, with 30c.@ \$1 per gallon for crude (10 to 95 per cent.).

**ACID, CITRIC**—Prices have mounted steadily upward, and jobbers have some hesitation in giving quotations for keg lots. Small lots are quoted at 75c.@ \$1.25 per pound. Very little acid is for sale at any price.

**MENTHOL**—Is firmer on account of foreign developments and also because of increase in demand, jobbers quoting \$4.50@ \$4.75 per pound. The declaration of war against Germany by Japan also tends to cause further advances, menthol being a leading article of export from the Island Empire. The exports of menthol to the U. S. from Japan for the five months ending May of this year was 52,432 kin, about one-fourth of the total exportation of that country.

**THYMOL**—Because of a deficiency in crude material with a corresponding increased demand, and the further influence of the war, this article has furnished one of the spectacular features among the advances, jobbers quoting at this writing \$7@ \$10 per pound. This represents a wide range, but the figures given are about as logical as any that can be advanced.

**ACID, OXALIC**—Stocks on hand are light and the market feverish, all grades showing the effect of the demand for war purposes, jobbers quoting with some reserve 25c.@ 30c. per pound for small quantities.

**CANTHARIDES**—Russian, as might be expected, are very scarce and jobbers ask \$4@ \$5 per pound for sifted.

**GLYCERIN**—The use of this article in the manufacture of explosives has made enormous inroads upon the visible supplies, this country being dependent upon foreign sources for about 60 per cent. of that consumed here. The nominal price asked is about 27c.@ 30c. per pound. The leading local refiners have announced their withdrawal from the market.

**SEDLITZ MIXTURE**—Following the advance for Rochelle salt, dealers have marked up their quotations to 18c.@ 22c. per pound.

**ROCHELLE SALT**—Has been advanced to 22½c.@ 24c. per pound.

**ERGOT**—Prices have been advancing daily and the market is very unsettled, Russian being reported to be below quality and the crop very small this year, and this condition, coupled with the Russian entrance into the Continental war, has developed very uncertain prospects. Spanish ergot is in better supply, but it, too, is subject to the precarious state of international shipping. It is impossible to note all the changes, but jobbers give \$2@ \$2.25 as about the logical figures for whole, and \$2.20 @ \$2.25 for powdered.

**POTASSIUM SALTS**—Permanganate has scored the sharpest advance, 50c.@ 60c. per pound being reported as the ruling quota-

tion for small lots. Other salts which have advanced are the following: Bitartrate (cream of tartar), 34c.@ 36c. per pound; bromide, 60c.@ 65c.; carbonate (pearl ash), 12c.@ 16c.; carbonate (refined, sal tartar), 18c.@ 22c.; red prussiate, 60c.@ 65c.; yellow prussiate, 28c.@ 32c. per pound.

**COUMARIN**—This article has been advancing and is tentatively quoted at 55c.@ 60c. an ounce. It is extensively used as a base for many perfumery lines, and sympathetic advances have developed in the quotations in many toilet preparations.

Buyers of drugs and chemicals are again cautioned that all quotations are strictly nominal, owing to the unsettled condition of the market, and that the figures above given represent the last jobbing price obtainable or the last offering price available.

#### Must Denature Shipments of Spoiled Food Products.

WASHINGTON, D. C., Aug. 20.—The U. S. Department of Agriculture has issued a ruling which hereafter will require any spoiled food to be denatured before it can be shipped into interstate commerce.

This will permit the shipment of spoiled eggs for use in tanning, and other spoiled substances for the making of fertilizer, or oils or greases used in machinery, but will require them to be treated with salt, kerosene oil, or coloring matter or in other ways so that they cannot possibly be used for food. The denaturing substances to be required will not interfere with the use of the filthy, decomposed or putrid animal or vegetable substances in the manufacture of nonedible products for use in the technical arts, but will be of a nature that will absolutely prevent the converting of the substances into products that could by any chance, be eaten. This is on the analogy of the denaturing of grain alcohol for use in the arts.

**The Daniel Stewart Drug Co.**, Indianapolis, wholesale druggists, have bought at public auction the retail drug store of J. H. Smith at Columbus, Ind. The store recently was turned over to the creditors to be sold for their benefit. The store was established 60 years ago and was one of the oldest in the State.

**Makes Fight for Drug Stock.**—J. B. Bailey, of Oklahoma City, is contesting the seizure of a stock of drugs, valued at \$1800, now in the hands of the sheriff, following a raid on the drug store at 212 West Grand avenue. The point is made that the confiscation of goods is in violation of the State constitution.

#### RECENT FIRES.

- At St. Louis, Mo., Charles L. Penny pharmacy; loss about \$800.
- At Marvell, Ark., Brooks & Brassfield drug store destroyed; origin unknown.
- At Deadwood, S. D., two warehouses belonging to estate of the late Kirk G. Phillips, Charles street, were destroyed by fire. They contained, it is reported, \$20,000 of drugs and chemicals. In one of the buildings were \$5000 of potassium cyanide and a supply of sheet zinc worth the same amount. Cause, supposed to be spontaneous combustion. Buildings and contents were fully covered by insurance.
- At Philadelphia, Pa., McIlvaine Brothers drug mill, southwest corner 15th and Hamilton streets, fire did \$10,000 damage. Thick smoke from burning chemicals hampered the work of the firemen.
- At Bluffs, Ill., F. T. Curtis drug store; loss, \$3200; insurance, \$1300; fire started in pharmacy and spread rapidly into business district and for a time threatened to destroy a large part of the town. General loss was estimated at \$35,000.
- At Princeton, Kan., J. R. Thornbury and wife celebrated their 52d wedding anniversary in the morning; in the evening their drug store was destroyed by fire.
- At Louisville, Ky., W. E. Klusmeyer pharmacy at Eighth and Jefferson streets; damage, \$4000; insurance, \$2500.
- At Boston, Mass., the Otis Clapp Drug Co., 439 Boylston street, damage about \$1000. A prompt still alarm did much toward minimizing the damage.
- At Rio Vista, Texas, the Lacewell drug store was damaged by a conflagration which did \$90,000 damage in the town. Twenty-four buildings were destroyed and the water plant put out of commission.
- At Rockland, Mass., W. A. Phillips' drug store on East Water street badly damaged by fire. Loss estimated at \$1700; \$1300 insurance was carried.
- At Jasonville, Ind., Bryan's drug store was burned in a fire which did \$300,000 damage, ruining almost the entire south side of the business section.
- At Hoopston, Ill., G. E. Lester's drug store damaged by fire; loss covered by insurance.

## THE ERA COURSE IN PHARMACY

Information for Era Course Students

The Era Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, and intended especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures; it can be completed in a year or less, depending on the experience of the Student; its cost is merely nominal. A complete Prospectus can be had by addressing

Director ERA COURSE IN PHARMACY,  
c/o D. O. Haynes & Co.,  
No. 3 PARK PLACE, NEW YORK.

### FROM THE NORTH AND THE SOUTH.

Two Young Men Who Have Used the Era Course to Prepare Themselves for Advancement.

**A**BOUT six months ago, Homer J. Nowlan, of Roanoke, Va., decided to enroll as an ERA COURSE student. He had already received an excellent preliminary education, and had also studied for four years at the Alderson Academy, of Alderson, W. Va., followed by a year of Latin, English, French, and mathematics at Roanoke College, Salem, Va. He then entered the drug business as assistant in Thornton's pharmacy, Roanoke, and later held positions with H. C. Barnes, Inc., and with Van Lear Bros. pharmacy, where he is now employed. But he felt that he needed a systematic guide, to give him rational explanations for his practical work, and this he found in the ERA COURSE Lectures.



HOMER J. NOWLAN.

In his words: "The ERA COURSE has benefited me many times in excess of the price you charge for it, and I thank you for the assistance you have given me." In spite of being kept busy at Van Lear's, Mr. Nowlan made it a point to set aside a regular time for study, with the result that he completed the ERA COURSE work in just six months after enrolling. His recitations arrived as regularly as the changes in the moon, and his sincere efforts were rewarded by a graduating average of a shade under 99 per cent.!

#### Direct Benefits from the Course.

**N**OTHING could better show the direct benefits which the aspiring young pharmacist derives from the ERA COURSE IN PHARMACY than the following letter, recently received from George C. Schicks, Jr., of Lowell, Mass.:

"I have just received the announcement of my graduation, with an average of 96 per cent., from the ERA COURSE IN PHARMACY.

"I started in the drug business three years ago, and found it to be a business absolutely new to me. I studied the United States Pharmacopoeia, and then took up the ERA COURSE in connection with it. The Course explains many things in the U.S.P. that would otherwise seem complicated to the beginner. Systematic studying is what the novice needs, and he gets a very good training in this course.

"When I took the State Board examination a few months ago, I had many questions asked me that are explicitly answered in this Course. I would probably never have heard of them if I had not taken up a course of systematic studying. Not being eligible to take the full examinations on account of age and inexperience, I took the examination for assistant pharmacist, and passed it. I hope very soon to pass the full examination.

"I shall keep the Lectures with great care, and I am sure they will be very instrumental to me in passing the final examination."



GEO. C. SCHICKS, JR.

#### Era Course Graduate Wins Honors.

At the recent commencement of the Philadelphia College of Pharmacy, the honor "Meritorious" was awarded Mr. Elwyn J. Wheeler, of Philadelphia, and at one time of Lancaster, N.H. Mr. Wheeler entered the college in the Fall of 1911, having enrolled as an ERA COURSE student a few months previously. Using the lectures as a guide for his more extended work in the college, he carried on both courses simultaneously, and was so industrious that he was ready to receive his diploma from the ERA COURSE in the early Fall of 1912, with a final average of 98. He then concentrated all his efforts on his regular studies at the College of Pharmacy, and graduated this year with the high honor previously mentioned. He was entitled to Honorable Mention in the contests for the *Materia Medica* prize, *Commercial Pharmacy* prize, *Instructors' prize*, *Pharmacy Quiz prize*, and the *Kappa Psi Fraternity prize*.

Matriculation Graduates to Aug. 20, 1914. Graduating Number. Average.

7735—Geo. C. Schicks, Jr., Lowell, Mass.....	96
7827—Miss Abbie L. Walker, Dallas, Ore.....	87
8023—R. K. Latshaw, Swissvale, Pa.....	94
8209—H. J. Nowlan, Roanoke, Va.....	99
8224—Edmund W. Dorn, Vincennes, Ind.....	94

### PRACTICAL ADVICE.

#### Explosiveness of Picric Acid.

(H.F.B.)—"We keep on our prescription shelf, a few feet away from where employees work, not more than one ounce of picric acid. We would like to know if such a quantity should explode would it be dangerous to life or limb? Or, do you consider it dangerous to have 1 ounce of picric acid in such a place? Is it likely to explode spontaneously?"

While picric acid is considered as an explosive, we believe there is no great danger in keeping on hand an ounce bottle of the substance, provided due care is taken as to storage, etc. According to advance notes, the forthcoming edition of the *Pharmacopoeia* will define picric acid as an official substance, and will say that the substance "explodes when heated rapidly and when subjected to a percussion. Keep in well-stoppered bottles, in a cool place, remote from fire." This is evidence that the *Pharmacopoeia* authorities, at least, do not consider the acid extra hazardous when properly kept in the usual quantities needed for drug-store dispensing.

As showing how the substance is considered in this city we would state that under the regulations of the Municipal Explosives Commission of New York, picric acid finds a place in Schedule B, and druggists holding a permit from the Fire Commissioner can store, sell or use in a retail drug store picric acid in any quantity not greater than 1 ounce. This regulation also contains a section which states that "it shall be unlawful for any person to store chemicals in close proximity to each other when they are of an explosive character, or when one increases the energy of the other, or when they are so constituted that they may react upon one another and become explosive or inflammable." We do not think that a sample of picric acid of the quantity named, when kept under proper conditions, is likely to explode spontaneously. Picric acid, like most other organic nitro-compounds, however, is explosive under certain conditions, and it forms with alkalis well-defined salts, which are also extremely explosive. In the form of a saturated solution it is used as a hardening agent in microscopical work, and also employed in urine analysis to detect and estimate glucose; for the approximate determination of albumin (Esbach's test), and for staining solutions in microscopical work. Stains on the skin caused by picric acid may be removed by means of a solution containing 1 per cent. each of boric acid and sodium benzoate.

#### Dementholized Mint Oil.

This is the name given in the trade to Japanese mint oil from which part of the menthol has been removed by freezing; it contains from 45 up to 55 per cent. of total menthol. Recently much larger proportions of the latter have been extracted in Germany by a more efficient process, leaving a residue very poor in menthol, which is yet sold as dementholized Japanese mint oil. The author calls attention to the fact that purchasers should insist on a guaranteed percentage of menthol of at least 45. (*Umney, Perf. Essent. Oil Rec., 1914, p. 41; through J. Soc. Chem. Ind.*)

ESTABLISHED 1887

# THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

VOL. XLVII

NEW YORK, OCTOBER, 1914

No. 10

## THE PHARMACEUTICAL ERA.

PUBLISHED ON THE FIRST OF EACH MONTH.

D. O. HAYNES & Co. . . . Publishers

NO. 3 PARK PLACE, NEW YORK

Telephone, 7646 Barclay.

Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico,  
the Philippines and Mexico.....\$1.00 a year  
To Canada, postpaid..... 1.50 a year  
To Foreign Countries in Postal Union..... 2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.  
PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.  
REMIT by P.O. or Express Order or New York Draft payable  
to order of D. O. Haynes & Co. Add 10 cents for collection charges  
if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New  
York, by D. O. Haynes & Co., a corporation: President and treasurer,  
D. O. Haynes; vice-president, E. J. Kennedy; secretary,  
N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

Entered at the New York Post-Office as Second-class Matter.  
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## Table of Contents.

### READING SECTION.

EDITORIAL AND PHARMACEUTICAL.....	Pages 449-468
Editorials .....	449-452
Manufacture of Biological Products, F. E. Stewart, M.D.....	453-454
Office Dispensing and the Druggist.....	455
New Antidote to Corrosive Sublimite Poisoning... ..	455-456
Proprietaries in Great Britain.....	457
Jottings from the British Isles.....	458
Commissioner Goldwater Tells Why Sanitary Code Was Amended .....	459-460
Book Reviews .....	461
Selected Formulas .....	462
Foreign Abstracts .....	463-464
Question Box .....	465-466
Women in Pharmacy.....	467-468

NEWS SECTION .....	Pages 469-482
Mostly Personal .....	469-471
Obituaries .....	471-472
Associations .....	473-470
Schools and Colleges.....	480-481
Board Examinations .....	481-482

TRADE SECTION .....	Pages 483-496
Raising of American Crude Drugs.....	483-484
Patents and Trade Marks.....	487-488
Market Reports .....	480-495
Era Course in Pharmacy.....	496

### WHY NOT DRUGGISTS FIRST?

The New York City Board of Health, in defending the recent Ordinance No. 182, prohibiting the sale by druggists of any preparations containing opium, morphine, codeine or other narcotics, except upon presentation of a physician's prescription, states that self-medication is an evil which shall, as far as lies in the power of the Board, be stamped out. Commissioner Goldwater deems it proper that a physician should prescribe for all ailments; the Board's slogan can almost be said to be, "The physician first and the druggist afterward."

The Commissioner points to the fact that years of education are required before a man is fitted to practise medicine, as evidence that the lay mind cannot cope with the problems of illness. The Commissioner advises druggists, in case their customers insist on having brown mixture tablets, Stoke's expectorant, Sun cholera mixture, and other household remedies, to sell these preparations with the narcotic or opiate left out. The Board proposes a campaign of education for the public, pointing out the dangers of taking medicines the ingredients of which are not fully known, and as the first step in this campaign proposes another ordinance, which will require the labels of all proprietary preparations to bear a qualitative analysis of their contents. A similar ordinance is now enforced in the Philippines, says the Commissioner, and its effects have been salutary.

The druggists of New York City will agree to obey Ordinance 182, the proposed new measure, and all other similar legislation, if the Board of Health or the Commissioner will go on record to the effect that the average intelligence of New York City is as low as that of our "little brown brothers" in the Philippines, and that public health measures of similar nature are needed for the protection of our citizens. The druggists of New York City will not oppose the ordinances if the Board will furnish statistical proof that the average physician is able to make a correct diagnosis in 75 per cent. of all cases submitted to him, and to prescribe the correct remedy, in proper form. The druggists of New York City will see-

and every effort of the Board of Health to educate the public if the Board will require all physicians to write their prescriptions in legible English, since, to quote the words of Commissioner Goldwater in another connection, "an individual should know not only from what disease he is suffering, but also what he is taking to cure that disease"; and if dispensing physicians are also required to label the packets of medicine they deliver to patients.

The druggists will gladly comply with the new regulations if the Board of Health will furnish satisfactory evidence that the physicians of New York City, on the average, know what is required for a cold or cough or colic contracted under circumstances which are fully known by the sufferer, better than the sufferer himself. The druggists of New York City will be glad to sell Warburg's tincture, brown mixture, and other pharmacopoeial preparations with the narcotic ingredients omitted, if the Board of Health will furnish a satisfactory guarantee of immunity from prosecution for violation of Section 273 of the State Pharmacy Law. Finally, the druggists will cheerfully—oh, so cheerfully—co-operate to conserve the public health, if the Board and its subordinates will adopt another slogan—"Be a physician first and a politician afterwards."

#### PATENT LAW REVISION NEEDED.

IN the opinion of experts the industrial policy of the German Government that has done more to develop chemical manufacturing in that country than in any other is largely due to the working clause of the German patent law and the provision that processes but not products shall be patented. The working clause requires that if the owner of the patent omits for three years to work the patent adequately in the Fatherland the holder's rights can be withdrawn. In this country we have no such provision, and in this field the alien manufacturer has a positive advantage over the domestic manufacturer. In other words, we have failed to take the self-protective precaution that all other industrial countries have taken in formulating their patent legislation—by providing that the manufacturer of a patentable article shall, in order to retain the protection of the patent law, make provision for the manufacture of his product in this country in quantities at least sufficient to supply the domestic demand.

If such a requirement had been exacted of all foreign manufacturers whose goods are protected under our patent law, the present shortage of many patented medicinal products would not be so acute, and there would be a likelihood of securing them in sufficient quantities to supply the domestic demand of the future. It is perfectly logical to ask why the manufacturer who fails to supply the legitimate demand for a protected product should be entitled to a monopoly in our markets. We do

not think he should be given these rights, and Congress should be requested to amend the patent law so that future contingencies of this character may be avoided. If the failure of a foreign manufacturer to supply his goods is owing to the closing of his factory by his own country going to war, that is his misfortune and the fault of his Government, not our fault. Conditions such as these should not be possible, but they are sure to develop just so long as our own patent law does not exact a requirement that is exacted of the patentee of every invention by all the great industrial nations of the world. It is not yet too late to place the situation before Congress and to ask for remedial legislation.

#### REORGANIZATION OF THE A. PH. A.

THE recent meeting of the A. Ph. A. in Detroit may be characterized as one of the most successful that organization has held in recent years. Not only was the attendance unusually large and the entertainment features dispensed on a liberal scale, but the work was so well planned that no time was lost in the deliberations. To such an extent was the programme thought out in advance, there was no time lost and the number of sections meeting concurrently was reduced to a minimum, thereby giving to every member the greatest opportunity to attend most of the gatherings of his favorite group. This was accomplished, as told in our news report elsewhere in this issue, by eliminating from the general sessions of the association the customary addresses of welcome by the mayor and other distinguished citizens on the part of the city and the responsive felicitations thereto, and by excluding the reading of unimportant reports of the detail work done by the Council during the interim between meetings. It is believed that the average member will lose nothing by this arrangement and, in our opinion, he will have a greater opportunity to hear the reading of papers and the discussions than he ever had under the method followed in previous years.

The meeting this year, therefore, may be said to mark the beginning of a new era in the method of the Association's work. It also ushers in a reorganization of the sectional divisions, the principal changes being in the consolidation under the Scientific Section of the new subdivisions (a) chemistry, (b) botany and pharmacognosy, (c) biologic assays, and (d) bacteriology, the other sections remaining practically as they have been organized for a number of years. Greater recognition was also given to the Women's Section by extending its scope, which, as set forth in the new amendment, is "to consist of women who are regular members in the A. Ph. A., the women of the families of regular members in good standing united for promoting the aims of the A. Ph. A. and for advancing the interests of women engaged in pharmaceutical work." This greater recognition by the Association of women and women's

work in pharmacy is in keeping with the tendency of the time in other callings, and it is sure to have real significance in any future consideration of a study of the industrial opportunity offered to women, or to the progress they are making in the field of present day activity.

Viewed in its entirety, the result of the Detroit meeting is sufficient to convince anyone at all familiar with the development of pharmacy that the Association is working in the right direction, and that whatever else it may do for the benefit of the trade, its real mission is to broaden the viewpoint and contribute to the dissemination of knowledge for the benefit of all concerned. In thus elevating pharmacy in matters professional and commercial, the Association is really bringing the individual pharmacist to realize that within the organization he can be sure of greater progress than will come to him by following his old policy of secluded isolation. The moral is obvious—join the Association and help to promote the betterment of pharmacy.

#### REVISE PRESCRIPTION PRICES.

ALTHOUGH definite prices are often difficult to quote in these war times, and dealers' lists change daily and hourly, one thing is certain—many drugs and chemicals used in prescription work are only at the lower end of a long price incline which is to be utterly unprecedented. With so many sources of supply of the finer chemicals and synthetics cut off by governmental embargoes in Europe, the United States faces a famine which cannot be relieved in a few months, no matter how enterprising or industrious our chemical factories are. Prices on many lines will continue to rise, and the retailer must make his arrangements accordingly.

In the first place, the retailer should have access to some source of reliable information, so as to follow the price changes of those articles which are still on the market. As the supply shortens, the value of the goods he has on hand increases, and now, when stock-taking time is approaching, he should correct his inventories to keep pace with the revised quotations. Any article is worth as much as it will cost to replace it, and it is not true that because a pound of caffeine purchased a year ago cost \$3.75, that same carton of caffeine is worth to-day only the original outlay.

Changes in prescription pricing are also imperative. The time will surely come when many a prescription will carry a price two or three times as great as that legitimately charged at present, and the druggist must prepare his customers for what would be apparently an exorbitant increase, if instituted all at one time, by gradual revisions upward from time to time, following the upward trend of jobbers' prices for the articles concerned. To prove to the public that these increases are entirely justified, and in order to forestall any criticism anent "gouging," it might be advisable to display present-day quotations on a list of

drugs and chemicals used in prescriptions, and compare them with the corresponding figures of six months ago.

#### WEEKLY DRUG MARKETS.

UNPRECEDENTED conditions have been created in the drug and chemical markets by the European war, and every dealer in these goods has been compelled to face them because they have directly affected his business. In such a time as this the very commercial existence of the druggist depends upon his ability to meet such conditions as they arise, and to do this intelligently, he must have authoritative information. In the present crisis drug buyers have been quick to recognize the necessity for reliable and complete market reports, and we have been flooded with requests from subscribers to keep them more promptly advised in regard to the market than is possible in a monthly journal.

These requests are legitimate and show that business instinct is sharpened under the spur of necessity. The druggists do need the information, and to supply these demands the publishers have started a weekly journal, a Market Edition of THE PHARMACEUTICAL ERA, to be known as the WEEKLY DRUG MARKETS, the sole aim of which is to give drug buyers the most complete and authoritative information relating to the drug and chemical markets, covering not only the prices for these commodities in original or manufacturers' packages, but jobbers' prices current as well. There is a distinct need and field for such a publication and we expect to make the Market Edition of THE PHARMACEUTICAL ERA the most complete journal of its kind, adding many new features not heretofore carried in journals of this character. We urge our subscribers to take it.

#### IMPROVED METHODS OF COST-KEEPING.

Too often the druggist gives insufficient attention to the accounting end of his business. Of course, every retailer keeps a set of books of some sort, but does his set of books enable him to see an accurate picture of his business day by day, or does it really serve to drop a curtain before his eyes which is only lifted at thirty day intervals, when the monthly balance sheet is prepared? The difference between the great success often achieved by the large store and the dismal failure common among the small retailers is not so much a question of either intrinsic ability or personality, but is due rather to the accurate check which the large establishment keeps upon every detail of its business, as compared with the hap-hazard and careless attention too often paid by the small retailer to the accounting of his store. The old fashioned ledger-journal-day-and-cash-book method of accounting cannot give accurate daily information concerning the fluctuations of business, and many new methods of accounting have been devised which enable the retailer to watch his income and outgo, over-

head and depreciation, much in the same way the physician watches the fever chart of his patient.

Harvard University established its Bureau of Business Statistics some three years ago for the purpose of studying the accounting problems in different lines of endeavor, and from the knowledge thus gained to devise a standard system of accounting for each particular line. Bulletin number three, issued a short time ago by the Bureau, contains an accounting and cost-keeping system intended for the retail grocer, but the problems of merchandising in the drug and grocery trades are sufficiently similar for the retail druggist to obtain a large amount of valuable information from the grocery bulletin. Conditions in the drug trade to-day are sufficiently keen to make it necessary for the retailer to keep his sails trimmed and his wheel steady, lest he founder and sink beneath the waves of competition, and the best chart and compass for a safe voyage across the sea of business is an accurate understanding of the real cost of doing business, gained from some system of accounting which is sufficiently comprehensive to enable him to learn the essentials of his financial problems as fast as they arise.

#### CULTIVATION OF MEDICINAL PLANTS.

THE principal obstacle in this country to the successful cultivation of medicinal plants on a commercial scale has been, with few exceptions, due to the low prices for which such drugs were obtained from abroad, and as a result, the returns were insufficient to warrant anyone in taking up the work for profit. Far-seeing individuals continued to predict that even under such conditions the time was not far distant when practically all of the most important drugs would be so much higher that farmers and others would grow medicinal plants for the market, the soil and climatic conditions of the United States being favorable for the production of most of them.

Renewed interest in this subject has come to the forefront at the present time, owing to scarcity of such drugs, and the cessation of importations due to European hostilities, the principal countries of production being ravaged by contending armies. The visible supply of such drugs has consequently greatly increased in value, while some of them are likely to become unobtainable. These facts have been sufficient to attract the attention of agriculturists and others, and already many individuals and farmers have written the U. S. Department of Agriculture inquiring about the possibilities of growing medicinal plants profitably. These inquirers have been uniformly answered, as anyone who has at all followed the Department's investigations would predict, that a number of important drug plants could be profitably grown here if the present high prices continue, but at the same time, the possibility of an early restoration of shipping facilities was a factor, and in any event, the

inexperienced grower of drug plants would be more liable to meet with failure than with success.

The basis of this opinion is not hard to discover. The successful production of drug plants requires special knowledge in the matter of cultivation. The time of harvesting and method of drying have an important bearing upon the constituents of the plants in the cured state, a knowledge of which is absolutely essential for the production of drugs of high quality. Then, too, the prospective grower, with a knowledge of drug plants, could scarcely hope to harvest a crop before the end of next year's producing season. Another disquieting feature toward immediate success is seen in the Department's experts by the statement that the quantity of crude drugs required by the market is relatively small as compared with fruits, vegetables or staple crops, and any numerous or extensive plantings by individuals throughout the country might easily result in overproduction, which would cause a decline in the market price independent of the conditions abroad. In any case there must be an available market.

There are doubtless many drug plants which cannot be grown here under any circumstances, and for those that might be cultivated, there are many factors that tend to make the future of the market uncertain. But even with these handicaps, the future holds possibilities. There is bound to be greater progress in this direction, but no immediate hope that American growers can supply all of the needs of this country for botanical drugs. The knowledge and experience that have taken generations to gain cannot be replaced in one, two or many years, to say nothing of having the right kind of soil and most favorable climatic conditions.

#### VALUE OF TRADE ORGANIZATIONS

A prominent Philadelphia drug manufacturer who is a member of several trade organizations, and who is keen for the association spirit in the trade said in discussing the apparent unwillingness of drug manufacturers to join trade organizations:—

"Some of these manufacturers appear to be afraid that mingling with the other members of the trade would result in their losing some of their trade secrets. They therefore not only do not cultivate the acquaintance of others in the business, through association meetings and otherwise, but hold themselves aloof on the assumption that they are thus securing a monopoly on the part of the wisdom and successful methods pertaining to the business.

"Never was a more mistaken idea. Instead of losing the manufacturer who meets his fellows invariably gains; for every idea he puts out, he gets others back that are equally valuable. If there were twelve drug manufacturers in an association, each one contributes one-twelfth to what is said and suggested; consequently, he receives eleven times as much as he gives. How then can a single individual suppose that his own limited experience is greater and worth more than that of all others in the business in his community combined?

"The very fact that associations exist in all lines and have grown, prospered and multiplied is sufficient proof if it were needed, of the benefits to be derived from their use; and the manufacturer who imagines that he is acting in a wise and shrewd manner by refusing to ally himself with others in the business is merely pursuing the plan of the ostrich, which covers its head in the sand."



## Manufacture of Biological Products\*

By F. E. STEWART, Ph. G., M. D.

(Scientific Department, H. K. Mulford Company.)

**I**F a protein, (for example, egg albumin, casein, blood serum, or vegetable albumin), is introduced into the alimentary canal of an animal or man, the secreting cells of the glandular organs connected with the digestive apparatus are stimulated to produce proteolytic ferments for its digestion. Digestion in the alimentary canal is known as "enteral" digestion.

If a protein is introduced into the tissues or blood vessels of an animal or man, the body cells, (tissue cells, white corpuscles or leucocytes, etc.) are stimulated to produce proteolytic enzymes for its digestion. Digestion in the body outside of the alimentary canal is known as "par-enteral" digestion.

Normal blood serum, when freshly drawn, also has the power of digesting proteins, and that power may be enormously increased toward any particular protein by injecting a portion of it into the tissues of the animal. The blood serum of such animal will digest a comparatively large amount of that particular protein, but shows no increased power of digestion toward any other protein. In other words, the digestive action is *specific*. The doctrine of specificity is stated as follows:—

*Each protein when introduced into the animal body stimulates the body cells to produce a powerful specific proteolytic enzyme or digestive ferment which will digest that particular protein and no other.*

This fact is of the greatest importance to the existence of living beings on this earth of ours, for except for the power possessed by the tissues of animals and of plants to produce enzymes for digesting their food, and for defence against the yeasts, which are constantly seeking to obtain a foothold and grow in and on the bodies of animals and of plants at the expense of their tissues, these lower forms of life would soon destroy the higher forms, and then, they themselves would perish for lack of food.

For the sake of simplicity, let us consider the bacteria in their relation to animal life.

We know that the food we eat, the water we drink, and the air we breathe, contain myriads of bacteria of multitudinous kinds, all seeking to devour us. Examination of the skin and of the mucous membranes lining the cavities of the body shows the presence of millions of them. They live with us as messmates, subsisting on waste matter, such as particles of food, cast-off epithelium, etc. Why do they not attack the tissues and destroy us? Simply because when they attack the tissues, the body cells are stimulated to produce a powerful specific proteolytic ferment for their destruction. For bacteria are mainly composed of protein, and the proteolytic ferment produced by the body cells digests the bacterial protein.

However, victory does not always attend the body cells in defending the tissues against the attacks of bacteria. Sometimes the proteolytic enzymes produced by the bacterial cells are strong enough to overcome the body cells and then the bacteria gain foothold and become *parasites*, living at the expense of the tissues. Now what happens?

What happens is this: Certain groups of symptoms are manifested by the individual attacked, depending in character upon the kind of bacteria, and the kind of tissues attacked. The animal becomes sick, has a fever, functions of the tissues attacked are disturbed, the nervous system is poisoned, the

entire system is disarranged, and, unless something occurs to check the attack, the animal dies. In the meantime other kinds of bacteria take advantage of the situation and also attack the poor victim. And, after the victim dies, the bacteria continue their destructive work until all of the organic matter of which its body was constructed is decomposed back to inorganic forms.

Nothing prevents every one of us from sharing this awful fate except the power of our body cells to produce a powerful, specific, proteolytic enzyme or ferment capable of digesting and destroying the protein of the kind of bacteria that calls it forth.

As just stated, the groups of symptoms resulting from the attacks of different kinds of bacteria differ in accord with the kind of bacteria that attack and the kind of tissue attacked. If, for example, the tubercle bacillus attacks the lung tissues, a group of symptoms follows which markedly differ from those following an attack upon osseous tissue or bone, or upon the meninges or lining membrane of the spinal cord. If the lung is attacked, we have pulmonary phthisis; if the bone of the hip is attacked, we have hip disease; or if the meninges are attacked, we have tubercular meningitis.

The diseases, or groups of symptoms caused by *microbes*, (as these minute forms of life are called) are known as infectious diseases. The infectious diseases differ from each other because each is produced by a different kind of micro-organism, at least in the beginning, although every infectious disease as a rule becomes sooner or later a *mixed infection*.

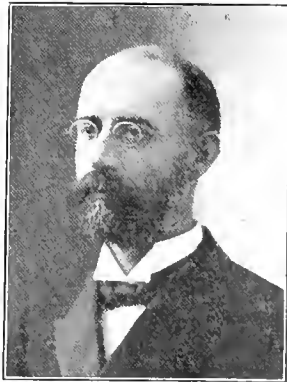
Now, when a certain bacterium obtains a foothold and commences to grow at the expense of the tissue, say of the lung tissue as happens when the pneumococcus grows in the lungs and causes pneumonia, the healthy tissues in some other part of the body may be stimulated to produce the necessary specific proteolytic enzyme for its destruction. Nature has provided a way of doing this by supplying the blood with what are known as white blood corpuscles or cells called leucocytes. When the lung tissue is attacked the leucocytes are attracted to the site of invasion. They rush to the aid of the tissue cells, and immediately commence to ingest or engulf the bacteria and digest them by means of specific proteolytic enzyme secreted by the leucocytes for that purpose. The peculiar power of the leucocytes and other body cells of ingesting and digesting bacterial and other proteins is known as *phagocytosis*, and the body cells are therefore named phagocytes or cell-eaters by Metchnikoff, to whom we are indebted for this knowledge.

But suppose the tissue cells and leucocytes are unable to overcome the infection, what can be done?

Sir Almroth E. Wright, of the British Army, has developed a method for aiding nature under such circumstances, known as Wright's Vaccine Therapy, or Bacteria Therapy. It consists of injecting killed bacteria of the kind causing the disease into the healthy tissues whereby the tissue cells are stimulated to produce specific proteolytic ferment. This is absorbed, taken up by the circulation and carried to the area invaded by the disease germs where it aids the tissue cells and leucocytes in overcoming the invading bacteria.

Bacterins (or bacterial vaccines as they are called by Wright and his followers) are killed pathogenic bacteria suspended in sterile physiological saline solution, protected by antiseptics from contamination, and standardized to contain a definite number of bacteria in each cubic centimeter. They are prepared in the following manner:—

An agar tube is inoculated with the proper organism. The tube is incubated 24 hours when the growth is emulsified and drawn into a Miquel bulb containing sterile bouillon. From the bulb it is distributed into the special flasks in which the cultures are grown in large quantities. The agar flasks are incubated for 24 hours. Then they are removed from the incubator and each flask examined microscopically to be certain the culture is pure. After this a small quantity, about 10 to 20 c.c., of sterile saline solution is placed in each flask. The flasks are shaken to loosen the growth from the surface of the agar. When this is accomplished the thick suspension of bacteria is removed from each flask with a Miquel bulb. The Miquel bulb is then shaken thoroughly to break up clumps of bacteria as far as possible and a small sample is removed for counting. The stems of the bulb are then sealed off in a blow-pipe flame and the bulb



F. E. STEWART.

\*Read before the Amer. Pharm. Assoc., Detroit, 1914.

is immersed in a water bath the temperature of which is exactly 60°C. It is kept in here for one-half hour. This temperature will kill the bacteria without destroying their specific immunizing properties. The contents of the bulb are then ready for dilution in sterile saline solution. After dilution, one-half of one per cent. of trikresol is added as a preservative.

The bacteria are counted by Wright's method. This consists of a comparison of the number of bacteria in a certain quantity of the emulsion with the number of red blood corpuscles in the same quantity of blood. Having all the apparatus necessary in readiness a mark is made with a paraffin pencil about one-half inch from the end of a capillary pipette, to the upper end of which is attached a small rubber bulb. A piece of bandage or a rubber band is wound tightly around the finger or thumb and a small prick is made just back of the nail. As the blood comes out it is drawn into the capillary pipette exactly to the mark made with the paraffin pencil. Then the column of blood is allowed to travel up the pipette for a short distance when the emulsion of bacteria is drawn into the pipette to the mark made with the paraffin pencil. The column of blood and the column of bacterial emulsion are now thoroughly mixed by forcing them out on a clean slide and drawing up the mixture. This is repeated several times. After thoroughly mixing, one drop of the mixture is placed near the end of a clean slide and the edge of another slide is drawn over the first, spreading the mixture of blood and emulsion in a thin layer. This slide is now allowed to dry. It is fixed either by heat or alcohol or bichloride and stained in the ordinary way. The stained slide is now examined under a microscope which is fitted with an Ehrlich eye-piece.

#### Standardization of Bacterins

Computing number of bacteria per c. c.

Field	Erythrocytes	Bacteria
1	32	52
2	41	48
3	30	62
4	39	42
5	47	50
6	34	32
7	43	49
8	21	60
9	42	72
10	28	58
11	20	36
12	38	54
13	22	28
14	27	35
15	36	72
Total	500	750

500:750::5,000,000:X (7,500,000).

Then in 1 c. c. there are 7,500,000,000.

In 1902, Besredka, working in the Pasteur Institute, produced an improved form of bacterial vaccine to which the names, sensitized-vaccine, sero-vaccine, senso-vaccine, sero-bacterin and senso-bacterin, have been applied. Sensitized bacterial vaccines are prepared by mixing homologous immune serum and corresponding bacteria, permitting the mixture to stand for a time, and then centrifugalizing the bacteria out of the serum and washing them entirely free by repeated centrifugalization with saline solution. The bacteria attract to themselves the specific part of the proteolytic ferment which the immune serum contains, and are thus prepared for digestion by the body cells and blood serum of the individual treated.

To make what happens clear, it is necessary to consider the structure of the digestive ferment produced by the body cells for the digestion and destruction of infecting bacteria.

Professor Victor C. Vaughan of the University of Michigan, and now president of the American Medical Association, says that all enzymes consist of *amboceptor* and *complement*. Let us therefore consider these two principles and their functions.

When an animal is immunized against a certain bacterium by injecting it into his tissues or in other ways introducing it into his body, a substance appears in the serum with a

combining affinity for that particular organism. To this substance several names have been given. Bordet calls it *substance sensibilisatrice*. Ehrlich refers to it as the *immune body*. It is specific; *i. e.*, it appears only on call of the corresponding bacterium, although normal serum is said to contain a small amount of non-specific amboceptor. It is comparatively stable, resisting usually a temperature of 70°C. for an hour. Its function is to sensitize the bacterium calling it forth, and thus to prepare it for the joint digestive action of amboceptor and complement. Complement is a principle which is always present in the normal blood serum of animals and man. It is spoken of under various names—*complement* (Ehrlich), *alexin* or *cytase* (French authors). It is relatively unstable, being rapidly destroyed at 60°C. It is not specific; it is not increased by the process of immunization. Its function is to digest infectious agents after they have been sensitized or prepared for digestion by amboceptor.

The specific power of the blood serum to digest and destroy a certain bacterium is enormously increased by the immunizing process, *i. e.*, the process that goes on in the animal body after the introduction of the bacterium. The serum of an immunized animal is called *immune serum*. In its relation to the bacterium that called it forth, it is *homologous*.

It is, of course, proper to infer that the blood serum of the individual suffering with an infectious disease contains homologous immune serum, and that such serum contains specific proteolytic amboceptor. Consequently, when an ordinary bacterin is injected there ought to be sufficient specific amboceptor in the patient's blood serum to prepare the injected bacterium for digestion by the body cells and sufficient complement present to digest it. But the fact that the invading bacteria are both stimulating the body cells to produce enzymes and are using up the enzymes produced, should not be lost sight of. Therefore it is of great advantage to *sensitize* the bacterin before injecting it and thus to insure its immediate digestion when used as a therapeutic agent.

This advantage is the more apparent when the sensitized bacterin is employed as a prophylactic. The British Army Commission concluded from their investigations of typho-bacterin immunization against typhoid fever that eight or ten days elapse after injecting the bacterin before an immunizing response occurs. Besredka and his followers claim that an efficient immunizing response follows the injection of a sensitized bacterin in from 24 to 48 hours. The great advantage of this fact in combatting epidemics is apparent.

The claims for sensitized bacterial vaccines made by Besredka are thus summarized: (1) They produce but slight local reaction (inflammation at the site of injection); (2) they cause no general reaction (malaise, increased temperature, etc.); (3) they may be given in much larger doses and much more frequently than the unsensitized bacterins (every 24 hours); (4) the immunizing effect is almost immediate (manifesting itself within from 24 to 48 hours); (5) they sometimes give successful results in very late stages of a disease when no response is secured from the ordinary bacterins and even serum treatment is ineffective.

In one of his most recent articles, Besredka states: "Whatever the nature of the virus, whether the microbes of plague, dysentery, cholera, or typhoid fever, or whether the virus of rabies, or the toxin of diphtheria, whether the microbes are killed or living, sensitization confers upon them properties which convert them into vaccines of the first order, possessing an action which is sure, rapid, inoffensive and durable."

This brings us to the question of serums as prophylactic and therapeutic agents.

(To be Continued)

#### Salol Mouth Wash.

Salol	½ ounce
Thymol	22 grains
Spirit of anise	96 minims
Oil of peppermint	48 minims
Elixir of gluside, B.P.	½ fl. ounce
Alcohol, enough to make	20 fl. ounces

Dissolve the thymol and salol in 10 fl. ounces of alcohol, heating gently if necessary; then add the oil of peppermint, spirit and anise, elixir of gluside, and alcohol. Filter.

## Office Dispensing and the Druggists \*

By O. J. S. BOBERG, Eau Claire, Wis.

HERE can scarcely be any doubt about it that the dispensing doctor is here to stay. The physicians' supply houses and some of the manufacturing pharmacists will surely see to it that there be no retrograde movement in the present state of affairs. It would therefore seem that the sensible thing to do for the retail druggist is to try to make the best of conditions as they are, and at the same time endeavor to improve on these conditions. This can be done, in more ways than one.

If the druggist, who bewails his lost prescription business and denounces the dispensing doctors, would only stop to think, he would soon discover that the chief causes why physicians dispense are, in the first place, because of the persistent work done by the traveling representatives of the physicians' supply houses, and, in the second place, because of his, the druggist's own, gradual perhaps, unconscious withdrawal from the professional side of pharmacy.

By looking over the contents of the shelves in an average drug store it appears that more time is being spent by some druggists listening to silver tongued oratory from members of the traveling fraternity and loading up on ready made compounds, with more or less free goods thrown in, than there is time spent by the same druggists in making U. S. P. or N. F. galenical preparations. A reversal of this would, without doubt, soon prove beneficial in bringing doctors and druggists nearer together. Many of the simpler preparations used and dispensed by physicians can easily and profitably be made by the druggist and sold to the doctors at the same prices charged by physicians' supply houses or wholesale drug houses. Complicated formulas, requiring more time in putting up, may be ordered in suitable quantities from manufacturing pharmacists and kept on hand when wanted. In towns, where there are several dispensing physicians a tablet machine would, no doubt, prove a good investment. Get your pharmaceutical equipment, make or buy your stock and, next, get in touch with the physicians.

Be frank with the doctor and have him thoroughly understand that you, as a professional pharmacist, stand ready to serve him by preparing his medicines, be it by filling his prescriptions or furnishing him medicines for dispensing purposes. Find out just what the doctor wants and start right in filling his orders, at prices which are fair to the doctor and fair to yourself. If the doctor wants a certain ointment, put it up for him in one pound lots, or in one ounce jars, a half dozen or a dozen at a time. If a doctor wants an antiseptic solution or a certain elixir, put it up for him by the quart or by the gallon.

Buy your supply of gauze bandages, absorbent cotton, adhesive plasters, clinical thermometers, hypodermic syringes and needles in quantity lots, direct from manufacturers, so as to get jobbers' discount, and re-sell to the physicians at jobbers' prices. Keep also a good stock of biological products, such as antitoxins, bacterins and vaccine. The writer has worked up a nice business in this line by taking care always to have on hand a fresh supply, which is kept at the proper low temperature, and by selling all biological products to doctors at list price, less ten per cent. Have on hand, always, a supply of test tubes, C. P. nitric acid, Fehling's solution, microscopical stains and other items, commonly used by physicians in the office. Call the doctor's attention to the splendid formulas contained

in the N. F., and occasionally offer to make samples of U. S. P. and N. F. preparations.

By proving to the doctors that you not alone are willing to serve them, but that you have the ability to do so, and the stock to do it with, you will, no doubt, soon gain their good will, and it is not at all unlikely that you will notice an increase in your prescription business.

Thus, office dispensing, in its relation to the retail drug trade, may be made a profitable proposition for the doctor as well as for the druggist, and by showing some activity and making the efforts, as outlined in this paper, the druggist, besides the financial gain, will also have the satisfaction that he has done his duty to his chosen profession as a pharmacist.



O. J. BOBERG.

## Corrosive Sublimate Antidote \*

By WILLIAM A. HALL, Ph. B., Detroit, Mich.

WITH the publicity attending a fatal case of corrosive sublimate poisoning of a Southern banker a few months ago and as usually obtains following the detailed description of such events in the daily press a marked increase in the use of that poison for suicidal purposes, the thought must have occurred to many, "How best to divert the public attention from this poison and what is an effective antidote?"

It is not for us to discuss the surgical methods used in a few cases after the poison has entered the circulation, but what what can be done at the outset in the way of mechanical relief by means of the stomach pump and emesis, the administration of albumen and mucilage or oils to retard the absorption in the stomach and intestines. These general points will all occur to the good practitioner but he wants something else on which he can rely as an antidote. Studying over these matters, about a year ago an idea came to me that by using one of the general alkaloidal reagents in reverse manner, we could solve the problem.

Obviously whatever was tried should be safe in itself, and not make a bad matter worse, and also the employment of medicines beneficial in themselves even if they failed in attaining the special object desired.

With such limitations I settled on the well known Mayer's Reagent which as you all know, is a solution of mercuric potassium iodide, a general precipitant of the alkaloids. Selecting quinine as the alkaloid to harness, I considered if we could administer the requisite potassium iodide and quinine in solution, after emptying the stomach, we could fill out Mayer's formula and the result would be (Mercuric Chloride—Potassium iodide—Quinine salt) insoluble in the acid gastric juice, and as will be shown later insoluble in the dilute alkaline intestinal liquids as certainly as we can tell from bottle reactions. While all my work was done in grammes, the results, excepting Mayer's formula itself, are given in grains—the more popular term.

Mayer's reagent N I — 20 is

Mercuric chloride ..... 6.775 grammes  
Potassium iodide ..... 25.000 grammes  
Distilled water to make 1 Litre.

(You will notice the HgCl<sub>2</sub> to KI is about 1 to 3.75)

I c. c. Mayer's reagent N I — 20 =

.025 Potassium iodide  
.006775 Mercuric chloride  
precipitates (approx.) .0056 Quinine (Lyons)

Gravimetric factor for alkaloid (averaging, Lyons) .311

It is stated by authorities (U. S. D.) that Mayer's solution is HgI<sub>2</sub>+2KI, but on the basis of his proportions it would seem to be HgI<sub>2</sub>+4KI.

271     996  
HgCl<sub>2</sub>+6KI = HgI<sub>2</sub>+2KCl+4KI  
271 : 996    : : 6.775 : x = 24.9  
6.775 : 25    : : 2        : x = 7.38  
6.775 : 24.9 : : 2        : x = 7.35

and the formula seems to provide a slight excess of potassium iodide

HgCl<sub>2</sub>+4KI = HgI<sub>2</sub>+2KI+2KCl  
HgI<sub>2</sub>+2KI+QCl—2aq. = HgI<sub>2</sub>—KI—QI+KCl

corresponding to

\*Read before the Wisconsin Ph. A., Delavan Lake, 1914.

\*Read before the A. Ph. A., Detroit meeting, 1914.

Mercuric chloride	2 grains	
Potass. iodide	4.9 "	Modified Mayer's
Quin. muriat	4 " (2.91)	
Mercuric chloride	2 grains	
Potass. iodide	7.5 "	Mayer's
Quin. muriat	4. " (2.91)	

The filtrates in both bases were free from mercury H<sub>2</sub>S or K<sub>2</sub>S<sup>+</sup>. The *modified* Mayer filtrate showed very slight test for iodine (HNO<sub>3</sub>+chloroform). Filtrate from *Mayer* tested a little stronger but still slight.

In both equations, however, there is no appreciable solvent action of the potassium iodide in solution on the precipitate which in Mayer's was 6.64 grains. Modified Mayer's 4.00 grains.

Choosing quinine hydrochloride because of its solubility, the following formula was constructed:

Mercuric chloride	2 grains
dissolved in H <sub>2</sub> O	2 ounces
Quinine hydrochloride (large excess)	.20 grains
Potassium iodide	7.5 grains
Hydrochloric acid 10%	.55 minims
dissolved in H <sub>2</sub> O	4 ounces

Mix the two solutions which you observe contain acid to make the whole 2-10 of 1% and filter after two hours on a tared filter. Wash and dry to constant weight on the water bath.

Weight dried precipitate	6.64 grains
Duplicate	6.625 grains

To determine if a small excess of potassium iodide in presence of quinine muriate has an appreciable solvent action on the precipitate trial was made using

Mercuric chloride	1 grain
Potassium iodide	7.5 grains
Quinine muriate	4 grains

Net weight of precipitate dried on water bath to constant weight: .210 gramme=3.24 grains

which is practically the same proportion and answers the question in the negative.

Filtrate evaporated to dryness in tared dish on water bath =16.4 grains. Using the gravimetric factor .311 (Lyons) for the *alkaloid* and calculating the salt from that the ppt. of 6.64 grains=2.54 QHCl.

Residue from filtrate	16.4 grains
Deduct KCl (1 mol)	.553 grains
Deduct KI (excess)	.15 grains
	7.03 grains

	15.697 grains
add water of crystallization	1.57 grains
	17.267 grains

20.—17.267=2.733 grains

Two grains Mercuric chloride then in acid solution were precipitated as an insoluble mass by 2.54 grs. QHCl+7.5 grs. potass. iodide in aqueous solution.

Calculated from residue of filtrate	2.733 grs.
Theoretically from above formula	2.19 grs.

Gm. 0.2 of the alkaloid precipitate was rubbed up with 250 c. c 2 10 of 1% Na<sub>2</sub>CO<sub>3</sub> solution, shaken vigorously at frequent intervals for several hours, filtered and residue on tared filter evaporated to dryness on water bath.

Weight of residue.....Gm. .180 showing the maximum solvent action of the dilute alkali to have been 20 mg., or less than 1/3 grain. As some of the mercuric antiseptic tablets sold contain one-third of citric acid the action of that acid was considered, in presence of mercuric chloride on albumen solutions and also on the antidote described in this paper.

With the *antidote* no hindrance but rather a more complete precipitation was noted.

With *albumen* solutions the following reactions were observed:

Solution of albumen is precipitated by HgCl<sub>2</sub>, but this is prevented if an appreciable amount of citric acid is previously added to the mercury solution.

Mercuric chloride+HCl (1%) is precipitated by albumen, insoluble in excess of HCl and practically insoluble in citric acid (large excess).

Mercuric chloride+Citric acid is *not* precipitated by *albumen* except in rather large excess, but on further addition of dilute HCl (1%) a copious precipitate occurs. In case you have added a large excess of albumen there is no mercuric salt in the filtrate (H<sub>2</sub>S).

Albumen (in excess) acidulated with 1% HCl remains clear; but on further addition of 1% mercuric chloride solution a heavy precipitate falls. The filtrate shows a faint yellow coloration with H<sub>2</sub>S but no ppt. even on standing.

Mercuric chloride (1%)+HCl (1%)=no ppt.

On further addition of albumen a heavy precipitate unchanged by adding HCl in excess.

Mercuric chloride+albumen in excess, a light precipitate partially soluble *at first* in HCl but precipitating again shortly.

Mercuric chloride+Citric acid is *not* precipitated at first, but adding albumen in large excess a precipitate falls and on further addition of HCl a copious precipitate falls. No mercury in filtrate.

To sum up:—Remove the stomach contents as thoroughly as possible; give plenty white of eggs and remove in the best way, then for every 2 grains of mercuric chloride supposed to have been taken administer the following:

Potassium iodide	7.35 grains
Quinine hydrochloride	4 grains
Dissolved in water	4 ounces

It forms a precipitate with the mercuric chloride, insoluble in dilute acids or alkali carbonates (2%). While investigating these reactions I found another equation using 4.9 grains potassium iodide would work, but the precipitation is not so rapid or complete, nor does the precipitate separate as quickly, an important point.

A solution could be kept on hand ready for use of the formula above with the addition of HCl to make it 2/10 of 1%.

The study and analyses of the subject are somewhat intricate and perplexing, especially as to the composition of the precipitate with Mayer's reagent but the results for our purpose seem clear, well defined and simple. The well known chemicals Quinine Muriate and Potassium Iodide are obtainable at any good drug store and with the proportions given, good results may be expected in accordance with my tests. A notable *excess* of the *iodide* is to be *avoided*, an excess of quinine does not harm but the proportions given should be followed.

It is to be hoped that these suggestions of the writer will be tried physiologically, and medical men use the results given in this paper to help solve a serious problem.

## NEW REMEDIES

**Iodeol** is an electrically prepared colloidal suspension of iodine, of 20 per cent. strength, in sterile oils, and is extremely active. It is administered in tuberculosis, etc., by intramuscular injection or is taken internally.

**Castycal** contains chestnut leaves, thyme, and potassium sulpho-guaiacolate, with aromatics. It is to be employed in all affections of the lungs, influenza, grippe, asthma, etc.

**Gramonervin** is a new hay-fever remedy which contains butyl-chloral hydrate and calcium glycerophosphate in tablet form.

**Thigan** is said to be a combination of thigenol and silver, containing 1 mg. of silver in each cc. It is used by injection in gonorrhoea.

**Haemaphilin** contains iron "caseino-tartrate," calcium glycerophosphate, sodium salts, carbohydrates, and 45 per cent. of cacao. It is recommended in chlorosis, anemia, rachitis, etc.

**Kleol** is a substitute for mastisol, consisting of Venice turpentine, mastic, rosin, and colophony, dissolved in alcohol.

**Gynormon** is a stable ovarian preparation, each tablet of 0.25 g. representing 0.5 g. of fresh pig's ovaries.

**Menogen** is an ovarian preparation with iron and arsenic, consisting of a mixture of Arsen-metaferrin with Gynormon. It is used in doses of 1 to 2 tablets daily, in menstrual disturbances.

## Proprietaries in Great Britain

(From our London correspondent)

THE report of the Parliamentary Committee on Proprietary Medicines which has been long awaited has now made its appearance. It constitutes a powerful and fearless attack on the patent medicine interests, and there can be no denying that the character of the report comes as a shock to the proprietors. The report is a very lengthy one but I will endeavor to give as fair a summary as possible in a brief space. At the outset I should mention that the Committee examined 42 witnesses, of whom a large number represented proprietary medicine interests, and that the object of the inquiry was to consider what alteration in the law is necessary to check abuses connected with the traffic.

### The Value of the Trade

Evidence showed that something like \$15,000,000 are spent in Great Britain each year on proprietary medicines, and the following details give some idea of the value of individual concerns:—The annual turnover of the proprietor of "Beecham's Pills," selling over a million pills a day, Sundays included, is about \$1,800,000 a year. The proprietors of "Siegel's Syrup," who have sold 100 million bottles in forty years, pay upwards of \$200,000 a year in wages alone. The proprietors of "Wincarnis" spend on advertising \$250,000, employing between thirty and forty persons in their advertising bureau. "Elmer Shirley" spent at one time \$5,000 a week. The proprietors of "Daisy" powders, a comparatively small business, spend \$15,000 a year. The late A. L. Pointing is believed to have spent \$100,000 a year in advertising an "alcohol cure" called "Antidipso." At his death he left \$400,000.

### America's Share in the Trade

The only reference in the Report to the United States (with the exception of a summary of American legislation) is the following paragraph:—"There is no record at the Custom House of the importation of these preparations. It is therefore impossible to discover from our own records the respective proportion of home-made and imported remedies, but without doubt a large quantity comes from the United States. Professor Cushny stated that this has increased of late, owing to greater restrictions upon their sale there. As he put it: "We are getting the benefit of the legislation of the United States. We are getting a lot of quack remedies which were formerly confined to the United States." These enter free of all import duty except upon their content of materials in themselves dutiable. One witness quoted an official American statement to the effect that "about 15,000,000 packages of proprietary remedies were exported from the United States to this country in 1911 of a total value of about \$2,000,000."

### Absence of Restrictive Legislation

The situation as regards the sale and advertisement of proprietary medicines is summarized in one sentence as follows:—"For all practical purposes British law is powerless to prevent any person from procuring any drug or making any mixture whether potent or without any therapeutical activity whatever (so long as it does not contain a scheduled poison), advertising it in any decent terms as a cure for any disease or ailment, recommending it by bogus testimonials and the invented opinions and facsimile signatures of fictitious physicians, and selling it under any name he chooses, on the payment of a small stamp duty, for any price he can persuade a credulous public to pay. The Report gives a number of instances in which extravagant and fraudulent claims are made by proprietors of secret medicines and among the examples are the names of many remedies that are known all over the world.

### The Recommendations

The conclusion arrived at by the Committee and the recommendations made constitute, of course, the most important part of the Report. Briefly, the most important points are as follows:

(1) That proprietary remedies are of widely differing characters, comprising (a) genuine scientific preparations; (b) unobjectionable remedies for simple ailments; and (c) many secret remedies making grossly exaggerated claims of efficacy, causing injury by leading sick persons to delay in securing medical treatment, containing in disguise large pro-

portions of alcohol, sold for improper purposes, professing to cure diseases incurable by medication, or essentially and deliberately fraudulent.

(2) That this last-mentioned class (c) of remedies contains none which spring from therapeutical or medical knowledge, but that they are put upon the market by ignorant persons, and in many cases by cunning swindlers, who exploit for their own profit the apparently invincible credulity of the public.

(3) That this constitutes a grave and widespread public evil.

(4) That grave injury is caused to the public by the existing large sale of medicated wines.

(5) And that while it is not desirable to require the exhibition of formulas of every secret remedy, nevertheless it is improper that under the protection of the law enormous quantities of alleged remedies should be sold the composition of which is unknown to any person except the manufacturers of them; and that, therefore, the formulas of all secret remedies should be required to be communicated to a competent officer appointed under the authority of a Minister of State, but that such formulas should not be divulged.

### Recommendations of the Committee

The Committee recommends (1) that the administration of the law governing the advertisement and sale of patent, secret, and proprietary medicines and appliances be co-ordinated and combined under the authority of one Department of State.

(2) That an exact and complete statement of the ingredients and the proportions of the same of every patent, secret, and proprietary remedy; of the contents other than wine, and the alcoholic strength of every medicated wine, and a full statement of the therapeutic claims made or to be made; and a specimen of every appliance for the cure of ailments other than recognized surgical appliances be furnished to this Department, such information not to be disclosed except as hereinafter recommended, the Department to control such statement, at their discretion, by analyses made confidentially by the Government chemist.

(3) That a special Court or Commission be constituted with power to permit or to prohibit in the public interest, or on the ground of non-compliance with the law, the sale and advertisement of any patent, secret, or proprietary remedy or appliance, and that the Commission appointed for the purpose be a judicial authority, such as a metropolitan police magistrate sitting with two assessors, one appointed by the Department and the other by some such body as the London Chamber of Commerce.

(4) That a registration number be assigned to every remedy permitted to be sold, and that every bottle or package of it be required to bear the imprint "R.N." (with the number) and that no other words referring to the registration be permitted.

(5) That the Department be empowered to require the name and proportion of any poisonous or potent drug forming an ingredient of any remedy to be exhibited upon the label.

(6) That every medicated wine and every proprietary remedy containing more alcohol than that required for pharmacological purposes be required to state upon the label the proportion of alcohol contained in it.

(7) That the advertisement and sale (except the sale by a doctor's order) of medicines purporting to cure the following diseases be prohibited:—Cancer, consumption, lupus, deafness, diabetes, paralysis, fits, epilepsy, locomotor ataxia, Bright's disease, rupture (without operation or appliance).

(8) That all advertisements of remedies for diseases arising from sexual intercourse or referring to sexual weakness be prohibited.

(9) That all advertisements likely to suggest that a medicine is an abortifacient be prohibited.

(10) That it be a breach of the law to change the composition of a remedy without informing the Department of the proposed change.

(11) That fancy names for recognised drugs be subject to regulation.

(12) That the period of validity of a name used as a trade mark for a drug be limited, as in the case of patents and copyrights.

13. That it be a breach of the law to give a false trade description of any remedy.

There are other recommendations but the above are the most important. These proposals cannot of course take effect until they are embodied in an Act of Parliament. It is inevitable that any steps will be taken to introduce legislation at present, but in due course a Bill is sure to be framed to give effect to the recommendations.

### Jottings from Great Britain

*By our London correspondents*

#### Pharmacists and the War

YOU will no doubt be wondering what effect the great European War is having on pharmacists in Great Britain. The fact is that it is having surprisingly little effect except that prices of something like a hundred drugs have advanced very considerably but with this aspect I shall deal in the next paragraph. It is true that many young pharmacists have volunteered to fight and that business, especially in "side lines" is much quieter but nothing has happened as yet to cause any widespread loss or inconvenience. You could make a tour of English pharmacies, in fact, without observing any difference in the state of affairs as compared with an ordinary summer season. Of course the war is the one topic of conversation but nobody is down-hearted and everybody looks on the bright side of things. The price of food is practically normal; one or two articles are slightly dearer, but on the other hand, fruit is abnormally cheap and on the whole housekeeping expenses are unchanged.

#### The War and the Prices of Drugs

It goes without saying that one of the effects of the war has been a considerable increase in the price of drugs. Nearly all drugs are affected to some extent but especially those which are either made on the Continent or those in the manufacture of which raw material of German origin is essential. Some examples are as follows:—Acetanilide has doubled in price; acetyl salicylic acid has quadrupled; artificial benzoic acid has doubled as also has carbolic acid while permanganate of potash has trebled; gallic acid, tannic acid, bromides, cantharides, citric acid, cocaine, phenacetin, antipyrin and sulphonal are at least doubled in price. The above are only a few examples. Among drugs which have not been affected to the same extent are opium and its alkaloids, quinine, mercurials, cod liver oil, etc. Resorcin is about four times the normal price and chloral hydrate three times. There is, however, nothing in the nature of a panic and doctors have been instructed by the Government to be as economical as possible in prescribing.

Shortly after the outbreak of the war information came into the possession of the Government indicating that speculative purchases were taking place of certain drugs of value to the community, the supply of which was at present limited. The Government has therefore extended to drugs the Act which enables the Board of Trade during the present war to take possession of food-stuffs in the public interest. This Act has now been put in force to prevent holders of stocks of commodities which are in restricted supply in consequence of the war from unreasonably keeping such stocks off the market. The measure empowers the Government to require any person who is ordered so to do to give particulars of any drug of which he is the owner; the Government is also empowered to enter premises for the purpose of testing the accuracy of the information supplied by the holder, and to take possession, under certain conditions, of any supplies that are being unreasonably withheld from the market, paying the owners such price as may be decided to be reasonable. These precautions have prevented undue advances in prices. The position is well summed up by one of the leading firms of wholesale druggists who point out that:—Many articles made in this country are dependent for one or more ingredients on a country affected by the war (as Epsom salt). Many articles are manufactured or grown only in Germany and Austria, with which countries we are at war, and so cannot be replaced until the war is over (as salicylates and many synthetic chemicals). Other articles come from France, Russia and Belgium, which are in a state

of war, and in consequence the goods cannot be transported from the factories to a port for shipping (as French essential oils, Russian ergot, etc.). There is also a difficulty in getting goods from countries that are neutral (as olive oil from Italy and oil of lemon from Sicily), as exportation is precluded. Many articles have been bought up by the Government to satisfy the requirements of the Navy and Army and must remain scarce until new supplies can be either manufactured or imported.

#### The War and Synthetic Drugs

Parliament has passed an emergency Act giving facilities to British subjects to use patents granted to Germans and Austrians, and manufacturers are making provision for the manufacture of synthetic drugs and fine chemicals. The Government has also appointed a committee to consider and advise as to the best means of obtaining for the use of British industry sufficient supplies of chemical products, colors and dyestuffs of kinds hitherto mainly imported from Germany.

#### A New Bankruptcy Act.

A new bankruptcy act has just come into force which strengthens very considerably the law concerning insolvent debtors. It is enacted in one of its provisions that a foreigner, who though resident abroad carries on business in England, or is a member of a firm carrying on business in England, may be made bankrupt, thus revising a judicial decision of the House of Lords under the previous law. It makes it an offence for any insolvent person, who has on any previous occasion been adjudged bankrupt, to fail to keep proper books of account, and it makes it a criminal offence for any person who has been adjudged bankrupt to have materially contributed to or increased the extent of his insolvency by gambling or by rash and hazardous speculation unconnected with his trade. An undischarged bankrupt, who obtains credit to the extent of \$50 or upward without informing the creditor that he is an undischarged bankrupt, is liable to prosecution, and an undischarged bankrupt, who trades under an assumed name without disclosing his position, commits an offence. The new act also brings married women within the law.

#### The Late T. J. Barratt.

T. J. Barratt, managing director of the Pears' Soap business, died on April 26 at the age of 72. He was a pioneer in the modern method of advertising, and was well known in America. At the Philadelphia Centennial in 1876 there was a tendency among exhibitors to show things a hundred years old. One American house displayed a carpet that had been imported in 1776 and used until threadbare. Mr. Barratt thought he would go one better, and as he happened to have a cake of Pears' Soap which was 50 years old he put it in a glass case and with it a card on which was printed:

: . . . . . :  
: This piece of soap is half as old as the :  
: American Constitution, and twice as good. :  
: . . . . . :

At the same exposition he recalled the circumstances which led to the formation of the American Republic by having printed this contrast.

: . . . . . :  
: 1776 :  
: Import duty on tea, 6c. per lb. :  
: :  
: 1876 :  
: Import duty on Pears' Soap, 20c. per lb. :  
: . . . . . :

This, said Mr. Barrett, caused such consternation among patriotic Americans that the British Commissioner had to interfere and all the Pears' placards were taken down. It is estimated that Mr. Barratt spent \$15,000,000 in advertising during his career.

#### Working Hours for Drug Clerks.

The National Amalgamated Union of Shop Assistants, Warehousemen and Clerks is promoting a bill which provides, among other things, for a 60-hour week, inclusive of meal-times; the ultimate aim of the Union is a "48-hour working week." Unless the mood of Parliament changes vastly there is little hope that these demands will be satisfied.

## Commissioner Goldwater Explains New York City's New Narcotic Law

**In an Exclusive Interview, the Commissioner of Health Points Out the Salient Features of Section 182, and Explains the Motives Underlying Its Revision—Says Druggists Will Benefit Through Increased Prescription Business—Other Measures for Protection of the Public Health May Be Expected.**

Section 182 of the Sanitary Code of the City of New York, relative to the selling of opium and morphine and their derivatives by druggists, was amended on July 28th at a meeting of the Board of Health by the adoption of the following resolution:—

Resolved, That Section 182 of the Sanitary Code be and the same is hereby amended, to take effect immediately, so as to read as follows:

**SECTION 182.** No cocaine or salts of cocaine, alpha or beta eucain, either alone or in combination with other substances or any substance under any other name giving a physiological reaction similar to the physiological reaction of cocaine; and no opium or preparation of opium, and no morphine or salts of morphine, and no cannabis indica or preparations of cannabis indica, or the derivatives of either or any of the substances named herein, shall be held or offered for sale or sold or given away at retail, by any person in the City of New York, except upon the written prescription of a duly licensed physician, veterinarian or dentist.

Nothing hereinbefore mentioned, however, shall apply to compounded mixtures containing opium or morphine or cannabis indica or their derivatives for external use only, in the form of liniments, ointments, oleates or plasters.

Under the unrevised section, druggists were permitted to sell compounded mixtures of the above-mentioned drugs, provided the formulas were in conformity with the standards of the U. S. P. or National Formulary, and provided that the maximum dose of such mixtures did not contain more than one-half grain of powdered opium or the equivalent of its alkaloids, the opium content being plainly stated on the label of the package as dispensed. (Popular mixtures barred from counter sale.)

The revised section prohibits the druggist from selling without a prescription such common remedies as brown mixture, syrup of pine, Warburg's tincture, Sun or any of the N. F. cholera mixtures, Stoke's expectorant, and many similar preparations. Many retailers affected by this ruling deem the revised section to be a direct blow at the druggist, and some have even expressed the opinion that the revision of the section was merely done to augment the practice of physicians in New York City. It has also been held that the revised section was contrary to the spirit of the Boylan law, which permits the sale in New York State of mixtures containing not more than two grains of opium, one grain of codeine, etc., without a prescription, and that by prohibiting the New York City druggist from selling over the counter goods that could be sold anywhere in the State outside of the corporate limits of the city, a discrimination was being made against the city druggist which was unwise and unlawful as well.

In order to present in a fair and unbiased manner the motives actuating the revision of this statute, the ERA requested an interview with Commissioner Goldwater on the subject, which request was courteously and immediately granted. In addition to the general statement which Commissioner Goldwater made he referred to Deputy Commissioner Haven Emerson for full information as to the circumstances which produced the revised section. Deputy Commissioner Emerson having been in charge of the work which resulted in the revision.

### The Reason for the New Ordinance

Deputy Commissioner Emerson said, in commenting on the Section:—

"The conservation of public health is the ever-increasing aim of the Board of Health, and the revision of section 182 was made solely with that idea in view. The American people have been falsely educated away from reliance upon the physician for competent advice and attention in minor ailments, and the resulting habit of self-medication is leading

to harmful and dangerous results. We believe that the man who is sick needs the doctor first, and the druggist afterwards, and that much unnecessary suffering and economic waste through illness would have been prevented had the sufferer gone to a physician when he first noticed the symptoms of his disease, instead of depending on self-medication until the disease had progressed so far that prompt and strenuous work was often necessary on the part of the tardily-called physician to prevent chronic illness, or possibly death.

"As regards the so-called home remedies, affected by this ruling, such as brown mixture, Stoke's expectorant, syrup of white pine, etc., we believe that the opium or morphine content makes these preparations dangerous unless taken under the supervision of a physician. A tablet of brown mixture contains 1/25 of a grain of opium. The druggist tells the purchaser to take a tablet every hour or so until relieved. Many people argue that 'if one is good, two are better,' and the patient takes a tablet as often as he thinks about it, possibly every half-hour, until in the course of a day he has taken twenty-five or thirty tablets, and goes to bed at night practically doped from the grain or more of opium he has taken during the day. The use of paregoric in the treatment of children's ailments is liable to be pernicious, unless given under and according to physician's advice, and the child's health suffers through the constant sedative action of the drug which his mother buys by the bottle and administers by the spoonful whenever he cries. Paregoric fiends are by no means uncommon, and any drug that is capable of producing an appetite for it is best kept away from free access by the general public.

"Some two or three years ago the hospitals in New York City gave up the use of opium entirely, and substituted other less harmful sedatives because of the insidious action of the drug.

"This revised section will in a large measure awaken the public mind to the dangers which lurk in the use of mixtures containing habit-forming drugs. The Pure Food and Drugs Act did more to arouse people to the dangers in the use of artificially colored and preserved foods, and alcohol-saturated preparations, than did all the hygienic movements of the previous twenty years. So will this statute, properly enforced, awaken people to the fact that mixtures with an opium or morphia content are injurious and should be shunned. The revised statute does not cause any loss of sales to the druggist, by prohibiting him from selling the common remedies to which reference has been made. For instance, Warburg's tincture, containing opium, cannot now be sold over the counter, but Warburg's tincture, without opium, can be sold to anyone asking for it. This preparation, with and without opium, has been freely sold to the public heretofore, as has the same tincture with and without aloes. If this preparation has been prepared and used successfully without the opium content, then these other mixtures can be prepared without the sedative ingredients, and lose nothing of their real therapeutic value, so that under the new ruling, when a man asks for brown mixture tablets, he can get a bottle of tablets, without opium, which will have just as much effect on his cold as though the opium were present. He will not be doing the wisest thing, which would be to obtain medical advice in the treatment of his cold, but he will at least be taking a medicine which, whether it helps him or not, cannot harm him through its sedative or habit-forming content."

### Commissioner Goldwater Explains the New Ruling

Commissioner Goldwater reiterated the idea expressed by Deputy Commissioner Emerson concerning self-medication and its prevention. "The general intent," he said, "of the revised section is to curtail to some degree the promiscuous and dangerous self-medication so common in this country at the present time, a habit which is one of the most deadly factors in existence against a better public health. For example, a

man may be suffering from an incipient tubercular affection, and he develops a cough. He goes to the druggist, who gives him one of the popular cough mixtures, which probably contains opium or morphine. The mixture may ease the cough, and allay the pain, but the tubercular infection is growing worse all the time, and when the man finally goes to a physician he has passed from the curable to a more advanced stage, and the final result of his delay may be death. If this man were discouraged from buying medicines without a prescription he would have gone to a physician in the first instance, and might then have received advice and treatment which would have resulted in the arrest of his disease while still in the early stage of its development. The manufacturers of many of the mixtures affected by the revised section claim that the opiate content in their remedies is so small as to be negligible. If this is so, then of what value is its presence in the formula? But if, as it is more logical to believe, the opiate is present to such an extent that its influence is felt, then these remedies are dangerous because they mask the symptoms of the disease by allaying pain, and every physician knows the value of pain as a guide in diagnosis. Besides this, I believe that the continued use of a mixture containing opium or some similar drug will result in a drug-habit.

#### Boylan Law and Revised Statute do not Conflict

"The revised section in no way conflicts with the Boylan law, which is the law under which the general practice of pharmacy as regards the sale of opiates is regulated throughout the State. The Boylan law does not state that a druggist shall be allowed to sell opium-containing mixtures without a prescription, but it merely says that this particular law does not forbid him to do so. The Board of Health has the right to make such regulations for the promotion of public health in its jurisdiction (New York City) as it may see fit, and it may impose local regulations and requirements in addition to those stated in the statutes of the Commonwealth. This section cannot be construed as being discriminatory from the point of view of the city; it does discriminate between the city and the rest of the State, but so also does every local or municipal ordinance. Such discrimination is, in its essence, home rule. While the ordinance prevents the New York City druggist from selling mixtures that his confrere in Buffalo, for instance, can sell, still the city druggist is able to assure his customer that any remedy which is sold over the counter cannot induce a drug-habit of any sort, and the increased confidence in the customer's mind relative to the harmlessness of the remedies he buys will be of great value to the druggist.

"Section 182 was revised only after careful consideration of all sides of the question, and full opportunity was afforded druggists and manufacturers to present their own viewpoints. Does the New Law Foster Unnecessary Red Tape?"

"Isn't it true," the Commissioner was asked, "that a man often goes to a physician, suffering from a cold, and the physician, after a cursory examination, writes a prescription for one of the mixtures affected by this section, so that the man gets the same medication he would ordinarily have gotten, but is forced to pay 'prescription prices' for it, plus the doctor's bill?"

"That is true," the Commissioner replied, "in the case of some physicians who are derelict in their duty and for whom their brother practitioners have the profoundest contempt. No physician worthy the name will offer any medical advice until he has made a thorough examination of the patient, and while many mixtures containing opiates are prescribed, and very legitimately so, the point is that the patient does not use these opium-filled mixtures until the physician tells him to do so, and the physician, knowing what the man is taking, can keep proper watch over him, so that no untoward effects will result from the medication.

"It has been suggested that by thus forcing a man to go to a physician we are gradually building up a monopoly for physicians, to the detriment of the druggists, and the financial benefit of the physician. Nothing could be more misleading. Monopolies have been the target of most of the important federal laws which were passed during the last few years, and if this measure was monopolistic in idea or execution it would be wiped off the statutes in much less time that it took to adopt it. Of course, if this section encourages patients to consult physicians, the druggist will profit equally through

the increased business in the prescription department, but the purpose of the law is purely benevolent and not economic. Again, if sufferers adhere to the practice of self-medication, and ask for brown mixture tablets, for instance, they will either get the tablets without the opium, or else will buy some other cold tablet which contains no opiate. In that case we have at least prevented the patient from drugging himself with a mixture in which habit-forming dangers lurk.

"The use of sedatives of any kind, without proper medical supervision, is dangerous to a degree, and if the citizens at large do not know the deadly effect of opiate-containing mixtures, then the health officials should see that they are educated into that knowledge, and also that they are protected against their own ignorance, if you please, while they are being educated.

"The whole idea of the revision of the section may be summed up thus: We believe, indeed, we know, that promiscuous self-medication is pernicious, is fraught with grave danger, and we would like to see it eradicated, in the interests of a better and more stable public health. But since we cannot do away with this insidious evil, we can at least restrict self-medication to those mixtures which do not contain habit-forming drugs, and thus protect the people who are enmeshed in the doubtful practice of self-medication from the danger that, perhaps unknown and unseen to most of them, lies ready to strike at health, happiness and life."

#### Retailers' Co-operation Necessary to Enforce the Law

When asked concerning the steps that would be taken for the enforcement of this statute, Commissioner Goldwater stated that he depended upon the co-operation of the druggist to make it a success. "We know that the law must have the hearty support of the retailer if it is to accomplish the object for which it was created," he said, "and I am confident that every rightminded man in the drug trade will lend his aid toward this end. The drug inspectors will of course watch for violations, and will have offenders arrested, the same as offenders against the cocaine law are apprehended, but we hope that the druggist will realize the great public good engendered by this measure, and that arrests for violations will be few and far between."

While Commissioner Goldwater was not definite upon the question of the immediate rigid enforcement of the law, Deputy Commissioner Emerson stated that there was no desire on the part of the Board to work a hardship upon the druggist who was stocked up with the remedies in question. He also stated that the manufacturers of proprietary and other remedies containing opiates had been notified of the provisions of the revised section, even before it was enacted into law, so that they had ample time to change their formulas so as to conform to the new ruling in their preparations intended for counter sale. "We want every druggist," said Dr. Emerson, "to work with us in the education of the public, and to lend his efforts to the great campaign which the Board is making for better and more lasting public health. This revision is but the first of a number of educative and protective measures which we hope to see in effect,

#### New U. S. P. May Be Ready in July, 1915.

In reply to a letter from the ERA, asking whether the European War would have any effect upon the publication of the Ninth Revision of the U. S. P., as it had held up the issuance of the new British Pharmacopoeia, the following letter was received from Professor Remington, under date of September 23rd: "The British Pharmacopoeia has been printed and is all ready for distribution, but has been held up at the last moment by the declaration of war. I am unable to tell at this time how soon the embargo will be lifted.

"The revision of the United States Pharmacopoeia is proceeding regularly and steadily. The printing of the Appendix and Tables is practically finished and the regular printing of the text will begin next week. If no unforeseen events occur, the correction of the proofs and other work should be completed by March 1st. Three or four months must then elapse before the new Pharmacopoeia will be in force. This will probably make the date July 1st, 1915; but this date cannot be announced officially because we are not sufficiently advanced to say anything more than that this outlook is tentative.

"Very truly yours,

"JOSEPH P. REMINGTON."



## BOOKS REVIEWED

**REPORT OF THE COMMISSIONER OF EDUCATION** for the year ended June 30, 1913. In two volumes. Vol. I, 931 pages; Vol. II, 700 pages. Washington, Government Printing Office.

An examination of these volumes shows that they constitute a fairly complete resumé of the progress of education in the United States for the period under review and a record of the most important events connected with the progress of education in other culture countries. An interesting fact shown by the statistics reported is that the number of pupils of all ages enrolled in the public schools was 18,182,937, which was 72 per cent. of the total estimated number of children of school age, and a slight increase over the previous year. Reduced to comparative figures, by taking the daily attendance throughout the country, it would appear that the average number of days of schooling for children of school age was only 90, in the words of the Commissioner, "a dangerously small amount of schooling for the future citizens of our democratic Republic."

The statistics relating to professional schools show a decrease in number as compared with the previous year, the decrease being greatest in schools of medicine, a net loss of 7 schools and 1214 students, 6 per cent. of the total number of schools and 7.6 per cent. of the total number of students. The dental schools decreased by four in number, with an increase of \$25 in the number of students. In the schools of pharmacy the statistics remain, relatively, the same, the 75 schools reporting having a total of 784 instructors, and 5938 men and 277 women students. The total number of graduates for 1913 was 1813, 73 of whom were women. From the general summary of statistics of professional schools, the following data relating to colleges of pharmacy are of interest; value of grounds and buildings, \$2,211,763; endowment funds, \$205,000; benefactions, \$54,284; total income, \$510,251; volumes in library, 105,434.

**CASPAR'S TECHNICAL DICTIONARY.** English-German and German-English. Compiled by C. N. Caspar, 6x4½ inches. 264 pages. Cloth, \$1.00. C. N. Caspar Co., Milwaukee, Wis.

The character of this book is very accurately described by the above title, the definitions given covering the most important words and terms employed in technology, engineering, machinery, chemistry, navigation, shipbuilding, electro-technics, aviation, etc., particular attention having been given to the selection of words and phrases that have been coined within recent years and which have found their way into technical literature. As a handy word book for the American reader of technical literature in German, this dictionary will be found most serviceable, and it well supplements any large or small general dictionary of the languages named. It should prove of value to the pharmacist.

**ART OF COMPOUNDING.** A text-book for students and a reference book for pharmacists at the prescription counter. By Wilbur L. Scoville, Ph.G., formerly professor of theory and practice of pharmacy in the Massachusetts College of Pharmacy; member of the Eighth Committee of Revision of the U.S.P., etc. Fourth edition, revised and enlarged with 76 illustrations. 8vo., 390 pages. Cloth, \$3.00. Philadelphia. P. Blakiston's Son & Co.

Previous editions of this book have been of such a high standard that they have held first place in the libraries of dispensing pharmacists and on the prescription counter for everyday use. As a text-book, this new edition is sure to commend itself to students in colleges and more especially, those who are preparing for board examinations in practical dispensing pharmacy. The author has apparently kept in touch with the latest developments in the various fields related to prescription compounding, as is shown by his treatment of colloid chemistry in relation to dispensing, antiseptics and the parenteral administration of remedies in ampoules, emulsions from the phyto-chemical point of view, biological products, etc. The book contains a very large number of prescriptions representing various difficulties that have been encountered in compounding. These prescriptions are intelligently discussed and methods given wherever possible for overcoming these difficulties. For the purpose of adding interest to the study of individual prescriptions, the author has compiled and presents some 225 prescriptions from State Board examinations, the idea being to show the applicant for registration just the kind of prescriptions he is likely to meet when he undertakes an examination. The book is emi-

nently practical and is intended to familiarize the compounder with the underlying principles of a large number of problems that confront him in his work. We are sure it will answer most of the questions the compounder wants answered in this particular field.

### Van Schaack & Sons Price Current

This volume, the annual catalogue of Peter Van Schaack & Sons, the "Old Salamander Drug House," of Chicago, marks the 44th consecutive year of publication. Like its predecessors, it shows evidence of careful preparation and a comprehensive knowledge of the average druggist's wants, both in the number of articles listed and the classes of goods carried by jobbers. The classification of the different departments is carefully indicated at the top of each page, and this arrangement, supplemented by a very comprehensive index, enables the user of the book to locate easily any item named in the pages. An inspection of the book confirms Peter Van Schaack & Sons' claim that the book "is carefully revised each year, the items and lines for which a demand has ceased being eliminated, while those new and of interest to the progressive druggist have been embodied."

### Roure-Bertrand Fils' Bulletin

The April, 1914, Bulletin, issued by the well-known house of Roure-Bertrand Fils, producers of essential oils, Grasse, France, comes to hand replete with information relating to the scientific investigation and industrial conditions of the perfume industry throughout the world. Part I contains a resumé of the scientific work done by the company's own experts; Part II consists of an industrial review of the entire industry, while Part III is a review of recent publications and investigations on perfumes and essential oils, constituting a very complete bibliography of the present-day literature of the subject. The Bulletin is embellished with three full-page illustrations in color and reproducing exhibits shown at the Agricultural, Horticultural and Industrial Exposition held in Grasse last March and April. There are also page plates showing exterior and interior views of Roure-Bertrand Fils' works for extraction with volatile solvents.

### Analysis of Printing Inks

A procedure of analysis of printing inks has been developed by the Bureau of Standards, Department of Commerce, which, during the years in which it has been used, has been found to be very satisfactory. Technologic Paper Number 39 is devoted to the subject. By means of suitable solvents, the ink is divided into two parts—oil and pigment. The oil fraction is analyzed for unsaponifiable matter and rosin. The former may consist of mineral oils, or the hydrocarbon portion of rosin oil. A qualitative test for rosin oil and rosin is given. The analysis of the pigment fraction will depend very largely on the color of the pigment. Methods are given for the determination of the principal constituents of the more common inks, such as black, red, blue, green, etc. The paper contains a brief discussion of the relation of aniline dyes in the inks to the paper. This covers the question of the permanency of the blue dyes used to neutralize the yellow color of the oil, and emphasizes the necessity for a careful selection of the dyes to be used. Several methods for the determination of the permanency to light of the various colored pigments are given.

A few special tests for some abnormal constituents of ink are given. They are not considered to be very important. Figures are given showing how closely one may expect duplicate determinations on the same sample to check, based on the experience of this Bureau during the past two or three years. It is claimed that these checks are at least as close as the manufacturer can duplicate his ink and may therefore be considered satisfactory for practical purposes.

### Liquid Tar Soap

Tar .....	200 grams
Oleic acid .....	400 grams

Mix, warm slightly, and filter. Then warm the filtrate on a water-bath and neutralize the acid by adding an alcoholic solution of potassium hydroxide. Then add 100 grams of alcohol, a small amount of olive oil, and bring the weight of the finished product up to 1000 grams by the addition of glycerin.



# SELECTED FORMULAS



## Syrup of Lactophosphate of Lime, Iron and Manganese

Calcium lactophosphate	1.00 gram
Iron lactate	0.25 gram
Manganese lactate	0.05 gram
Distilled water	3.70 grams

Dissolve in water and add

Simple syrup	60.00 grams
Oil of lemon	1 drop

Mix.

## Elixir of Condurango with Peptone.

Fluextract of condurango	100.00 grams
Wine	45.00 grams
Dried peptone	2.00 grams
Aromatic tincture	2.00 grams
Tincture of ginger	0.50 gram
Tincture of orange peel	1.25 grams
Acetic ether	5 drops
Tincture of vanilla	2 drops

Mix.

## Tar Shampoo Liquid.

Green or soft soap	12 ounces
Potassium carbonate	2 ounces
Oil of tar	2 fl. drams
Alcohol	16 fl. ounces
Water, enough to make	64 fl. ounces

Mix all and dissolve, let stand a few days and filter

## Hard Tooth Soap.

Precipitated chalk	2 drams
Carmine	3 grains
Powdered soap	5 drams
Oil of peppermint	10 drops
Alcohol	45 minims

Triturate the carmine with a few drops of ammonia water and add the precipitated chalk. Dissolve the oil of peppermint in the alcohol; add the solution to the soap contained in a mortar and thoroughly incorporate; then add the precipitated chalk and when the whole is homogeneous transfer to suitable moulds and dry.

## Lotion for Sweaty Hands.

Boric acid	11½ drams
Borax	½ ounce
Salicylic acid	1½ ounce
Glycerin	3 ounces
Alcohol	3 ounces

Dissolve the solids in the liquids of the mixture and apply to the hands three times a day.

## Spray for Dry Catarrh.

Eucalyptol	2 fl. drams
Oil of cassia	40 minims
Oil of gaultheria	40 minims
Menthol	40 grains
Liquid petrolatum	4 fl. ounces

Mix and use in an oil nebulizer.

## Cucumber Cream.

White wax	3 ounces
Spermaceti	3 ounces
Benzoinated lard	8 ounces
Cucumbers	3 ounces

Melt together the wax, spermaceti and lard, and infuse in the liquid the cucumbers, previously grated. Allow to cool, stirring well; let stand a day, remelt, strain, and again stir the "cream" until cold.

## Poison Fly Paper.

Quassia chips	150 parts
Cobalt chloride	10 parts
Antimony tartrate	2 parts
Tincture of pepper	80 parts
Water	400 parts

Boil the quassia chips in the water until the volume of the latter is reduced one-half. Add the other ingredients and with the resulting mixture saturate paper, which dry.

## Graphite Stove Polish.

Ceresine	12 parts
Japan wax	10 parts
Oil of turpentine	100 parts
Best lampblack	12 parts
Levigated graphite	10 parts

Melt the ceresine and wax together, remove from the fire, and when half cooled off, add and stir in the graphite and lampblack, previously mixed with the oil of turpentine.

## Hand Cleaner.

Powdered castile soap	5 ounces
Pumice powder	½ ounce
Kaolin	7½ ounces
Sodium perborate	3½ ounces

Mix. Only a little water is required with the smallest quantity of the powder to thoroughly clean and bleach the hands.

## Peruvian Bark Dentifrice.

Powdered Peruvian bark	2 ounces
Powdered ammonium chloride	½ ounce
Powdered orris root	1 ounce
Powdered catechu	6 drams
Powdered myrrh	6 drams
Oil of cloves	5 drops

Mix and sift.

## Pile Ointment.

Zinc oxide	160 grains
Boric acid	160 grains
Oil of camphor	2 ounces
Distilled extract of witch hazel	1 ounce
Lanolin	4 ounces

Mix.

## All-Round Wound Salve

Fresh lard	16 ounces
Dry white lead	3 ounces
Dry red lead	1 ounce
Yellow beeswax	3 ounces
Black rosin	2 ounces

Mix, melt and boil for 45 minutes, then add—

Common turpentine	4 ounces
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Boil for three minutes and cool.

Apply locally to cuts, burns, sores, ulcers, etc. It first draws, then heals.

## Anti-Frost Solution for Windows

Apply to the window glass a mixture consisting of 55 parts of glycerin dissolved in 1000 parts of 62 per cent. alcohol, containing, to improve the odor, some oil of amber. As soon as the mixture clarifies, it is rubbed over the inner surface of the glass. It is claimed that this treatment not only prevents the formation of frost, but also stops sweating.

## Peroxide Face Bleach

(1)

This consists of two powders—a citric acid powder and alkaline powder to be applied separately for one treatment. The alkaline powder is made as follows:

Sodium perborate	90 per cent.
Zinc peroxide	10 per cent.

Sprinkle a little of the acid on a wet sponge and apply to the face. Then, while the surface is still wet, apply the alkaline powder with a puff.

(2)

The following mixture is less troublesome to use and gives quicker results:

Starch	50 parts
Citric acid	25 parts
Zinc peroxide	10 parts
Sodium perborate	15 parts

Mix. Apply with a puff to the moistened surface. (*Am. Dr.*)



# FOREIGN ABSTRACTS

## NOTES FROM EUROPEAN LABORATORIES

### General Assay Methods—Ointment of Potassium Iodide—Syrup of Iodotannin—Milk Preservatives—Enzyme Syntheses

THE Abstracts for this month deal mostly with analytical methods, including assay methods for digitalis and nuxvomica, the determination of caffeine in coffee, the estimation of acetone in urine, and of free and total cholesterol in fats. Two papers take up ointment of potassium iodide, one describing a method for preparing a stable, colorless product, and the other giving a simple assay method for it. Glycerin heated to above 100° is highly recommended as a sterilizing agent. Attention is called to the fact that potassium dichromate, formaldehyde, and carbolic acid are all unsuited for use as milk preservatives when taking samples, unless the milk is absolutely fresh to begin with. Bourquelot reports his results with the syntheses of two new glucosides, derived from the glycols of meta and para-xylene.

The European war has interfered to a great degree with the publication of the foreign drug journals, as is to be expected. Since August 1 only one copy of a French journal of any sort has been received, while two of the leading German journals have not sent us any copies. The Berlin *Apotheker Zeitung* has reduced one of its semi-weekly editions to a single four-page form.

#### Assay Methods for Digitalis—

After a thorough investigation, Rapp states that the Hale method of physiological assay of digitalis is far preferable to the Focke method, and on account of its simplicity, and because we know no more accurate method, should be adopted in the new pharmacopoeias. The attempt was made to utilize some of the enzyme reactions of the leaves as a measure of the strength. The peroxidase reaction, with the guaiac reagent, shows that the drug has been properly collected, and dried, and not subjected to too high a temperature. The quantity of sugars formed by ferments and hydrolysis also gives some indications of the value of the leaves, but is not trustworthy, since the sugars themselves may be broken down by other ferments and bacteria in the drug, thus giving false results. The toxic strength of digitalis cannot yet be determined by chemical methods in any accurate or moderately rapid way, but may be accurately evaluated by the physiological method. Corvult, said to be a digitalis preparation freed of its enzymes by heat, is not such, but is made by the action of chemicals. It was shown that enzyme action causes the toxicity of moist leaves to diminish slowly but constantly. On heating in an autoclave to 105°, an enzyme-free drug is obtained, which will later conserve its strength when moist. The gastric effects are the same as with the unsterilized drug. (Rapp, *Schweiz. Apoth. Ztg.*, 1914, p. 321.)

#### Determination of Potassium Iodide in Ointments—

In a small beaker or wide-mouthed flask treat 2 g. of the ointment with 50 cc. of hot water, melt the fat over a small flame, whirling the beaker continuously, and set aside to cool. Filter the aqueous solution through a pledget of cotton into a 200 cc. flask, and wash three times with 5 cc. of water. Add 5 g. of solution of ferric chloride, and set aside for three hours, protected from light. Acidify with 10 cc. of official (D. A. B. V.) phosphoric acid, bring the separated iodine into solution with 1.5 g. of potassium iodide, and titrate immediately with decinormal thiosulphate solution, using starch as indicator. (Darge, *Apoth. Ztg.*, 1914, p. 749.)

#### Determinations of Esters in Essential Oils—

Behal has recommended that the determination of esters in essential oils be carried out in sealed vessels, as otherwise losses occur through volatilization of certain constituents. Niviere, on the other hand, finds that the classic methods give quite concordant results, and that closed vessels cannot be used, since they give too high values. The high results are not due to the action of the alkali on an alcohol, like linalool,

but apparently to a mutual action of the aldehydes present. (Niviere, *Bull. Soc. Chim.*, 1914, p. 677.)

#### Decolorized Tr. Iodine—

This preparation, according to the British Codex, is made by dissolving iodine in alcohol, and adding ammonia water. The iodine color disappears from the solution, a dark colored precipitate being thrown down, which is found to be iodide of nitrogen. After standing a day or two, the brown precipitate disappears, and after two or three weeks of standing in the sunlight or in a warm place, the solution fades to yellow, due to iodoform. About half of the iodine is changed at once into ammonium iodide. Hydrolysis of the nitrogen iodide produced ammonium hypoiodite in small amount, which later seems to oxidize some of the alcohol. The finished tincture contains ammonium iodide with an excess of ammonia, about 0.1 per cent. of iodoform, and traces of acetaldehyde, ammonium iodate, and hydroxylamine. The therapeutic value of the tincture must be practically nil. (Pratt, *Pharm. J.*, Vol. 93, p. 130.)

#### Colloidal Sulphur—

This preparation is made by the action of hydrogen sulphide gas on dilute solutions of sulphurous acid, whereby the solution becomes charged with polythionic acids, while flakes of sulphur are formed which are rendered insoluble by the acids. The deposit of sulphur is separated, diluted with pure water, and dialyzed in order to free it from acids, etc. The colloidal material is left on the dialyzer as a whitish yellow emulsion. It must be protected from air, and its action is much more intense than that of the other forms of sulphur. (Robin, *Repert. Pharm.*, 1914, p. 161; through C. A.)

#### Colorless Oint. Pot. Iodide—

If the ointment is prepared by mixing solutions of potassium iodide and sodium thiosulphate, it soon turns yellow. But if the solutions of the salts are mixed separately with the fat, no color change takes place. The formula and method recommended are as follows: Melt 165 g. of lard at the lowest possible temperature, and allow it to cool in a porcelain mortar by standing overnight. Dissolve 20 g. of potassium iodide in 14 g. of water which has been boiled and cooled, and make another solution of 0.25 g. of thiosulphate in 1 cc. of water. Then incorporate these salt solutions with the fat, adding the thiosulphate first. The formula makes 200 g. of 10 per cent. ointment. (*Schweiz. Apoth. Ztg.*, 1914, p. 325.)

#### New Biochemical Syntheses—

The latest compounds of the glucoside series to be synthetically prepared by Bourquelot are the beta forms of the mono-glucosides of glycols corresponding to m- and p-xylene. The glycols were prepared from the xylene dibromides, by saponification with potassium carbonate. The synthesis reaction was carried out in a solution of aqueous acetone, containing the glycol, glucose, and emulsin. No attempt was made to attain equilibrium, which would not have been reached for several months. The excess of glucose was destroyed in the usual manner, by means of yeast, and the glucoside was extracted with ether. The meta compound crystallizes in very fine needles, slightly bitter, and very soluble in water. It softens and melts at 85-95 deg. One molecule of water of crystallization is present. The glucoside does not reduce Fehling's solution, but is hydrolyzed by dilute acids and by emulsin. The molecular rotation is -46.9 deg. The para compound forms prismatic plates, melting at 157-158 deg. It is also laevorotatory, the rotation being -50.5 deg. The other properties closely resemble those of the meta glucoside. (Bourquelot and Ludwig, *J. Pharm. Chim.*, 1914, p. 111.)

#### Sterilizable Rubber Plaster—

Klinoplast, devised by Engelbrecht, is a rubber plaster having the advantage of being sterilizable by live steam, without losing its adhesiveness. The interior face of the plaster is covered with a fabric of large mesh, made of coarse threads, easily permitting the passage of water vapor. After sterilization, it is separated from the plastic mass. Bacteriological tests have demonstrated that the sterilization is perfect, not

only for the surface, but also for the interior of the plaster. (Engelbrecht, *Centralblatt für Chir.*, 1913, No. 51.)

#### Protein-Free Emulsion—

Ohta recommends the following method to obtain an emulsion free of protein substances: Commercial emulsion is digested with one-tenth its weight of pancreatin, in the presence of 100 times its weight of slightly alkaline water containing ammonia. A large amount of protein material passes into solution during the digestion, and the solution is then dialyzed, concentrated, and the emulsion thrown out by alcohol. The product is a little more active than ordinary emulsion, and contains calcium, magnesium, and phosphorus. On hydrolysis it gives a reducing substance. It hydrolyzes amygdalin and salicin, but the ferments which usually accompany emulsion are absent. (Ohta, *Biochem. Z.*, 1913, p. 329.)

#### Caffeine Determinations in Coffee—

In order to avoid the inaccuracies or inconveniences of the methods hitherto proposed, Fendler and Stüber have devised a new method for this determination, in which the caffeine is purified by means of strong oxidizing agents. Coffee powder which passes a 1 mm. sieve is used. Ten g. are shaken 30 minutes with 200 g. of chloroform and 10 g. of ammonia water. After passing part of the menstruum through a filter, until it runs perfectly clear, 150 g. are filtered off, corresponding to 7.5 g. of substance, evaporated in a roomy flask, and the last traces of chloroform blown out. The residue is treated with 80 cc. of hot water, digested on the water bath, and cooled. With roasted coffees, this aqueous solution is treated with 20 cc. of 1 per cent. permanganate solution, while raw coffees require 10 cc. The mixture is allowed to stand at ordinary temperature for 15 minutes. Then add sufficient 3 per cent. hydrogen peroxide solution, containing 1 per cent. of acetic acid, to reduce the excess of permanganate, from 2 to 4 cc. usually sufficing. After all reddish color is discharged, place on the boiling water bath, and continue to add the acid peroxide solution until the mixture does not become lighter in color. Cool, filter, and wash the filter with cold water. Shake out the filtrate, which should amount to about 200 cc., once with 50 cc. and three times with 25 cc. of chloroform. Unite the shakings in a weighed flask, evaporate, and dry to constant weight. Weigh the residue as caffeine. (Fendler and Stüber, *Z. Nahr. Genussm.*, 1914, p. 9.)

#### Glycerin for Sterilizing Purposes—

Seiffert and Spiegel have shown experimentally that a glycerin bath heated to 120 deg. answers all requirements as a sterilizing medium. All bacteria are killed by it in a very short time, since the antiseptic action of the glycerine is added to the effect of high temperature. The liquid is easily removed from the instruments, which it does not attack in any way. Its widespread use for such purposes is to be recommended. (Seiffert and Spiegel, *Centralblatt f. Bakteriologie*, 1914, p. 518.)

#### Preservatives in Milk Samples—

Several authors have recently called attention to the unsuitability of phenol and potassium dichromate as preservatives in milk samples, unless the milk is perfectly fresh to begin with. Van Ketel reaches the same conclusion, and adds formaldehyde to the list. Five hundred cc. of milk were treated with 20 drops of formaldehyde solution, and the fat content determined from time to time. In five weeks, according to the Rose-Gottlieb method, the percentage of fat dropped from 3.16 to 1.73. With the Gerber method, the figures were higher, but the fat was dark colored. The formaldehyde apparently enters into combination with the albuminous substances of the milk, and becomes inactive. It was also shown that perfectly fresh milk remains unchanged much longer than old milk, which already contains organisms which cannot be subsequently rendered harmless by the preservatives. (Van Ketel, *Apoth. Ztg.*, 1914, p. 708.)

#### Assay of Nux Vomica—

For the determination of total alkaloids the author recommends a method based on precipitation by silico-tungstic acid. The silico-tungstate of strychnine forms a brown powder, insoluble in cold water, slightly soluble in hot water, and not affected by acids. When calcined it leaves a yellow or greenish residue of silicic and tungstic acids. The formula shows that it consists of 12 molecules of tungstic anhydride, 1 of

silicon dioxide, 4 of strychnine, and 12 of water. The alkaloids are extracted by a mixture of ether and chloroform, taken up in nitric acid solution, and thrown down by silico-tungstic acid. The precipitate is collected in a filter, washed, ignited, and the residue weighed. The weight multiplied by 0.498 gives the amount of alkaloids. (Azadain, *Ann. Chim. Analyt.*, 1914, p. 164; through *Pharm. J.*)

#### Determination of Acetone in Urine—

The urine is distilled with a few drops of hydrochloric acid, and the distillate treated with iodine and potassium hydroxide. The iodoform thus produced is collected, carefully washed until free from uncombined iodine, and then boiled with the filter with silver nitrate and fuming nitric acid, using a reflux condenser. The silver iodide is dissolved in ammonia water, the solution filtered, and the insoluble iodine again precipitated by adding nitric acid, after which it is collected, dried and weighed in the usual manner. Each g. of silver iodide represents 0.1171 g. of acetone. (E. and L. Sobel, *Pharm. Zentralhalle*, 1914, p. 588; through *Pharm. J.*)

#### Modification of Kjeldahl's Method—

The new method makes use of the catalytic action of vanadium oxide. The digestion is made with sulphuric acid, potassium sulphate, and a small amount of vanadium pentoxide. The modification is recommended where the Gunning method cannot be applied, or only with difficulty; or in cases where the use of mercury as a catalyzer would give rise to mercury-nitrogen compounds that are not decomposed by alkali. Ammonia does not appear to be retained by vanadium, even when the latter is present in quantity. (Marino and Gonnelli, *Atti dei Lincei*, 1914, p. 523; through *Pharm. J.*)

#### Iodine in Syrup Iodotannin—

Additional proof that the iodine in syrup of iodotannin exists in the state of hydriodic acid, and not as a combination with tannin, is furnished by recent experiments of Debreuil. If the syrup is dialyzed through a vegetable membrane, no trace of tannin compounds passes through, while the dialysate contains a large amount of hydriodic acid, these two points being proved by the facts that although there is no color change with ferric salts, yet the solution is acid, is precipitated by silver nitrate, forming silver iodide, liberates iodine when treated with chlorine water, etc. On evaporation and calcination, no residue remains. The syrup, treated with sodium chloride, and evaporated in a vacuum, gives free hydrochloric acid, to the extent of about 25 per cent. of the theoretical. Finally, when the syrup is treated with pure zinc carbonate, free of chlorides, all the iodine passes into solution as iodide of zinc, without any trace of tannic compounds being formed, which can only be explained on the supposition that free hydriodic acid is present. The use of zinc carbonate or a mixture of calcium carbonate and zinc sulphate, furnishes a choice method for assaying the syrup, the solution of zinc iodide being titrated with silver nitrate volumetric solution in the usual manner. Debreuil, *Bull. Sci. Pharmacolog.*, 1914, p. 409.)

#### Estimation of Cholesterol—

For free cholesterol dissolve 20 g. of the fat in 200 cc. of a mixture of equal parts of ether and petroleum ether. For total cholesterol saponify 20 g. of fat by boiling for 15 minutes with 40 cc. of 20 per cent. alcoholic potash solution, wash into a separator with water, liberate the fatty acids with hydrochloric acid, and shake out with 200 cc. of the ether-petroleum ether mixture. Wash the shakings several times with water and dry with dried sodium sulphate. To each of the ether solutions add 10 cc. of a 1 per cent. solution of digitonin in absolute alcohol, and allow to stand a short time. Add water a few drops at a time, shaking violently, until not more than 2 or 3 cc. have been added. Allow to stand until the precipitate settles, and then decant the mother liquid through cotton. Test to see if precipitation is complete. Wash the crystals with the ether-petroleum ether mixture, adding a little water. Dry the precipitate on the water bath, and then dissolve in 50 cc. of hot alcohol. Dilute the alcohol to 90 per cent., cool, and allow to stand 2 hours. Evaporate a little, filter through a tared Gooch, wash with 90 per cent. alcohol, dry, and weigh. The crystals consist of equal molecules of cholesterol and digitonin ( $C_{27}H_{46}O_2$ ,  $H_{34}O_{28}$ ). (Klostermann and Opitz, *Z. Nahr. Genussm.*, 1914, p. 713; through *C. A.*)

? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

**Formaldehyde Disinfection**

(J. D. Co.)—"What is the proper proportion for mixing permanganate of potassium with 40 per cent. formaldehyde solution for disinfection in connection with contagious diseases?"

As given by the various authorities, the proportions of the substances named vary somewhat, but the process outlined by the New Hampshire State Board of Health and required by law to be used by local boards in that State is as satisfactory as any. It is as follows:

- Potassium permanganate ..... 6½ ounces
- Solution of formaldehyde (40%)..... 1 pint

The quantity of formaldehyde evolved is sufficient to disinfect 1,000 cubic feet of space. It is used after carefully sealing up all openings of the room or other place to be disinfected, and exposing as much as possible all clothing, bedding, or other contents of drawers, closets, etc. For generating the gas one large, flaring pail is the only apparatus needed. The pail should be not less than the ordinary water pail of ten or twelve quarts in size, and under it should be placed a few newspapers or a piece of old carpet, so that in case it should overflow or spatter during the intensely rapid effervescence which takes place, the floor may be protected. A wooden or indurated fiber pail is better for the purpose than one made of metal, as it retains the heat which is evolved and which is essential to the best results. When all is in readiness, place the potassium permanganate in the pail, then pour the solution of formaldehyde upon it. The operator will be obliged to leave the room almost instantly, on account of the rapid formation of the gas. The premises should remain closed for not less than five hours; a longer time would be better. If several rooms are to be disinfected, the process may be carried out in each room separately, having everything in readiness in all of the rooms, so that the operator may be prepared to do the work as rapidly as possible. The temperature of the rooms to be disinfected should not be less than 60° F. If lower than that, they should first be warmed. If the temperature is below 60°, an increased amount of chemicals will have to be used to be effective. The formaldehyde solution should be poured upon the potassium permanganate, and never the reverse.

**Cocaine Muriate and Sodium Borate**

(J. D. C.)—"Please criticise the following prescription":

- Cocaine muriate ..... 13 cg.
- Sodium borate ..... 30 cg.
- Water ..... 30 cc.

Mix.

On combining this mixture cocaine is precipitated, the reaction being in accordance with the well-known principle that borax being alkaline, precipitates nearly all alkaloids from solutions of their salts, cocaine muriate being included in the category. Some dispensers overcome the incompatibility by triturating the borax with a little glycerin (about 1 dram) and then dissolving the alkaloid in the aqueous mixture. This induces another reaction, the glycerin decomposing the sodium borate and forming sodium metaborate and boric acid, which, however, does not interfere with the therapeutic activity of the cocaine. If boric acid be substituted for the sodium borate in the prescription, no precipitation will occur. The incompatibility should be brought to the attention of the prescriber.

**Aspirin and Sodium Bicarbonate**

G. E. J.—"Please criticise the following prescription, and tell what chemical reactions take place?"

- Aspirin ..... 1 dram
- Sodium bicarbonate ..... 1 dram
- Elixir of lactopeptine, quinine and strychnine, or 120 to 160 grs. .... 2 ounces

Aspirin (acetyl-salicylic acid) is incompatible with heat, moisture, alkalis, their carbonates and bicarbonates, and in this prescription, when compounded, the aspirin will be decomposed by the sodium bicarbonate with the production of acetic acid and salicylic acid or sodium salicylate, carbonic acid gas being evolved. The wisdom of combining sodium bicarbonate with the digestive agents the elixir of lactopeptine is reported to contain is not apparent. According to most medical authorities, aspirin is best taken in capsules or wafers, or dissolved in sweetened water, or dry on the tongue, followed by a swallow of water. The powder should be dispensed in waxed paper. As stated above, aspirin should not be dispensed in solution.

**"Gray Beard"**

(B. D.)—In further reply to your query, this journal, last issue, page 419, I, A. Solomons, Jr., Savannah, Ga., writes that a patent preparation of this name was formerly manufactured by a local concern in his city, and enjoyed quite a sale at one time in that section. He states, however, that it has long since been off the market and is no longer obtainable.

**Spirit Gum**

(W. B.)—"Please give me a formula for spirit gum adhesive, a theatrical preparation?"

Try the following which has been published under the above name:

- Resin ..... 1 ounce
  - Castor oil ..... ½ ounce
  - Rectified spirit to ..... 4 ounces
- Dissolve and perfume.

The Era Formulary, under the name "Pomade Collante," gives the following combination for wigs and short curls: Take 1½ pounds of the best Burgundy pitch, 8 ounces virgin wax, and melt them together in a stoneware vessel, and add 1 ounce of liquid pomade. Remove from the bath and, while yet liquid and warm, stir in 7 ounces of alcohol; when the spirit has been well incorporated, replace the vessel upon the sand bath, and heat up to a slight boiling; then strain through a linen cloth, perfume with 2 ounces essence of bergamot, and when cold enough, run into molds.

**Bleaching Feathers.**

(B. D. L.)—Here are some processes.

(1)

The feathers are put into a bath of permanganate of potassium, containing 4 or 5 parts of the salt to 1000 parts of water; a solution of sulphate of magnesium of the same strength is added, and the mixture heated to 140°F. The feathers, previously washed, are put into this bath, then taken out, rinsed, and passed through weak sulphuric acid of about 1½ to 3°Tw.

(2)

Put the feathers in a bath of 1 part of barium peroxide in 100 parts of water at 80° F. and bleach. Leave for 48 hours in this solution, wash, pass through a weak acid bath, and again wash.

(3)

Expose the feathers in a moist atmosphere to the vapor of burning sulphur (sulphurous acid). Before this treatment, however, the oily matters should be removed from the feathers by immersing them for a short time in good benzine or naphtha, rinsing in a second vessel, also containing some of the benzine or naphtha, and thoroughly dry by exposing them to the air. This treatment, it is claimed, does not injure the feathers.

**Constituents and Effects of Face Powders**

(J. W. T.)—The principal effect of plain talc on the skin is mechanical, and for such reason it is extensively used as a protecting and soothing powder to the skin. It is insoluble and not absorbed, and when rubbed or dusted upon the skin it imparts a slight feeling of greasiness. This quality makes it of value as a protective for chafed skin, and by medical men generally it is considered of value as a dusting powder in intertrigo, prickly heat, pruritis, and other conditions of dermal irritation.

Boric acid is a mild antiseptic. When applied in concentrated form to denuded surfaces, it is generally considered to be somewhat irritating and mildly astringent; in solution, while slightly astringent, it is sedative rather than irritating. It is added to dusting and face powders principally for its antiseptic effect. The prolonged use of boric acid, especially if not mixed with some suitable diluent, is liable to give rise to scaly eruptions of the skin. The amount that should be added to any face powder is largely a matter of individual opinion, for so far as we can discover there is no hard and fast rule on the subject laid down by medical authorities. We are inclined to believe that not more than 10 per cent of boric acid need be added to any dusting powder, and this proportion is that employed in the standard furnished by the National Formulary for "salicylated powder of talcum," which is used as a dusting powder for irritated surfaces, intertrigo, excoriated surfaces, etc. This powder is made as follows:

Salicylic acid .....	30 parts
Boric acid .....	100 parts
Talc, in fine powder.....	870 parts

Mix.

Answering your third question in a general way, most of the toilet talcum powders on the market consist wholly or in large part of talc as a base, to which are added suitable odoriferous substances. Among the constituents of face powders which are supposed to exercise some medicinal or curative effect are zinc oxide and the basic salts of bismuth, chiefly of the oxychloride. Zinc oxide has a slight physiological action on the skin as a mild astringent, exercising a curative effect on cutaneous eruptions and on excoriated surfaces. It also possesses a property which makes it valuable in face preparations—that of adhesiveness to powders containing it. Bismuth salts are reputed to have an injurious influence, though they are not uncommonly used. Bismuth salts also exercise an astringent effect similar to that of zinc oxide. Very light forms of zinc oxide and bismuth oxychloride are used in connection with face powders, while the various starches, rice flour, orris root, magnesium carbonate, etc., are also employed. As a rule, however, a face powder is not used for "medicinal" effect, but as a mechanical protective to irritated surfaces and which is applied particularly to shield them from the effects of the wind and sun and from external abrasion. For a more extended account of the effect of face powders upon the skin it is suggested that you consult a professor of dermatology in one of the medical schools in this city.

**Grease Proof Boxes**

(T. R. M.)—According to "Pharmaceutical Formulas," paper, willow, or turned wood boxes may be made impervious to air, water, or grease by immersing them in hot melted hard paraffin. Another method recommended is to apply inside and out two coats of a varnish made of

Sandarac .....	2 ounces
White shellac .....	4 ounces
Alcohol .....	10 ounces

Mix and apply with a stiff brush.

Solution of silicate of soda and kaolin mixed together is used for painting on the inside of turned wood boxes to make them waterproof.

A so-called "impermeable wrapping paper," according to the Era Formulary, may be made as follows: Dissolve 1½ pounds of white soap in a quart of water; then dissolve 2 ounces of gum arabic and 6 ounces of glue in another quart of water. Mix the two solutions; warm the mixture; dip the paper in the liquid; pass it between two rolls (a clothes wringer, for example) and allow to dry. In default of rolls, let the paper drip well, or, better, pass it between two sheets of dry paper. Then let it dry in a mild temperature. For many purposes ordinary paraffin paper can be satisfactorily employed, and at

less expense than will result in any attempt to manufacture a special impermeable or so-called "waxed" paper on the small scale.

**Cold Laxative Tablets**

(G. M. D.)—The following are typical formulas for tablets exploited under the above designation:

(1)

Quinine sulphate .....	1 grain
Acetanilide .....	2 grains
Tincture of gelsemium.....	1 minim
Aloin .....	1 20 grain
Podophyllin .....	1 40 grain
Capsicum .....	¼ grain

For one tablet.

(2)

Quinine sulphate .....	2 grains
Dover's powder .....	2 grains
Capsicum .....	¼ grain
Tincture of capsicum.....	1 minim

For one tablet.

(3)

Dover's powder .....	2½ grains
Quinine hydrobromide .....	2 grains
Aloin .....	⅛ grain
Calomel .....	⅛ grain
Powdered capsicum .....	½ grain
Tincture of aconite, U.S.P.....	½ minim

For one tablet.

**Tincture of Benzoin and Water**

(J. D. Co.) "Would there be any way of making a presentable mixture of the following?"

Tincture of benzoin.....	30
Glycerin .....	60
Rose water .....	30

Mix.

When tincture of benzoin is mixed with water a milky mixture is produced, the resin of the benzoin being thrown out of solution and depositing on standing, the rate of deposition depending somewhat on the proportions of the ingredients employed. The formula here given is a modification of the well known formula for "lait virginal" which, however, is usually made by gradually mixing 2 drams of tincture of benzoin with enough rose water to make 8 fl. ounces. However combined a milky mixture will result.

**Violet Toilet Water.**

(H. L. T.)—According to the ERA Formulary, any good extract of violet can be made into a violet water by mixing 1 part of extract with 4 parts of alcohol, adding a small quantity of powdered orris root, and filtering after 8 days. Here are two other formulas:

(1)

Extract of violet (from pomade).....	8 fl. drams
Extract of cassia (from pomade).....	8 fl. drams
Spirit of rose.....	4 fl. drams
Tincture of Florentine orris.....	4 fl. drams
Cologne spirit .....	1 pint

Mix and filter.

(2)

Spirit of ionone, 10%.....	2 fl. drams
Orange-flower water .....	4 fl. ounces
Rose water .....	4 fl. ounces
Distilled water .....	16 fl. ounces
Alcohol .....	36 fl. ounces

Mix and let stand for a time to blend.

**London Throat Lozenges**

Finely powdered cubebs.....	60 grains
Extract of licorice.....	350 grains
Powdered tragacanth .....	20 grains
Powdered sugar .....	60 grains
Black currant paste,	
Water, of each enough to make a paste.	

Mix and divide into 100 troches.

## WOMEN IN PHARMACY

Conducted by EMMA GARY WALLACE

### Mr. Finneran and Prof. Remington Suggest Ways the Druggist's Wife Can Help

A VERY suggestive address was made by J. F. Finneran, retiring president of the N.A.R.D., to the delegates and visitors in attendance at the W.O.N.A.R.D. Convention in Philadelphia the week of Aug. 17, 1914. Mr. Finneran's suggestions were so eminently practical as to the manner in which the women folks in the druggists' families could be of real help, that they are well worth passing on to the great family of ERA readers.

He urged that women work to bring about shorter hours for the profession. This can be done by encouraging movements for Sunday rest, etc., and by bringing about good feeling among the druggists so that all will be willing to join in doing the right thing.

Another valuable point made was that the women could help by seeing that the druggist goes back to the store on time when some member of the force is due to have an evening off. This point was one which seemed to strike a familiar chord, yet it had probably never been touched upon in public before. Naturally, clerks are dissatisfied when they have to remain way behind their time because the head of the business or department head has not yet returned. Perhaps it becomes necessary to break an important engagement or to inconvenience others seriously, when the clerk has had every reason to believe his time would be his to plan for as he chose. Clerks have been known to leave otherwise satisfactory places for this reason, and they could scarcely be blamed. The women can help by

having meals ready, keeping accurate track of the clerks' days off, so that the schedule may not be lost sight of. The speaker is a large employer of help and so he knows whereof he speaks, for it is sometimes difficult to perfect a time schedule in as large an establishment as that of which Mr. Finneran is the head. Doubtless, he has had occasion to know that having meals ready on time in the home is a great aid all along the line.

Mr. Finneran pointed out that it was entirely within the province of our women to tell their friends of the position of the drug business in regard to matters of vital importance. Many, through ignorance, think that the druggists are opposing bills limiting the sale of narcotics and a serious injustice is worked them because as a matter of fact, they have no objection to properly framed laws of this kind which apply to all alike. The best of narcotic legislation has emanated from the druggist himself. In this and in other points, the women folk of the drug business can help to set public opinion right.

This gentleman declared that the N.A.R.D. had the kindest feelings for the organization and hoped that it would continue to be a power for good.

Another inspiring address was made by Professor Joseph P. Remington, who also outlined some ways in which the women could help. He emphasized the point of unselfishness on the part of sweethearts of college of pharmacy students, urging that they insist on deferring marriage until the student has

### Prominent Members of the W. O. N. A. R. D. at Philadelphia



THAT the Woman's Organization National Association of Retail Druggists is progressing along satisfactory lines is evident from the report made by the secretary at the recent annual meeting held in Philadelphia, the roster showing members residing in 34 States. About 150 delegates were in attendance at this meeting, among them being those represented in the group shown in the above picture and "rounded up" by a photographer at Willow Grove. The ladies shown in the group are (left to right): First Row—Mrs. H. Wagner, Cincinnati; Mrs. David Ross, Philadelphia; Miss Stella Wagner, Cincinnati; Mrs. S. C. Henry, Philadelphia; Mrs. E. G. Wallace, Auburn, N. Y.; Mrs. W. L. Brittain, Cincinnati; Mrs. Otto Groenland, Cincinnati; Mrs. Louis Emanuel, Pittsburgh. Second Row—Miss Areta B. Johnson, Penns Grove, N. J.; Mrs. W. E. Lee, Philadelphia; Mrs. J. C. Otis, Cincinnati; Mrs. Walter E. Lee, Philadelphia.

For his part Professor Remington, who speaks from out a long and varied experience, declared it had been his observation that the students during the course detracted from the student's progress in his work, oftentimes raising a serious question of finances and sometimes necessitating the giving up of the work. The goal was almost in sight. True love is surely shown by consideration of the best interests of one's devotion rather than by a weak yielding to hasty impulses.

Professor Remington has long been an earnest advocate of pharmacy as a field for young women and was much pleased in the idea of the establishment of a scholarship by the Women's Organization. He also expressed himself as convinced that where the interests of husband and wife were a common interest, she being able to understand and sympathize with his difficulties, happiness and success were much more likely to wait upon them.

### Mrs Emma Hutson Hutchinson

**D**AN CUPID is responsible for another Gold Medalist Lady Pharmacist. The well-known aphorism—"A prophet is not without honor save in his own country," can well be applied to Mrs. Hutchinson. Born and reared in Decaturville, Tenn., she attended the public schools preparing herself for entrance to the Fairview Academy at Centreville, and later entered Peabody College, graduating in the class of 1909. She took up the profession of teaching, being Principal of Schools in Tennessee, Missouri and Louisiana.

In the Spring of 1912 she married Mr. Hutchinson, a young drug clerk, giving up her chosen profession as they together decided to solve the "drug clerk" question. They both entered the Pharmacy Department of the University of Tennessee in the Fall of 1912 and graduated in the Spring of 1914.

As is characteristic, Mrs. Hutchinson entered into this work with the same spirit that marked her previous achievements and as a result, graduated with the highest mark, being awarded the Gold Medal. When she came up for examination before the State Board of Pharmacy, she again made the highest mark for the year, entitling her to a second Gold Medal. Both she and Mr. Hutchinson are clerking in Memphis with an eye on a good opening to embark in the drug world, and we predict for the Hutchinson Drug Company "success."

It is most interesting to observe that the work being done by Women's Clubs on Pure Food and Sanitation is now including likewise work along the line of pure drugs and information concerning unsafe medication. At the recent Congress of Woman's Achievements held in Chicago at the Coliseum, June 18 was observed as Clean Food Day. Three places on the programme were occupied by women from our own ranks—Miss Olive B. Pierce and Miss Charlotte E. Stimson, both registered pharmacists, and Mrs. C. A. Storer, ex-president of the W.O.N.A.R.D. The subjects selected were "Foods," Mrs. Sarah Tyson Rohrer, Boston; "Drugs," Miss Olive Pierce; "Women in Pharmacy," Miss Charlotte Stimson; "Propaganda Work of Woman's Organization, National Association of Retail Druggists," Mrs. C. A. Storer. There was also an address by Miss Helen Louise Johnson, chairman of the Home Economics Department of the General Federation of Women's Clubs, and on each day at 2 p.m. demonstrations were given on the purity and care of foods.

Owing to the resignation of two of the officers elected by the Woman's Club of the Allied Drug Trade of Chicago for 1914-1915 the following corrected list of officers has been ratified: President, Mrs. George Lenz; 1st vice-president, Mrs. E. G. Earle; 2d vice-president, Mrs. George Mathison; recording secretary, Mrs. H. C. McCracken; corresponding secretary, P. J. Minter; treasurer, Mrs. Louis Pelikan.



MRS. E. H. HUTCHINSON

### Miss Christina Baumstark

**M**ISS CHRISTINA BAUMSTARK found chemistry to be her most interesting subject during her course of regular study. This led her to enroll in the Pharmacy Department of the Marquette University, Milwaukee, Wis., in the Fall of 1912. Here she found her work intensely interesting and still feels that her time was more than well spent. She graduated in due season with an average of approximately 85 per cent. in all her subjects.

Miss Baumstark has been offered several positions in retail stores but has decided to devote her time for the coming year to serve as an assistant in the laboratories of the Marquette Medical School. For so young a lady to be called to so responsible a position is remarkable, for this Milwaukee girl was only 20 years of age when she finished her course.

As a profession for women, she considers that there is nothing better for those adapted to it, as it calls forth their exactness, their tact, and their ability to do well whatever they undertake. That Miss Baumstark will make a place for herself in her chosen calling is to be expected from her past fine record.



MISS C. BAUMSTARK

### AROUND THE CIRCUIT

Miss Sara Richardson, daughter of Frank Richardson, Cambridge, N. Y., treasurer of the New York State Pharmaceutical Association, has accepted the position of pharmacist in the New York Infirmary for Women and Children. Just before her departure for New York City she was given a surprise at her home by a company of 30 young lady friends who presented her with a traveling bag.

Miss Grace Irene Harper, Ph.G., is again engaged as head of the Department of Pharmacology of the New York Medical College and Hospital for Women for the year 1914-1915.

Among those for whom a short memorial service was held at the recent W.O.N.A.R.D. Convention in Philadelphia, were Mrs. Edwin Yarnold, of Washington Chapter, No. 4; Mrs. William G. Brown, San Diego, Cal.; Mrs. Marie Blahnik, of Chicago Chapter No. 2; Mrs. S. D. Van Deventer, LeRoy, Ill.; Mrs. Olga Kochuken, Cincinnati Chapter, No. 5.

The Louisville Chapter of the W.O.N.A.R.D. held its September meeting at the Public Library. Mrs. W. B. Dixon, president of the Ladies' Auxiliary of the Kentucky Humane Society gave an interesting address on her work. Besides the regular routine of business, the chapter decided to take a boat trip on Labor Day to Carrolton, Ky., to visit one of the members who has recently moved there. The organization finds that having a speaker of this kind is productive of much interest and in addition to this, it is bringing the work of the W.O.N.A.R.D. to the favorable attention of other organizations.

Mrs. Charles A. Storer, ex-president of the W.O.N.A.R.D., has met with a rather serious accident. She fell and broke one of the bones in her right hand. The sympathy of her many friends in the organization is extended to her.

A most courteous and interesting letter from Aime J. Lachapelle, Ph.D., of Turner's Falls, Mass., says that it is his desire "To encourage all young women to enter the pharmaceutical fields, for it is an interesting one, and, as a rule, what a woman undertakes is generally a success." These words of encouragement are gratefully received. When a woman goes into a profession of this nature, it usually requires ability, courage and determination, hence, perhaps, our women are "picked" ones, which accounts in a measure, at least, for the splendid nature of their achievements.



# NEWS SECTION



## MOSTLY PERSONAL

### Baltimore Druggist Talks of Travels

**H.** A. B. DUNNING, of the firm of Hynson, Westcott & Co., manufacturing pharmacists at Franklin and Charles streets, Baltimore, who was the only Baltimorean on the trip with the New York German Apothecaries to Europe, has returned, and speaks interestingly of his travels. For one brief period he fell under the suspicion of being perhaps a British spy, but he soon proved to the satisfaction of the German authorities that he was an American citizen, and thereafter he experienced no serious trouble on account of the war, though the conflict proved unfortunate in that it prevented the visits of inspection to some of the largest of the German chemical works, such as the *Farbenfabriken Merck & Co.*, and



H. A. B. DUNNING

others. Only one of the laboratories of any size was seen, this being in Berlin, where Professor Dr. Thoms lectured at the university for the benefit of the Americans on some of the wonders of liquid air and other subjects, the discourse being in a popular rather than a severely scientific vein. Mr. Dunning found the establishment of the *Deutsche Apotheker Gesellschaft* in Berlin very interesting. This organization conducts a co-operative concern, manufacturing a line of products and buying others in large quantities, much after the manner of some of the American corporations, such as the Calvert Drug Company in Baltimore. Members are supplied with goods at wholesale prices plus the cost of doing business, or, in the case of manufacturers, of the expense of production. The Berlin establishment proved to be well arranged, liberally stocked and progressive in its methods, and the officials were very hospitable, giving the visitors a dinner, and providing other entertainment.

Because of the war, as stated, the program was greatly interfered with and the Americans had small opportunity to get in touch with pharmacists as a class. Mr. Dunning, however, visited a number of the drug stores in the different countries traversed and found them as a rule smaller than American establishments. They carried few, if any, patent medicines and none of the side lines so common in this country, and the number of stores was also far below that in any American city. The pharmacists, however, appeared to be held in high respect and ranked with professional men rather than with merchants, their educational standards being very advanced.

In Germany, for instance, a Ph. D. is required for the study of pharmacy, which brings into the profession a select and thoroughly equipped class of men, whose relations with the physicians are necessarily close.

The party left New York July 2, with Bremen as its destination. From Bremen the Americans went to Berlin, thence to Leipzig, to Dresden, to Bienna, to Nuremberg, to Munich, to Luzerne, to Basle, to Freiburg, to Heidelberg, to Darmstadt, to Frankfort, where the trip down the Rhine was to have been made. This journey was not entirely omitted, but the party broke up at Frankfort, some going here and other there. Mr. Dunning, the war having commenced, went down the Rhine and headed for Flushing, Holland, whence he proceeded to London. He toured portions of England and Scotland, and after a week went over to Belfast and Dublin. Then he backtracked to England, landing at Liverpool, where he took the steamer for home. He really saw little of the war excitement and experienced few of the discomforts and checks which other Americans suffered, and got back in fine spirits.

### Pharmaceutical Personalities.

—**Dr. John F. Hancock**, of John F. Hancock & Son, manufacturers of medicated lozenges and a list of other pharmaceutical products, in Baltimore, observed early in September the eightieth anniversary of his birth. The event was recalled by a host of his friends, and a flood of good wishes poured in upon him. Dr. Hancock is not only the oldest pharmacist in Baltimore, but remains in active pursuit of business. Every day finds him down at his laboratories, applying himself to details with the vigor and alertness of a young man. He is commonly believed to have discovered the fountain of youth and to take liberal draughts thereof at intervals. His virility was strikingly shown at the annual meeting of the A. Ph. A., where he attended all of the sessions, not missing one, performed a lot of work as chairman of the Procter Memorial committee and in other capacities, took part in the social events and returned home feeling as fresh as any one. Mrs. Hancock continues to share with him the happiness of a hale old age, time also having dealt lightly with her.

—**Frank I. Pierson** has been appointed postmaster of Leominster, Mass. This ends one of the most determined contests ever made in that city for a political office. The brother of the State governor was also a candidate for the position. It is reported, however, that Governor Walsh remained neutral throughout the contest. The defeated candidate called at Mr. Pierson's drug store after the news of the appointment had been given out and congratulated the druggist. Mr. Pierson came to Leominster in 1894 from Fitchburg. He opened the drug store in Monument square which he still conducts. He was born in Boston in 1869. He has had drug store experience in Lawrence, Lynn, Cambridge, Boston and Marlboro. He was for some time associated in the drug business at Fitchburg with John Hayes, under the firm name of Hayes & Pierson. He is a member of the Leominster Club, Court Leominster, F. of A., Leominster council, Knights of Columbus, Division 4, A. O. H., and Leominster lodge of Elks.

—**M. S. Ingalls**, a pioneer druggist of Halstead, Kansas, who is past the threescore and ten mark, has set his fellow townsmen wild with curiosity. While a concrete bridge at Halstead was in the course of construction, Mr. Ingalls secreted in one of the forms a small steel box containing a

message and a cigar to be forwarded to the President of the United States at the time the bridge is destroyed, and a gold coin to pay the expenses of the finder in taking the message to Washington. There is also a history of Halstead and a roster of the inhabitants. Placing the steel coffin and the enclosed articles in the bridge was a whim of Mr. Ingalls. He put it into one of the pier forms one night after work hours and covered it with a wheelbarrowful of concrete. Early the next morning he went down to the bridge and remained in the vicinity until after the workmen had poured many loads of concrete into the form. Mr. Ingalls later told all of his secret, except to disclose the contents of the message.

—**H. B. Watkius**, in an address before the Aberdeen, S. D. Merchants' Association, pointed out that the business of the retail druggist had been completely revolutionized in the last few years. He asserted that the druggist had graduated into the ranks of commercialism from the ranks of a profession. The apothecary shop has become the drug store. The druggist must keep abreast with the advances in pharmacy and at the same time must become familiar with buying lore, must learn to sell and advertise, must be able to analyze his cost of doing business and must study out the proper method of moving his stock. The most important thing the druggist must learn is the importance of placing his business on a safe and sane credit basis.

—**O. B. Thuma**, of Cincinnati, president of the National Co-operative Drug Company, who has been the manager of the Economy Drug Company, the retail string affiliated with the National, was painfully injured in an automobile accident just as he was about to leave for St. Louis. He and George E. Brown, secretary of the company, were in an automobile which overturned, both of Mr. Thuma's arms being broken, necessitating hospital treatment. Mr. Brown, however, was able to go on to St. Louis to take up the work which the two drug men had started out to handle there. As soon as he recovers Mr. Thuma will join him there.

—**James B. Deshong**, Harrisburg, Pa., and Mrs. Mabel A. Boyer, of the same city, were recently married at Lancaster by the Rev. J. W. Deshong, father of the bridegroom. The wedding was a surprise to the many friends of the couple, as the plans had been kept secret. According to report the druggist had gone to Lancaster to visit his parents. Mr. Deshong is a ward leader of the Republican party. He is said to have the reputation of having obtained more State, county and municipal positions for his constituents than any other ward leader in the city.

—**Fred W. Cook**, president of the San Antonio Drug Co., San Antonio, Texas, returned last week from a three months' holiday spent in Germany, Switzerland and France. Mrs. Cook and daughter, who have been absent in Germany for two years accompanied him. This is the first vacation that Mr. Cook has taken in a number of years. On his return he said: "While abroad I saw many interesting things, but nothing impressed me so much as the sight of the Statue of Liberty on my return. There is only one Europe and that is the United States."

—**Robert R. Levy**, proprietor of the Forty-seventh Street Company and president of the Revelry Theater Company, Chicago, Ill., is candidate for the Republican nomination for clerk of the Criminal Court. He has been associated during the past with realty men in building up his district. He is president of the Illinois branch of the International Moving-Picture Association and a director of the national organization. He is also a member of the Masonic fraternity, the Elks, North American Union, Illinois Athletic Club, Hamilton Club and the Independent Order B'nai B'rith.

—**Rochester Haddaway**, North Fort Worth, Texas, druggist, has been conferring with his fellow townsmen on plans to improve the city. One movement in this direction has led to the improvement and beautifying of the church yards. The church people have organized and agreed to an assessment of fifty to seventy-five cents monthly for the purpose of improving the church yards and putting in sidewalks. Mr. Haddaway is among those who are taking the initiative in the good work.

—**H. C. Swartley**, pharmaceutical chemist, 1518 Chestnut street, Philadelphia, figured prominently at the luncheon

of the Rotary Club, held at the St. James Hotel recently. Mr. Swartley selected as his topic the reasons for the upward sweep of drug and perfume prices since the outbreak of the war. The medicinal plants in Germany and France, he said, were practically waiting for the harvest when the war started, and as a result the supply of last year's stock is very much depleted.

—**H. C. Darby**, of Roseburg, Wash., by letter requested U. S. Senator George E. Chamberlain to work for congressional action in the direction of annulling patents on drugs and chemicals of European manufacture. Senator Chamberlain acknowledged the request by telegram, stating that the suggestion was a very important one and worthy of consideration. Mr. Darby is employed by the Hamilton Drug Co., Tacoma.

—**E. J. Liebetrut**, proprietor of a drug store in East Genesee street, Buffalo, N. Y., was held up by an armed highwayman who got away with a gold watch and chain, a diamond scarf pin and a small sum of money. The thief followed the druggist from where he had alighted from a trolley car. At a secluded spot he drew a revolver and commanded Mr. Liebetrut to halt. The latter halted and was relieved of his valuables.

**Dr. Henry P. Hynson**, of Hynson, Westcott & Co., Baltimore, celebrated the thirtieth anniversary of his wedding on September 8. The event was observed quietly, but none the less brought a number of congratulatory messages and many gifts. Though Mrs. Hynson is an invalid she retains a most active interest in current affairs and keeps up with the progress of pharmaceutical developments to an extent that is a constant source of surprise to her numerous friends.

—**D. W. Bole**, president of the National Drug and Chemical Co., Montreal, Que., was quoted recently as asserting that never again will the time be so propitious for the Canadian manufacturers of chemical products. Canada must study Germany's methods, if she wishes to turn to the manufacture of aniline dyes, etc., and liberal funding for research purposes will be necessary.

—**O. H. Soetje**, prominent druggist of Monticello, Ia., was perhaps fatally injured when an automobile in which he was riding jumped over a 30-foot embankment, throwing him head first into a sandbank. One or two of the bones in his back were badly shattered and his injuries were such that it was not thought he could live. He is the senior member of the firm of Soetje & Tiarks.

—**Leonard Coolbaugh**, who for five years or more was intimately connected with the drug business of Elmer Apple, at 22d and Berks street, Philadelphia, Pa., has resigned and will make a tour of the West and Southwest, the trip to cover a period of three months. He will then open a pharmacy in Houston, Texas. Mr. Coolbaugh is a recent graduate of the Philadelphia C. P.

—**Mr. and Mrs. M. W. Bamford**, Reading, Pa., tendered the employes of Bamford & Kemp, proprietors of two pharmacies in that city, a reception at their summer home on the Kutztown road. The day was pleasantly spent in games, contests and music. Baseball was played between teams composed of the married and single men in which Mr. Bamford figured prominently.

—**C. E. Bradish**, manager of the Live and Let Live Drug Co., Chattanooga, Tenn., recently spent several weeks of vacation and business in New York and Boston and vicinity. Following a buying tour which included the two cities named and Philadelphia, Mr. Bradish predicted that the supply of perfumes imported before the war would be exhausted within the next 90 days.

—**The Misses Clara and Anna Haase**, daughters of F. F. A. Haase, of Newark, N. J., a member of the German Apothecaries' Society, have begun their engagement with the Italian Grand Opera Company and will participate in its tour of the western and southern states and the larger cities of California. After their return next Spring they will go to Havana, Cuba, to begin their third season in that city.

—**E. Stauffen**, of Sharp & Dohme, New York, recently returned from his annual visit to Europe. The rest evidently has done him much good. He made his way from the continent by easy stages and with little discomfort. At London,

he succeeded in securing passage on the steamer *The Royal George*, of the Canadian Northern line, from Bristol to Montreal.

—**William A. Sailer**, general manager of Sharp & Dohme, Baltimore, who has been enjoying week-end visits with his family at their summer home, Snug Harbor, on the Severn river, near Annapolis, was in this city on a flying visit recently. He is looking fine and fit, a result, no doubt, of the numerous cruises on the Chesapeake Bay which he has enjoyed in his gasoline yacht, the *Sinbad*, during the summer.

—**Randolph Hinnen**, manager of the Pioneer drug store, Avard, Okla., is a candidate on the Progressive ticket for the office of county judge. Mr. Hinnen has, for years, borne the title of "W. J. Bryan's double." He is also a member of the Oklahoma Ph. A. and a representative of the press of his city.

—**John B. Raser**, prominent Reading, Pa., druggist, writes from Munich, Germany, to the paper in his home town sympathizing with the difficulty people there are having in naming their new hotel. The message from Mr. Raser came 26 days after mailing and it was indicated that he was on his way to Zurich, Switzerland.

—**P. Henry Utech**, the well known druggist of Meadville, Pa., was a member of the German Apothecaries' Society party which was touring Germany when broken up by the war. Shortly after his return home he delivered a very interesting address upon his trip before an audience which packed the local Zion Evangelical church.

—**S. R. Claves**, of Stockton, Cal., was painfully injured when he was thrown from a street car. He was attempting to get on when the car started suddenly and threw him to the pavement. A floating rib was fractured and his left ankle was also injured. He was confined to his bed for some time after the accident.

—**E. W. Knoechlman**, a druggist of Louisville, Ky., was dismissed in police court recently following an accident in which he ran down J. A. Abbott, an engineer. The latter sustained injuries which resulted in his death. Evidence was introduced to the effect that the accident was unavoidable.

—**Frank Gassaway**, of the Miami drug store, Miami, Ariz., recently returned home after a six weeks' automobile trip spent in Southern California and Northern Arizona. En route he visited the Grand Canyon. With him were his wife and Dr. and Mrs. Brayton. He reported having had the time of his life.

—**George Pohlmann**, until August 1st with the Spokane (Wash.) Drug Co., was inspired with sufficient patriotism to resign his job and leave for the front aboard the Italian steamer *Ancona*. At Gibraltar he and 23 other Germans were seized by the British. George, at last report was a prisoner of war, but had escaped the perils of battle.

—**Theodore Tpetrowicz**, drug clerk of Chicago, Ill., lit a match while drawing denatured alcohol from a barrel. He was burned on the face and arms. He is employed by the R. W. Hartwig Drug Co., 800 Milwaukee avenue. The resulting fire did \$5,000 damage.

—**A. B. McIntyre**, prescription clerk at the Corner drug store, Roundup, Mont., was recently painfully injured when he attempted to open a bottle of ammonia. When the cork did come out the liquid followed it and his right eye happened to be in the way.

—**C. P. Trepanier**, Grand Rapids, Minn., who had been spending some time at Dorset on a fishing trip, was suddenly taken ill. He was brought to Bemidji and placed in St. Anthony's hospital.

—**John L. Brown**, clerk at the Battlement drug store, Benton Harbor, Mich., was married recently at Fort Wayne, Ind. His bride came to that city from her home in Toronto, Canada. A two weeks' honeymoon followed the ceremony.

—**Edwin H. Whittaker**, of the Red Cross drug store, Ishpeming, Mich., was recently united in marriage to Miss Ida Olson, of the same city. Mr. and Mrs. Whittaker spent their honeymoon at Grand Island, near Munising.

—**George B. Cole**, well-known West Side druggist,

Wichita, Kans., was chosen as assistant secretary by the executive committee of the Democratic county central committee. His headquarters will be in the Biting building.

—**E. R. Saylor**, of Springfield, Ill., well-known druggist and past grand master of the Odd Fellows' lodge of Illinois, has been appointed superintendent of the Odd Fellows' old folks' home at Mattoon.

—**Chester B. Ryan**, assistant manager of the sundries department of Lehn & Fink, New York, accompanied by Mrs. Ryan, left recently for his old home, Detroit, Mich., where he spent a short vacation.

**Sharp & Dohme** will soon have at Baltimore, Md., one of the most complete and scientifically equipped laboratories in the United States, the extensive additions to their plant progressing most satisfactorily.

—**Thomas E. Shoemaker**, of the drug manufacturing firm of Robert Shoemaker & Co., 201 N. 4th street, Philadelphia, has been enjoying a very pleasant motorboat cruise to Jamestown, R. I. Mr. Shoemaker returned by rail.

—**Mr. and Mrs. D. C. Hickey**, of Rosen Heights, Texas, are the proud parents of a fine baby boy. Mr. Hickey is proprietor of the Red Front Drug Co.

—**Clarence H. Dougal**, the Main street druggist, Waterbury, Ct., recently announced that he was not a candidate for the shrievalty nomination on the republican ticket.

—**Fred E. Robinson**, pharmacist for the Elliott-Wilson Drug Co., Boone, Ia., and Miss Violet Frances Brewster, were recently married.

—**Reed Crane**, who has been on the road for some time for the United Drug Company, has been made assistant manager of that company's St. Louis office.

—**John J. Boehm**, a druggist of Chicago, Ill., has received the democratic nomination for alderman in the 15th district.

—**Milton M. Mitchell**, associated with his father in the business of the West Side pharmacy, Lima, O., was recently married to Miss Leonore Maud Cox.

—**Frank Kelley**, with Flannery Bros., druggists, Jacksonville, Ill., recently married Miss Lucile Smythe.

—**L. D. Wallace**, druggist of Rowley, Ia., was recently married to Miss Blanche Peyton, of Coggon.

—**George Patterson**, druggist, New Britain, Ct., recently married Miss Claire Creau, of the same city.

#### Proposed Compensation Act in Pennsylvania

By a resolution changing the constitution of the state manufacturers throughout Pennsylvania as well as retailers can prepare for a workmen's compensation act which is sure to be the outcome of the next State Legislature which convenes in January next. The drug trade, retail, wholesale and manufacturing, will be directly affected by the act. The last United States Census shows that in Pennsylvania there were 367 drug establishments and 37 chemical plants. In the former industry the number of wage earners who would be subject to the law 2,761. Their wages aggregate \$1,145,000. The number of salaried employes who would not be exempt from the operation of the law's 1,264 whose salaries are \$1,342,000. There are 3,185 wage earners engaged in the chemical industry of the state. Their wages total \$1,892,000. There are 369 salaried employes and their salaries total \$559,000. The laws of the State, while never directly partial to industry in preference to the laboring element, has been, it is said, unintentionally more or less in favor of the former class and for that reason has failed in a compensation law. The druggists are working with other lines to have an equitable and impartial law passed.

#### Special Meeting Ohio Ph. A. October 7th at Columbus

The Ohio State Ph. A. will hold a special meeting October 7th at the Hotel Chittenden, Columbus, Ohio. All members are requested to attend. It is called by President Bowman upon the petition of 25 members. The five-dollar dues are not being paid with sufficient promptness to insure the placing of an organizer, legislative lobbyist and publicity man in the field. Some plan must be devised to start this work at once, as was pledged at the last annual meeting.

## OBITUARIES

### ALBERT BRUEN

**A**LBERT BRUEN, senior member of the wholesale drug house of Bruen, Ritchey & Co., New York City, died on September 21 at his home, 256 Cumberland street, Brooklyn, after a brief illness from bronchial pneumonia. Mr. Bruen was in his 84th year, but up to the time of his final attack went daily to the Madison office of his firm and was active in business.

Born in Madison, N. J., on March 12, 1831, Mr. Bruen entered the drug business as a clerk in Morristown, but soon came to New York, where he became employed in the retail store of Alfred Hill, on Greenwich street. After a year at the Hill pharmacy, he was engaged as clerk in the wholesale house of Israel Minor, at 214 Fulton street, and six years later in 1857, was made a member of the firm. In 1860, upon Mr. Minor's preparing to retire from business, Mr. Bruen interested Mr. Alfred Pinchot, of Milford Pa., to enter into partnership with him, the new firm name being Pinchot and Bruen. In 1867 Charles H. Hobart was taken into the firm, and the name was again changed to include all three partners. Not long after the retirement of Mr. Pinchot necessitated another change to Bruen and Hobart. In 1881, upon the retirement of Mr. Hobart, Mr. William P. Ritchey became a partner, the house becoming known as Bruen Bros and Ritchey. The accession of Mr. Charles C. Bruen, Albert Bruen's oldest son, later caused a final change to Bruen, Ritchey & Co.

Mr. Bruen was married in 1855 to Miss Electa Cook, and took up his residence in Brooklyn, where he became strongly identified with church and philanthropic work. He was a deacon in the Baptist Temple of Brooklyn, and president of the board of trustees. At one time he was chairman of the Drug Trade Section of the New York Board of Trade and Transportation, and was reputed to have been longer engaged in the wholesale drug business than any other man in this city.

Mr. Bruen is survived by his widow, three sons, Charles C., Albert E., and George D. Bruen, and one daughter, Mrs. U. D. Frisby. Interment took place on Thursday, September 24, at Madison, N. J.

"Commodore" C. H. Tompkins, of Schieffelin & Co., relates that on February 1st, 1902, he called on Mr. Bruen at his office, not having seen him for many years. Mr. Bruen greeted him with "Hello, Tompkins, what brought you over here? I didn't know that you ever left your desk to call upon anybody." Mr. Tompkins answered: "Bruen, I am out to make semi-centennial calls. Just 50 years ago to-day I entered the employ of Israel Minor, and they put me to work under their head clerk, Mr. Albert Bruen, at \$8.00 a week!" "Probably they paid me \$9.00," was Mr. Bruen's reply.

### Jesse Mercer Battle

Jesse Mercer Battle, millionaire, founder of Battle & Co., chemists, died of heart disease at midnight on Sept. 15, at the home of his son-in-law, Eugene F. Smith, 4505 Berlin avenue, St. Louis. He was 64 years old and had been ill for two weeks, or shortly after his return from his summer home in Michigan. Mr. Battle went to St. Louis about forty years ago from North Carolina and began the manufacture of proprietary and patented products in 1875.

He was a thirty-second degree Mason, an Odd Fellow, and a member of various other fraternal organizations. His resi-

dence was at 4163 Lindell boulevard, St. Louis, and he also had homes in St. Louis county and Clayton, N. C. He was a horse fancier and was for many years an enthusiastic yachtsman.

He was the author of several biographical and religious treatises, a Universalist in religion and an Independent in politics. He served four years as charity commissioner of St. Louis. He is survived by a widow and one child, Mrs. Eugene F. Smith, and a sister, Mrs. H. F. Joy, of St. Louis.

### Dr. John J. Louis

Dr. John J. Louis, for 32 years a well known physician and druggist at Haselton, Ct., a suburb of Youngstown, died at his home of cancer of the liver. Although ill for some time, his end came with comparative suddenness and was a shock to his family and numerous friends. Dr. Louis was born in Vermont in 1848. He came to Youngstown 32 years ago, and for 15 years was engaged in the practice of medicine. At the conclusion of the latter period he decided to devote his entire time to his drug business. This he continued until his death. He was a Mason. His widow, an adopted daughter and his aged mother survive him. He was buried at Middletown Springs, Vt., his native town.

### Charles L. Mason

Charles L. Mason, a well known educator and prominent lawyer of North Granville, N. Y., and father of Harry B. Mason, editor of the *Bulletin of Pharmacy*, Detroit, Mich., died at his home in the former place on Sept. 7, aged 90. He was a man of iron constitution, and until about five years ago he exhibited more endurance than most men of sixty. Mr. Mason traced his ancestry back in a direct line to John Mason, an Englishman who came over to Massachusetts about 1690. He was twice married and had five sons of whom two survive—Frank B., of Springfield, Mass., and Harry B., of Detroit.

### RECENT DEATHS

—**Edward S. Bloom**, proprietor of The Temple Pharmacy, Ashland, Pa., died of uremic poisoning. For almost 30 years he was the representative in central Pennsylvania of the wholesale drug house of Shoemaker & Busch, of Philadelphia. Following the death of the late Louis C. Voshage, a year or so ago, Mr. Bloom purchased the drug store that the former had founded more than a quarter of a century ago. Mr. Bloom was born near Bloomsbury, N. J., in 1852. He studied at Gettysburg and Lafayette colleges, finally taking up the study of pharmacy. He was an Elk and an Odd Fellow. His widow, three daughters and two sons survive.

—**Henry Berlin**, well-known St. Charles avenue pharmacist of New Orleans, La., died at his home from Bright's disease. He was born at Hickory, Tenn., in 1861. At 12 years of age he became a clerk in a drug store at Poydras and South Basin streets. While thus employed he studied pharmacy. Later he became manager of Cusachs' pharmacy. He never married. He was a member of Union lodge F. & A. M. and of the local B'nai B'rith lodge, and for many years was an active member of the Pythians. He was also a member of the Y. M. H. A. and a director of the Touro Infirmary.

—**F. J. Hunt**, of the Michigan Drug Co., Detroit, who was well known both as a Mason and a traveling salesman, died at his home at the age of 63 years. He was born at Parma, Mich., and came to Detroit when 16 years old. He was a member of the famous Hickory club, numbering 500 Michigan men who were cured of tuberculosis at Hickory, N. C. He was also a member of Charlotte commandery, Knights Templar, Ashlar Lodge No. 91, F.&A.M., and the United Commercial Travelers. His widow, two sons and two daughters survive him.

—**Lewis M. Hudson**, 40, a graduate of Massachusetts C. P., died at the home of his father Herbert A. Hudson, of Concord, Mass. Mr. Hudson's death was due to spinal trouble which had its origin in a fall that occurred while working in a drug store at Newtonville two years ago. He belonged to United Brethren lodge of Masons, Houghton



ALBERT BRUEN

Royal Arch chapter, Trinity commandery and Aleppo Temple, Nobles of the Mystic Shrine, Royal Council, R. and S. F. C. Curtis camp, Sons of Veterans, Union club.

—**John C. Pecor**, of Maysville, Ky., died after a brief illness at the age of 67 years. He was engaged in the drug business 52 years ago with Seaton & Broderick, later with G. W. Blatterman, who succeeded the above-named firm, and in 1877 he established the drug business conducted by him up to his death. He was one of the best-known druggists in northeastern Kentucky. A wife, two sons and three daughters survive. He was a member of the L. O. O. F.

—**J. Griffith Howard**, died at Pitman, N. J. He was born in 1860. At the time of his death he was proprietor of a hotel, but was at one time a pharmacist at 36th and Market streets, Philadelphia, and later at the Medico-Chirurgical hospital. He was a graduate of the P. C. P., and a member of the Pennsylvania Ph. A. He was Past Regent of Apollo Senate, No. 6, and a member of the Great Senate, Order of Sparta. A widow and one son survive him.

—**Charles H. Leickhardt**, 43, a prominent druggist of Nashville, Tenn., escaped from the Oakgrove Sanitarium, Flint, Mich., where he had been under treatment for several months, and making his way to the Grand Trunk Railroad tracks, was killed by an express train. He had been suffering from mental depression. The pharmacy he owned was located on the Public Square in Nashville, and was one of the largest in that city.

—**William K. Davidson**, a pioneer druggist of Alexandria, Va., died in a hospital near Baltimore. He was a member of Andrew Jackson lodge, No. 120, F & A M. Mt. Vernon chapter, Royal Arch Masons, and Old Dominion Commandery, and of Almas Temple, Mystic Shrine of Washington. He was one of the charter members of the Bachelors' club. A brother and a sister survive.

—**Francis Davis Colby**, Galveston, Texas, died at the family residence, age 89. Mr. Colby had lived in Texas 40 years, 16 of which were spent in Galveston. He had retired from business. He was a native of Warner, N. H., but had spent many years in the drug business in San Antonio and Houston. He always took a keen interest in Galveston's civic advancement.

—**George L. Robbins**, vice-president of the W. B. Hunt Drug Co., conducting stores at Wakefield, Boston, Cambridge and Malden, Mass., died at Corey Hill hospital, following an operation for stomach trouble, from which he had suffered for years. His home was in Brookline. Previous to his connection with the above company Mr. Robbins owned a drug store at Woburn.

—**William Henry Hall, Jr.**, this city, youngest son of Wm. H. Hall, for many years connected with the wholesale drug firm of Hall & Ruckel, died recently at his residence, 44 Riverside Drive. He was a member of the New York Yacht Club, life member of the New York Athletic Club, Automobile Club of America and also of Kane Lodge F & A M.

—**Edward T. Rice**, long a resident of Albany, where he was a member of Clements & Rice, druggists, died recently at his home in Weehawken, N. J., in his seventy-sixth year. Mr. Rice was a member of the Twenty-fifth New York Regiment during the civil war and belonged to G. A. R. Post No. 1. His widow survives him.

—**Walter Brody**, a druggist of 5809 Glenwood avenue, Chicago, Ill., ended his life (on Aug. 19) by swallowing poison with suicidal intent. His body was discovered by the clerk in a room of the Plymouth Hotel where he had registered as a guest. He left a letter telling his father that both his business and domestic life had been failures.

—**C. C. Stratton**, well-known druggist of Redwood City, Cal., died suddenly at his home in Wellesley Park, following a recent nervous breakdown from which it was believed he had recovered. He came to the above city six years ago and became associated with the Walsh Drug Co. His widow and two young sons survive.

—**John Francis Slattery**, 37, graduate of N. Y. C. P., died at his father's home at North Adams, Mass., of pneumonia. He was born in North Adams and had spent the greater part of his life there. On account of ill health he had been confined to his father's home for some time past.

—**Mrs. Ruth H. Plaisted**, Norwalk, Ct., died at her home in that city. She came to Norwalk 30 years ago, a son conducting for a time Plaisted's drug store. Upon his death, Mrs. Plaisted took over the management and ran the business herself. A brother and sister survive.

—**R. E. L. Smith**, until a year or so ago city salesman for the Wherrett-Mize Wholesale Drug Co., Atchison, Kans., died recently in Washington, D. C., where he was seeking to improve his health. He was subject to heart trouble. A wife and five children survive him.

—**A. N. Wachs**, one of the oldest residents of Oakland, Calif., died recently at the age of 72. He had been in poor health for more than a year. Three sons and one daughter survive him. Two of the sons are druggists at Oakland.

—**Franklin Bosworth Crouch**, pharmacist and proprietary manufacturer, died of valvular trouble of the heart at his residence in Brooklyn, N. Y. He passed away while sleeping in a chair. He was 67 years of age.

—**Walter G. Hedden**, 57 years old, a former druggist of Louisville, Ky., died recently at his home of paralysis which resulted from concussion of the brain received in an accident August 26.

—**E. Wayne Butterfield**, 25, a registered pharmacist employed in Dorchester, Mass., was drowned in Grand Lake, Danforth, Me. He was in bathing at the time in company with his brother.

—**Homer Kendrick**, the North Fort Worth (Texas) druggist was drowned Aug. 21, in the Trinity river. His wife, a daughter and a baby boy survive.

—**J. C. Fox**, 73, died recently at Harper Beach, Mich. For many years he was a member of the one-time firm of McPike & Fox, Atchison, Kans.

—**R. A. Roy**, druggist at Valley Falls, Kans., committed suicide. Financial trouble was given as the reason for his act.

—**Clarence J. Bechtol**, 39, a North Manchester, Ind., druggist, died in Hope hospital, Fort Wayne.

—**Jacob Kelly**, druggist of Toledo, O., died after an illness of nearly a year.

—**W. A. Briggs**, druggist, Hutchinson, Kan., died recently.

#### Cincinnati Drug Clerks' Outing

The Cincinnati Central Drug Clerks' Association held its sixth annual outing recently at Diamond Star Grove, in Rosedale, about 200 of the members and their families attending. Probably the most exciting feature of the program was the regular ball game between the wholesalers and the retailers, which was won by the wholesalers, by the liberal score of 13 to 7. Handsome prizes were awarded to the winners of the various athletic events, as follows: Fifty-yard dash for ladies, won by Edna Wise; 100-yard dash for ladies, won by Margaret Wagner; 100-yard dash for fat men, won by George Schultes; 100-yard dash for thin men, won by Fred Meyer; three-legged race, won by George Wittenberg and Edward Mossmeier; ball-throwing contest for ladies, won by Clara Christopher; shoe race for boys and girls, won by Laura Laugfels. A prize for the best waltzing couple went to Miss Viola Sculos and George Bogert. The committee in charge of the event consisted of Charles E. Meinberg, Frank Berg, E. C. Klein, Robert Wetterstrom, William Schultz and Albert P. Krause.

#### Agency contract—Liability of Agent

A contract between a medicine company and an individual required the company to ship proprietary medicines to the individual for sale at retail, and bound him to sell at prices fixed by the company, to remit each week one-half of the receipts of the business, to submit weekly reports of the business, and on the termination of the contract settle in cash for the balance due the company on account. In an action by the receiver of the medicine company it was held that the contract was not a contract of sale, but an agency contract, and the individual paying the half of the receipts for goods sold was not liable for the value of goods in his possession at the termination of the contract. (*Dabis vs. Woolsey*, South Dakota, Supreme Court, 147 N. W. 977.)

## NEWS FROM ASSOCIATIONS

### CHARLES A. WEST HEADS THE WHOLESALERS

**Members of N. W. D. A. Elect Boston Man President at Indianapolis Meeting—Main Made Secretary.**

Charles A. West, of Boston, was elected president of the National Wholesale Druggists' Association, at its 40th annual convention, held at the Claypool hotel, Indianapolis. The other officers elected are:

Vice-presidents, W. J. Mooney, Indianapolis; John R. Taque, Memphis, Tenn.; F. E. Bogart, Detroit; John Phmizy, Augusta, Ga.; John G. Mason, Waco, Texas; secretary, Thomas F. Main, New York; treasurer, S. E. Strong, Cleveland; board of control, Charles Gibson, Albany, N. Y.; Charles E. Bedwell, Omaha; James W. Morrisson, Chicago, and George R. Merrell, St. Louis. F. E. Holliday, of New York, was elected as the association's general representative.

In his annual report, President George W. Lattimer, of Columbus, O., praised President Wilson and asserted that business is rapidly adjusting itself to the conditions imposed by recently enacted legislation.

The new president and a near-dozen of former presidents attended a dinner at the Claypool. Those present were: W. A. Hover, Denver; George W. Lattimer, the retiring president; Albert Plaut, New York; C. P. Walbridge, St. Louis; M. Cary Peter, Louisville; L. B. Hall, Cleveland; C. F. Weller, Omaha; Edgar D. Taylor, Richmond; Charles A. West, Boston; Theodore F. Meyer, St. Louis; Charles S. Martin, Nashville, and Wm. Jay Schieffelin, New York.

A miniature 500-mile race at the Speedway was a feature of the entertainment afforded the members.

### GROVER PRESIDENT OF SOUTH DAKOTA PH. A.

**Retiring President Urges Prerequisite Requirements. Consolidation of State Schools Is Urged**

R. O. Grover, of Huron, was elected president of the South Dakota State Pharmaceutical Association at the twenty-ninth annual convention of that organization held at Aberdeen during the past month. The other officers elected are the following:

First vice-president, C. D. Kendall, of Brookings; second vice-president, L. E. Sasse, Vienna; secretary, E. C. Bent, Dell Rapids; treasurer, A. A. Woodward, Aberdeen.

The following is the personnel of the new legislative committee:

A. R. Fellows, Sioux Falls; H. A. Sasse, Henry; F. W. Brown, Lead; F. G. Stickles, Mellette, and L. E. Highley, Hot Springs.

H. J. Schnaidt, of Parkston, the retiring president; C. D. Kendall, of Brookings, and F. D. Kriebs, of Beresford, were recommended to Governor Byrne as candidates for the vacancy in the State Board made by G. F. Swartz, of Redfield.

In his annual address, President Schnaidt recommended that the standard of pharmaceutical education in the State be raised, and also that only graduates in pharmacy be eligible for registration in South Dakota. He also recommended that a strong legislative committee be appointed to look after the interests of the association at the next session of the legislature. He especially urged the enactment of legislation curbing the sale of narcotics and habit-forming drugs.

The matter of prerequisite pharmaceutical education was referred to the legislative committee. The special committee appointed to consider the proposed consolidation of the State colleges of pharmacy and medicine recommended that the matter be brought up at a future meeting. It was argued that the college of pharmacy, now at Brookings, would be considerably strengthened if the medical faculty at the Vermillion institution could be utilized for the instruction of the classes in pharmacy.

Secretary E. C. Bent in his report asserted that no failures had been reported by druggists during the past year and business conditions were very encouraging. I. A. Kieth, a former secretary, Joseph Wegener, W. R. Irwin and I. L. Preszler

had died during the year. Thirty-two new members had been secured and 24 names had been stricken from the roll. The membership totaled over 800.

Treasurer A. A. Woodward reported that the association was in a good financial condition. The balance on hand at the last report was \$3,872; total receipts amounted to \$3,016; disbursements, \$3,072, and the balance on hand to date was \$3,816.

D. F. Jones, of Watertown, urged that South Dakota require attendance at a recognized college of pharmacy of all applicants for registration. He also urged that the association take steps to secure an increase in the faculty at the school of pharmacy at Brookings in case that institution was not consolidated with the State medical college. Mr. Jones was supported by F. D. Kriebs, of Beresford, who recommended that the possession of a college degree by an applicant be one of the requirements for registration.

Interesting addresses were delivered by J. S. Brewer, of the Minneapolis Drug Co.; W. G. Noyes, of the Noyes Brothers & Cutler Co.; Professor E. F. Ladd, whose subject was "The Druggist of the Future," and others.

The next meeting will be held at Lake Madison, probably in the second week in August, 1915.

A musical and dance at Dreamland hall was an entertainment feature thoroughly enjoyed by the 300 members of the S. D. Ph. A., the ladies' auxiliary and the travelers' auxiliary. An entire day was spent by all at the Country Club.

### H. C. LITTLEJOHN HEADS VIRGINIA PH. A.

**Members Would Require Diploma of Pharmacists from Other States—Object to Handling Liquor**

H. C. Littlejohn, of Leesburg, was elected president of the Virginia State Pharmaceutical Association at that organization's recent annual meeting held at Richmond. The other officers are:

First vice-president, John Bauer, Richmond; second vice-president, T. Ramsay Taylor, Norfolk; secretary, E. L. Brandis, Richmond; treasurer, H. C. Eley, Suffolk; local secretary, J. W. Barnett, Roanoke; member executive committee for three years, W. H. Lawson, South Boston; member entertainment committee, three years, H. J. Brady, Roanoke.

The association named John E. Jackson, of Tazewell; H. E. Orchard, Lynchburg; C. D. Fox, Roanoke; W. T. Reeves, South Boston, and C. D. Owens, Wytheville, as candidates for a vacancy on the State Board.

The following were appointed members of the legislative committee:

W. G. Williams, Charlotte Courthouse; T. A. Miller, Richmond; T. R. Taylor, Norfolk; C. H. Goldsboro, Culpeper, and G. T. Mankin, Falls Church.

The association decided to make an effort before the general assembly to secure legislation providing that pharmacists wishing to practice in Virginia must present a certificate of graduation from a college of pharmacy in order to qualify for registration. The members favored a prohibitive tax on peddlers of medicines throughout the State. Stricter anti-narcotic legislation was also deemed necessary. A resolution was adopted to the effect that the druggists of Virginia protested against the handling of intoxicating beverages by druggists. A committee of five was appointed to draft a bill covering this last matter and it will be pushed before the general assembly regardless of the election of September 22.

The next meeting will be held at Mountain Lake, Giles County, the third Tuesday in June.

### G. A. S. Collects Money for War Sufferers

At a meeting of the officers of the German Apothecaries' Society, held early last month, the sum of \$300 was subscribed in less than five minutes for the benefit of German war sufferers. The subscription list will be circulated by the society's messenger and all the members will be given an opportunity to subscribe. It is expected that a large sum will be collected in this way. There were present at the meeting President Dr. Charles F. Klippert; Vice President, Otto P. Gilbert; Secretary, Carl Baum; Treasurer, Robert S. Lehman, and Messrs. Otto Raubenheimer, Fred Schaefer, August Diehl and Hugo Kantrowitz.

## Reorganization Changes Effected at Detroit Meeting of the A. Ph. A.

*Sixty-second Annual Gathering Marked by Large Attendance—House of Delegates to be Continued—Treasurer's Report Shows that Total Association Assets, Including Funds Held in Trust Are \$55,790.11. Pharmaceutical Syllabus is Harshly Criticized. W. B. Day Succeeds Prof. J. H. Beal as General Secretary—To Meet Next Year in San Francisco.*

THE dominant features of the sixty-second annual meeting held in Detroit were the vast amount of business transacted and the promptness with which the various officers and committees did the work assigned to them. The local committee was largely responsible for the innovation and the printed programmes distributed and bulletin boards well placed served to enlighten all members and visitors of the progress of the scheduled work and put them "wise" as to what was going on. In this work the local committee exemplified the "new school of advertising" in that the information given was informative and well served the purpose. There was but little conflict of interests, and each member was given the opportunity to decide with some degree of intelligence which of the various sections of the association he would attend.

Another new feature adopted was the reorganization of the sectional work of the association, the new arrangement providing for a scientific section with four subdivisions; (a) chemistry, (b) botany and pharmacognosy, (c) biologic assays, and (d) bacteriology; a section on commercial interests; a section on practical pharmacy and dispensing; a section on pharmaceutical legislation and education; a section on historical pharmacy; and a women's section. Provision was also made in the by-laws for additional sections.

The attendance was one of the largest that has been recorded in recent years, and the interest was sustained from the opening session of the council to the last general session of the convention when the officers were installed for the ensuing year, as follows:

President, Caswell A. Mayo, of New York; 1st vice-president, L. D. Havenhill, of Kansas; 2nd vice-president, C. Herbert Packard, of Massachusetts; 3rd vice-president, Charles Gietner, of Missouri; general secretary, W. B. Day, Illinois; members of the Council Otto Claus, Missouri, M. I. Wilbert, District of Columbia, Caswell A. Mayo, New York, and George M. Beringer, New Jersey.

San Francisco was chosen as the meeting place for 1915, and the following nominations were made for next year's officers, to be voted on by mail:

*For President:* Dr. W. C. Alpers, Cleveland, Ohio; Wilbur J. Teeters, Iowa City, Ia., and L. D. Havenhill, Lawrence, Kansas.

*For 1st Vice-President:* Charles H. LeWall, Philadelphia; Leonard A. Seltzer, Detroit, and D. F. Jones, Watertown, S. D.

*For 2nd Vice-President:* E. A. Ruddiman, Nashville, Tenn.; E. O. Kagy, Des Moines, Ia., and C. F. Nitardy, Denver, Colo.

*For 3rd Vice-President:* Linwood A. Brown, Lexington, Ky.; E. N. Gathercoal, Chicago, and C. Osseward, Seattle, Wash.

*For Members of the Council* (Three to be elected): G. M. Beringer, Camden, N. J.; F. M. Apple, Philadelphia; Phillip Asher, New Orleans; E. C. Bent, Dell Rapids, S. D.; H. V. Army, New York; R. H. Walker, Gonzales, Texas; J. O. Burge, Nashville, Tenn.; C. B. Jordan, Lafayette, Ind.; and Andrew Sherer, Chicago, Ill.

*New Officers of the House of Delegates:* President W. S. Richardson, Washington, D. C.; 1st vice-president, C. B. Jordan, Lafayette, Ind.; 2nd vice-president, H. M. Faser, Oxford, Miss. Secretary, Joseph Weinstein, New York.

Following the new order of business, there were no addresses of welcome by officials or responses by members; the association after convening and a prayer by a local clergyman, started right in with the delivery of President Beringer's annual address. The address was a masterly review of the progress of pharmacy during the year and contained a number of recommendations, which were referred to a committee consisting of J. H. Lemberger, Otto Raubenheimer, Thomas F. Main, R. H. Walker and Joseph P. Remington. This com-

mittee presented a report later, the main features of which were adopted, as follows:

1. Approving the objects of the International Pharmaceutical Federation, and recommending that the Council be authorized to make application for active membership of the A. Ph. A. in the same.

2. Approving the recommendation that the number of members necessary for the organization of local branches be reduced from 25 as at present to 15, and that the Chairman of the committee on local branches should provide a bulletin to be issued to the local members suggesting topics for discussion.

3. Approving the recommendation that a special committee be created on Prerequisite Laws to take action to encourage the passage of such laws in States where the same do not exist.

7. Approving the recommendation that the A. Ph. A. join with other associations in urging a modification of the postal regulations to permit the shipment of medicine by parcel post or through the mail, provided such medicines are not of a volatile, corrosive, or explosive character, or do not belong to the class of habit-forming drugs.

8. Approving the preparation and introduction of a new bill at the next session of Congress for improving the status of pharmacists in the U. S. Army.

9. Approving the recommendation that some plans should be formulated for the protection of the public, and for the prevention of accidents due to swallowing bichloride tablets, or their solutions. This subject was left open for further action of the Association.

10. Approving the recommendation that a year-book of the A. Ph. A. should be completed and published within a reasonable time after the expiration of the year which it represents. It was also recommended to continue the publication of the Code of Ethics in the year-book.

12. Approving the recommendation that the Committee on Publication be paid in quarterly sums in advance to cover such additions to the clerical force as may be needed.

13. Approving the publication of an Epitome on the N.F., and the establishment of a committee on propaganda to increase the use and extend the influence of N.F. preparations.

15. Approving the recommendation that the President or Council shall fill any vacancies in offices of the various sections that may occur during the year.

16. Approving the recommendation that the nominating committee when selecting candidates for the various offices in the Association shall be given more time in which to meet and make up its report.

17. Approving the recommendation that local branches of the A. Ph. A. should nominate a member for the Council and that the Council itself shall elect or decline to elect as may in its judgment seem best.

18. Approving the recommendation that the function of the House of Delegates be restricted to the consideration of topics of general interest. The report also stated that a special committee should be appointed to take into consideration the whole subject of the function of the House of Delegates.

19. Approving the recommendation that the Association should have its own committee on resolutions, and that the committee should hold open session for the discussion of such resolutions.

20. Approving the recommendation to provide an auxiliary of lady members who shall be eligible.

21. Approving the recommendation for the consolidation of some of the sections.

These recommendations were adopted by the Association, a few of them, however, being referred to the Council. The President's recommendation that the Council take into careful consideration the preparation of a Pharmaceutical Syllabus, expressive of the views of pharmaceutical educators, and his recommendation that a special committee, consisting of the President and living former Presidents be provided to report to the Association at its next meeting upon the subject of stan-

of the Association adopted by the

### Greetings From Other Associations

The following greetings were received from other associations: Dr. J. A. Avila, Secretary, and Dr. Herrera, Secretary, of the Pharmaceutical Society. The first named addressed the Association in Spanish. Other delegates were: George W. Howell, of the Bureau of Chemistry, U. S. Department of the Public Health Service; J. A. Avila, of the Bureau of Standards; Prof. W. F. Puckner, of the American Medical Association; Dr. Wm. Jay Schieffelin, of the N. W. D. A.; C. M. Woodruff, of the National Manufacturers' Association; and Charles F. Mann, of the N. A. R. D.

### Treasurer's Report

	Aug. 15, 1913	Jan. 1, 1914	Aug. 15, 1914
Membership Fund	\$19,520.58	\$19,692.03	\$20,122.51
Procter Monument Fund	5,713.81	5,828.07	5,944.63
College Prize	3,193.09	3,206.46	3,235.52
Rice Memorial	2,702.81	2,735.95	2,800.65
Excess Prize	1,019.02	1,039.49	1,060.18
Total	\$32,149.31	\$32,508.91	\$33,163.49
Jan. 1, 1914			\$2,598.91

Aug. 15, 1914, Net Increase from Jan. 1, 1914 ..... \$ 654.58  
The Association Assets August 15, 1914, may be summed up as follows:

Cash in Bank	\$5,372.95
Bonds	10,000.00
Available Assets	\$15,372.95
Permanent Funds	33,163.49
Total Association Assets	\$48,536.44
Funds held in trust:	
Procter Monument Fund	\$7,048.90
College Prize Fund	34.80
Rice Memorial Fund	169.91
	7,253.67
Grand Total	\$55,790.11

Henry M. Whelpley, Treasurer.

### SECOND GENERAL SESSION

At this session E. W. Nitardy, of Denver, secretary of the Committee on Nominations, presented a report containing the names of the candidates for next year's officials, as given above. This list will be sent to the members and the vote taken by mail.

H. V. Army, chairman of the Committee on Weights and Measures, presented resolutions which were adopted relating to revival of the campaign to make the metric units the official system of weights and measures in this country. The incoming committee was directed to co-operate with the American Association for the Advancement of Science, the American Chemical Society, the National Wholesale Grocers' Association, and all other interested bodies in an educational campaign to further the general adoption of the metric system. Steps will also be taken to enlist the N. W. D. A. in such a campaign.

The reports of the Committee on Editing Rules, and on pharmaceutical nomenclature were adopted, while the recommendation for the Association to become a member of the International Pharmaceutical Association was referred to the Council. C. H. Packard of Boston, reporting for the committee on membership, stated that eighteen members had died, 130 had resigned, 98 had been dropped, showing a total loss during the year of 240. There had been 390 applications for membership. The Committee on Procter Memorial presented its report showing that sufficient funds had been collected to build a monument to the late Prof. Procter, and the committee was authorized to draw on the fund as might be needed to defray the expenses connected therewith. A resolution was also passed that the Association should petition Congress to provide a suitable site in Washington.

### LAST GENERAL SESSION

At the last general session, held on Saturday morning, the resolutions reported from the House of Delegates were approved, and the following officers were announced as hav-

ing been elected by the Council: General Secretary, W. B. Day, Chicago, Ill.; Historian, F. G. Eberle, Dallas, Texas; Reporter on Progress of Pharmacy, C. Lewis Diehl, Louisville, Ky.; Acting Editor of the *Journal* of the A. Ph. A., E. C. Marshall, Columbus, Ohio. The salary for the General Secretary was fixed for the year at \$750, while the salary of the Editor is to be fixed by the Council. To defray expenses of the Committee on Syllabus \$25,000 was voted, and for the Committee on National Formulary \$4000 was provided.

Considerable discussion followed the presentation of the report by H. B. Mason, Chairman of the Committee on Reorganization. This report contained a number of recommendations and proposed changes in the By-Laws to make them effective. As finally adopted, the report provided for the general reorganization of sectional work as outlined above.

Among the changes in the By-Laws are those which permit members to attend Council meetings and speak from the floor; that the Council may elect members duly proposed at any convenient time; abstracts of the minutes of the Council may be called for and read at any general session and amended or approved; lady members of the A. Ph. A. and women of members' families are eligible for membership in the women's section. The standing committees recommended were: pharmacopoeial revision, transportation, and resolutions, each to consist of ten members; pharmaceutical syllabus and formulary to consist of seven members; time and place of meeting, Ebert Prize, general prizes, programme committees each to consist of three members. The appointments are to be made by the president, and to take the place of committees discontinued. The committee on programme hereafter will consist of the local secretary, general secretary, and secretary of the Council. The annual programme is to be published in the *Journal*.

A vote of thanks was given to the former general secretary, Prof. J. H. Beal.

### HOUSE OF DELEGATES

On the organization of this body, the committee reported that more than 250 delegates had presented or forwarded credentials from various pharmaceutical organizations and colleges of pharmacy. President C. M. Snow, of Chicago, was in the chair; in his introductory remarks he outlined the work and aims of the delegates, and urged prompt consideration of all questions that should come before them. A committee of five was appointed to study the best means of promoting the usefulness and efficiency of the House of Delegates, the committee to report at the next annual meeting. The committee appointed consisted of H. P. Hynson, of Baltimore, Chairman; F. H. Freericks, of Ohio; Joseph Lemberger, of Pennsylvania; W. C. Anderson, of New York; and F. M. Apple, of Philadelphia. In an address Mr. Hynson presented the outline of a plan to form a congress, which should represent the various branches of the drug trade and aim to unite all interests for handling problems of legislation, business, and the general welfare of the trade. The endorsement of the Veteran Druggists' Association was approved, as also the Metz and Stevens bills now before Congress. Following are the resolutions reported favorably by the House of Delegates:

(1) *Resolved*, That the House of Delegates indorse the aims and purposes of the Chicago Veteran Druggists' Association, and recommend the formation of similar associations as sections of the local A. Ph. A. branches, provided that the members of such associations should also be members of the A. Ph. A.

(2) *Resolved*, That the A. Ph. A. instruct its representatives in the National Drug Trade Conference to act immediately in connection with the representatives of the allied branches of the drug trade in the Drug Conference to draft at the earliest possible moment a bill to reform the present patent laws, registration of names of drugs, and the granting of sole rights to sell certain drugs to the people of the United States suitable to the best interests of the drug trade in the United States, and to urge its passage at the earliest possible opportunity, and support of the A. Ph. A. is hereby pledged to such reform.



## Stearns' "Smoker" one of the Features of A. Ph. A. Week in Detroit



ONE of the features of the entertainment programme provided for the visitors at the recent meeting of the A. Ph. A. in Detroit, and which will be long remembered by those who were present, was the "smoker" given by Frederick Stearns & Co., in the mammoth Wayne Gardens in that city. One thousand druggists representing the membership of the A. Ph. A., the Michigan Ph. A., and the Michigan Travelers' Association, sat down to the forty tables provided, at each of which was a representative of the Stearns Co. There the guests were served with a mighty good supper followed by "smokes" and interspersed with stories and reminiscences. The novel programme, after the supper, started off with everybody singing "Hail, Hail, the Gang's All Here," and this was followed by many special cabaret, musical and vaudeville features. Even a motion picture theatre was leased outright for the night and moved to the Wayne Gardens to provide entertainment between the acts.

(3) *Resolved*, That the A. Ph. A. make all possible efforts to have only graduates of recognized schools of pharmacy nominated as members of the State Board of Pharmacy by the State associations and where possible to have such amendments made to State laws as will make such qualifications a prerequisite.

(4) *Resolved*, That the incoming president be and is hereby instructed to appoint a committee of three members, which committee shall confer with similar committees, appointed for the same purpose by other organizations, upon the advisability of forming a congress of national drug and pharmaceutical bodies under the auspices of the A. Ph. A. And be it further

*Resolved*, That the results of the conference of these committees shall be reported to the several organizations represented and to the A. Ph. A. at their annual meetings in 1915, with such recommendations as may be agreed upon.

(5) WHEREAS, The usefulness of the House of Delegates, during its two years' existence, not having been such as was expected at the time of its installation, it is important that something be done to increase this usefulness; therefore, be it

*Resolved*, That it is the sense of this House of Delegates that increased efficiency can be secured by making this body a permanent one instead of making its existence dependent upon the actions of the Council.

(6) *Resolved*, That it is the belief of the House of Delegates that the Year Book should contain abstracts of papers submitted by the members of the A. Ph. A. and published in the *Journal*.

(7) *Resolved*, That the president of the A. Ph. A. at the opening session of each annual convention, shall appoint an official censor whose duty it shall be to supervise matter given to representatives of the local press, and insure that fair and accurate accounts of the proceedings and business of the association during such meetings shall be fairly and accurately printed.

#### THE SCIENTIFIC SECTION

This important section held two sessions, the chairman, Prof. E. A. Ruddiman, of Nashville, Tenn., delivering a short address covering the work done by the members in former years and making some recommendations as to future effort. He was followed by Prof. W. L. Scoville, who, as secretary, pre-

sented his report for the year. The committee on the award of the Ebert Prize, through Benjamin L. Murray, chairman, reported that it had not found any of the papers presented at the last meeting of a grade fulfilling the requirements of the donor, and therefore no award could be made. Dr. E. M. Houghton, of Detroit, presented the report of the committee on physiological testing of drugs. A resolution was adopted requesting the Public Health Service to continue the publication of the *Digest of Criticisms on the U. S. P. and N. F. preparations*.

The following officers of the section were elected and installed: Chairman, H. Engelhardt, Baltimore; first vice-chairman, W. L. Scoville, Detroit; second vice-chairman, L. A. Brown, Lexington, Ky.; secretary, W. Mansfield, New York.

This section was opened by Chairman Hugh Craig, of Chicago, who called attention to some of the educational needs of pharmacy. He recommended among other things that the association should create a committee to survey educational methods, and that it should take steps towards supplying efficient pharmaceutical educators, trained along pedagogic lines. He also thought that the Association should interest itself in the modern movement toward the concrete and practical in general educational practice, and that steps should be taken to secure the better enforcement of the statutory provisions that safeguard the practice of pharmacy. This address was referred to a committee consisting of W. B. Day, E. A. Ruddiman and M. I. Wilbert.

Frank H. Freericks presented a report as secretary of the section which contained a review of the legislation enacted during the past year, as also that which had been proposed for enactment. Caswell A. Mayo, chairman of the special committee on postal regulations, presented a report on the mailing of poisons. He stated that the post office department had under consideration a regulation which he believed would permit the legitimate use of the mails for the transportation of poisons, and at the same time would prevent the abuse of postal privileges. On Friday evening the section held a joint session with the American Conference of Faculties and the National Association of Boards of Pharmacy to discuss the report of the Committee on Syllabus. The debate was very spirited. H. L. Hilton, of Washington, condemning the syllabus, and stating that it was a disgrace to American pharmacy. A resolution presented by H. P. Hyn-

son, of Baltimore, was adopted, recommending that the Association request the N. A. B. P. and the Conference of Faculties to appoint committees of three to confer with similar committees from other national organizations with a view to bring about a congress of national pharmaceutical organizations under the auspices of the A. Ph. A. The section then installed the new officers: F. H. Freericks, chairman; and R. A. Kuever, of Iowa City, secretary.

#### SECTION ON PRACTICAL PHARMACY AND DISPENSING

This section was called to order by Chairman F. W. Nirtardy, of Denver, who said that the section had been founded to give pharmacists a clearing house for the exchange of practical hints and information about dispensing and to aid and foster the advance of pharmacy. He spoke of higher professional attainments and of the reward which came from the practice of true professional pharmacy. A number of interesting hints in prescription work were brought out in this section, and the discussions were of a most practical character. A number of papers were presented. The officers are: Chairman, Cornelius Osseward, Seattle, Wash.; secretary, I. A. Becker, Chicago, Ill., associate, D. F. Jones, Watertown, S. Dak.

#### SECTION ON HISTORICAL PHARMACY

This section was called to order by Chairman W. C. Alpers, whose address was a strong plea for the continuation of the section. Among the recommendations made by him were, the compilation of a bibliography of past, present and future members, and the collection and arrangement of the historical matter now in possession of the Association. The custodian of the collection should be paid a suitable salary.

Secretary F. T. Gordon, of Philadelphia, read a report setting forth the activities of his office during the year. The report of the historian, Caswell A. Mayo, was read by title, and was accompanied by a list of manuscripts, photographs, etc., presented to the Association during the year. One of the most interesting addresses presented during the week was that of Dr. Edward Kremers before this section, on the study of the history of pharmacy. In this address, the author pointed out by means of numerous lantern slides how the study of pharmaceutical history could be made both interesting and useful. Following the address of Dr. Kremers, a resolution was passed that the historical section recommend the affiliation of State Pharmaceutical Associations with the established historical societies of their respective States, the object being to encourage the collection and preservation of historical pharmaceutical material.

The following officers were installed: Chairman, Frederick T. Gordon, Philadelphia; secretary, A. H. Clark, Chicago; historian, E. G. Eberle, Dallas, Texas.

#### COMMERCIAL SECTION.

This section was presided over by Harry B. Mason, of Detroit. A number of interesting papers followed the very comprehensive address of chairman. The officers elected for the ensuing year are: Chairman, E. H. Thiesing, Cincinnati; secretary, David Stoltz, Syracuse, N. Y.; associates, W. A. Hall, Detroit; E. R. Selzer, Cleveland, and J. B. Thomas, Baltimore.

#### WOMAN'S SECTION.

Space will not permit a complete report of the activities of this section. The reports, however, indicated a gratifying increase in membership and that the financial condition of the section was satisfactory. The new officers are: President, Mrs. John Culley, Ogden, Utah; first vice-president, Miss Kate Harbord, Salem, Ore.; second vice-president, Mrs. H. M. Whelpley, St. Louis; third vice-president, Miss Jean Gordon, Chicago; secretary, Miss Anna G. Bagley, Columbus, O.; treasurer, Mrs. F. H. Carter, Indianapolis, Ind.; historian, Mrs. G. B. Kauffman, Columbus, O.; executive committee, Mrs. J. O. Burge, Nashville, Tenn.; Miss Zada M. Cooper, Iowa City, Ia.; Mrs. J. G. Godding, Boston. After the final adjournment a general reception was held.

#### ENTERTAINMENT.

The entertainments provided for the visitors were upon a scale that has seldom been equaled at any annual meeting in recent years. There were the president's reception, followed by a ball. On Tuesday the ladies were taken on a trip to Bois Blanc Island and given a supper, and on the following day they were shown through the shopping district. In the evening a card party was provided in their honor, the gentlemen being given a supper and smoker at the Wayne Gardens by Frederick Stearns & Co., as related elsewhere in this issue. On Thursday evening the entire association, including the ladies, were taken by boat up the river to Parke, Davis & Co.'s laboratories and shown through the plant, and afterward photographed. The trip was continued up the river through St. Clair Flats, supper and dancing being provided en route by P. D. & Co. On Friday afternoon the visitors were given an automobile ride through the principal thoroughfares of Detroit and round the famous Belle Isle Park.

#### "OBEY BOARD OF HEALTH ORDINANCE"

**Members of Kings County Ph.S. are Advised by J. H. Rehffuss to Wait Until 182 is Tested**

The policy of the New York City Board of Health was the principal topic under discussion at the September meeting of the Kings County Pharmaceutical Society, held at the Brooklyn College of Pharmacy. J. H. Rehffuss suggested that the members might just as well obey amended ordinance 182, until this measure is tested. The publication of secret formulas on the labels of proprietary preparations, as provided for by the ordinance now tabled by the Advisory Council, would drive many of these products from the New York market as their owners would not sacrifice their formulas for New York City. T. J. France expressed the opinion that the only way to determine whether the Board of Health can enlarge upon the work of the State legislature would be to bring a test case.

Otto Raubenheimer reported that the work on the new pharmacopoeia was practically completed and the volume is now in the hands of the printer. It should be in the hands of every pharmacist by the middle of next year. He outlined the make-up of the new National Formulary. It will consist of two parts: (1) the formulary, and (2) standards of drugs and chemicals not in the U.S.P.

Secretary A. E. Hegeman read a letter from the Workmen's Compensation Commission, which was to the effect that druggists were not mentioned specifically in the compensation act, but might come under the paragraph relating to the handling of merchandise on "any dock, platform or place." J. H. Rehffuss thought that the insurance provided under the act was the cheapest that one can buy and advised the members to buy. Ten dollars, he said, covered a pay roll up to \$5000. For \$6.50 the public was also included.

Communications from Brooklyn druggists were read to the effect that they considered the Boylan law a workable and adequate anti-narcotic measure, providing that Board of Health ordinances were not permitted to interfere with its enforcement. Otto Raubenheimer elaborated upon the little evil done by the use of paregoric and the great good accomplished through its general use. He asserted that it was the duty of pharmacists to put a check on the Board of Health—now.

Treasurer Adrian Paradis reported the sum of \$456 in the society treasury.

#### Illinois Examination for Inspector of Pharmacies

The Illinois State Civil Service Commission will hold an examination for Inspector of Pharmacies on Saturday, October 3rd, at seventeen points in the state. The examination is open to residents of Illinois who are between 25 and 60 years of age. Applicants must have a high school education, or its equivalent, and should be familiar with the pharmacy law and the methods of making investigations and reports. The duties of the office are to inspect pharmacies to prevent violations of the pharmacy law, and to institute suits to recover penalties.

Application lists were closed on the 23rd of September. The salary ranges from \$125 to \$150 per month.

### CONFERENCE AUTHORIZES TEST ON 182

#### Time Has Arrived to Ascertain How Far Local Health Board Can Go—Will Defend a Member

At a recent meeting of the New York Pharmaceutical Conference, held at the New York College of Pharmacy, and called to order by Chairman Dr. Wm. C. Anderson, the delegate-members present authorized a committee, consisting of Peter Diamond, John Roemer, Otto Raubenheimer, Thomas J. France, Vito Calcagno and Alexander Gardner, to take steps to protect legally any person affiliated with the conference who is prosecuted under the recently enacted Board of Health ordinance 182, which, in the terms of the resolution, is in direct opposition to the Boylan anti-narcotic law. This ordinance and a proposed measure similar to the Philippine proprietary regulation, which has been temporarily tabled by the Advisory Council, are regarded by the members of the Conference as "leaders" on the part of the Board of Health toward the ultimate abolition of the sale of household remedies except upon prescription. "This is really a national issue. If the Board of Health can do it here, it can be done elsewhere," was the way one speaker expressed himself. The consensus of opinion was that it is about time that druggists found out under just what laws they must proceed and how far the Board of Health can go. Immediately upon the unanimous adoption of the resolution, delegates from Kings County Pharmaceutical Society, the German Apothecaries' Society, the New York County Pharmaceutical Society and the New York Retail Druggists' Association pledged their organizations for their proportion of the expense of a test case.

Another resolution also unanimously adopted was to the effect that the Conference favored the clause in the National Pure Food and Drugs Act providing for the label statement of the names of all habit-forming drugs, but was opposed to the proposed local ordinance which would require the label statement of the names and quantities of all ingredients in a preparation. Such regulation would be a discrimination against the druggists of this city and was really a matter for State legislation.

Secretary C. A. Mayo reported that 2700 cards containing the provisions of legislation which must be observed by local druggists, had been distributed.

Dr. Anderson reported a proposition made by an attorney to destroy the chain store system, the same requiring a fund of \$50,000 to finance. The proposal was tabled, the state of the conference treasury not justifying its acceptance.

The scheme of a local evening paper to run a "pure drug" column and make the same a paying proposition by advertising "investigated" druggists, was elaborated upon by Dr. Wm. C. Anderson, who with a Conference committee, had called upon the publication's advertising manager. The committee learned that the "investigation" was to consist of interrogating eight or ten people, possibly neighbors of the druggist, and asking whether his store was all right. The committee, in the name of the retail drug trade, voiced its protest against this form of publicity, and the business manager, who was also interviewed, took the matter under advisement. It was pointed out that drug stores were licensed by the State and inference against them was contrary to law. The committee was thanked by the members of the Conference for its work.

Among those who attended the meeting were Dr. Joseph Kahn, Dr. Joseph Weinstein, John Roemer, Otto Raubenheimer, T. J. France, Louis Berger, C. A. Mayo, Dr. Wm. C. Anderson, S. V. B. Swann, Dr. H. V. Army, Thomas Latham, Vito Calcagno and others.

### AMONG THE ASSOCIATIONS

The Los Angeles, Cal. R. D. A. decided at a recent meeting to act with the grocers of that city in keeping down the price of merchandise and to be influenced in price-making only by supply and demand.

The National Federation of Drug Clerks, a French organization, held its sixth congress at Paris. The status of the trained chemists who prepare drugs, compound prescriptions, etc., was the principal business discussed. Poor organization was given as the reason that the members did not enjoy the

weekly day of rest which was the custom in other callings. It was deplorable that men whose duties were hardly less than those of the physician should be forced to endure the long hours and underpay of the sweatshop worker. The demand of the clerks is for a ten-hour day, with a system of shifts which will enable each clerk to have one full holiday a week.

The South Dakota Ph. A. Travelers' Auxiliary have elected as officers: President, Charles R. Long, Mankato, Minn.; secretary-treasurer, William Holliday, Flandreau.

Boston (Mass.) Drug Clerks' Union 28, has been revived since the discharge of the president and three other members of the union who were employed by one company. In one case, it is said, the discharged employe was offered his job and increased pay if he would withdraw from the union. The union's membership is reported to have increased last month to more than 500.

The Wisconsin Historical Society will have an o'd-time "corner drug store" as a feature of its Museum at Madison which is now being reorganized. Druggists of the State long ago donated the necessary articles for the exhibit.

The Wisconsin Ph. A. following the recent meeting of its executive committee, issued a circular containing a list of all articles on which it was deemed there was a legitimate reason for a raise in price. The circular aims, it is reported, to throw the responsibility for high prices upon manufacturers, wholesalers and importers.

Houston (Texas) pharmacists have raised \$200 toward a \$1,000 fund to be used for the purpose of stamping out the house-to-house vendors of drugs.

Miss Flora Scarborough, of Laurel, secretary of the Mississippi Ph. A., was authorized at the last annual meeting of that organization, to tour the State for the purpose of collecting dues and enlisting new members. After several weeks of work in this direction she had obtained about 100 new members and had been very successful in collecting dues. She has reported to the officers of the association that many of the drug stores throughout the State are conducted without the services of a licensed pharmacist. This will very probably be brought to the attention of the Board of Pharmacy. The next annual convention will be held at Jackson. J. W. Harding, local secretary, is chairman of the entertainment committee.

The Troy (N. Y.) Ph. A. held its 13th annual field day and clambake recently, about 85 members and their friends attending. A baseball game was a feature, the teams being captained by James T. O'Sullivan and Michael P. Cavanaugh. The game was terminated because of the losing of the third baseball the picnickers had brought with them. Warren L. Bradt, secretary of the New York Board, was a guest of the association.

The executive board of the Milwaukee Ph. A. held a meeting last month which was largely attended. Those present discussed the problem of securing imported drugs at reasonable prices and a resolution was adopted which called for a meeting to be held in the near future for the purpose of working out a solution.

The Michigan State Ph. A. elected the following officers at its recent convention, held at Detroit: President, Grant Stevens, Detroit; vice-president, J. A. Skinner, Cold Springs; secretary, D. D. Alton, Fremont; treasurer, E. C. Varnum, Jonesville; executive committee: Edward Austin, Midland; A. L. Hemzinga, Holland, and J. A. Webster, Detroit.

The San Francisco R. D. A. has elected the following officers: President, H. A. Gerdes; vice-president, J. M. Caselman; secretary-treasurer, N. S. Schwartz; executive committee: D. R. Rees, J. R. Lewis, I. Beck, E. R. McDonald, J. Farren, L. Harris and K. B. Bowerman.

A number of Canton, Ohio, druggists, members of the local Chamber of Commerce, have secured permission from the directors of the Retail Merchants' Association, to organize a supplementary organization. The new association will be auxiliary to the R. M. A., which in turn is supplementary to the Chamber of Commerce.

The Henry County (Ill.) Druggists' Association held its semi-annual meeting at Galva. The attendance was large. H. L. Day, of the Illinois Ph. A. and secretary of the above organization, made the principal address. At noon a fine banquet was served at the Hotel Best. All the physicians of the city were the guests of the druggists.

## SCHOOLS AND COLLEGES

### **New York College of Pharmacy, Columbia University**

The 85th session of the New York College of Pharmacy will begin September 21, with the following enrolment: Junior class, 275; senior class, 180; post graduate class, 12. There are 20 students in each of the University classes.

The registration books for the Thursday evening course under the direction of Professor Wm Mansfield have not yet been opened, but from the number of communications received it is believed that every seat will be occupied. Special drop lights for the desks in the pharmacognosy laboratory have been installed in order that the microscopic work may be pursued as well as by daylight.

The re-arrangement and addition of desks in the dispensing laboratory has increased the capacity of that room by 132 students. Most of the gas lights in the building have been removed and high-powered electric Tungsten lamps substituted.

Mr. Keon has plans under way to make this a big year for the student organizations. Many of the members of last year's successful glee and mandolin clubs and of the orchestra have returned to college, which gives these organizations a good start for the coming year.

On the evening of October 20, the first regular meeting of the college will be held, on which occasion an interesting lecture on stock keeping in the retail drug business will be given by a well known New York pharmacist.

During the summer months the library was entirely renovated, the lighting facilities having been markedly improved. There has recently been installed a crystal showcase for the exhibition of the rare books which the library possesses. It is planned to make systematic exhibits of these books. The back numbers of the *Chemisches Centralblatt*, which were ordered for completing the college files of that journal, have been held up by the war.

### **College of Pharmacy, University of Iowa**

C. B. Burnside, '12, '13, was married recently to Laura E. Woodward at the home of her parents at Lewis, Ia. Since September 1 they have been at home to their friends at 501 West 8th street, Davenport, Ia. Mr. Burnside has been employed at the Schlegel pharmacy since his graduation.

I. A. Anderson, '09, of Dow City, Ia., is secretary of the Crawford County R. D. A.

The third annual home-coming will be held October 22, 23 and 24, at the time of the Iowa-Minnesota football game.

W. J. Husa, '13, will be storekeeper in the department of pharmacy during the coming school year.

H. E. Rutenbeck, '14, has accepted a position at West Liberty, Iowa.

J. E. Kiedaisch, '14, is now located at the Third street pharmacy, Burlington, Ia.

The college was represented at the APh.A. convention at Detroit by Dean W. J. Teeters, Professor R. A. Kuever and Professor Zada M. Cooper. Dean Teeters was re-elected secretary of the Conference of Pharmaceutical Faculties, and was also nominated a candidate for the presidency of the association.

Professor Cooper was elected an associate in the section on education and legislation of the APh.A., and Professor Kuever was elected secretary of the same section for the ensuing year.

H. C. Otto, '08, has purchased a drug store at Park River, N. D.

R. O. Grover, '00, Huron, S. D., was elected president of the South Dakota Ph. A. for the ensuing year. Mrs. Grover was elected vice-president of the ladies' auxiliary of the above organization.

### **University of Illinois School of Pharmacy**

A. H. Clark, assistant professor of chemistry in the University of Illinois School of Pharmacy, will pursue advanced studies during the ensuing year at the University of Michigan.

His position will be filled by E. A. Lynn, A. B., M. A. Mr. Lynn is a graduate of the University of Washington, where he earned his first degree, and the University of Wisconsin, where he secured his Master's. He has been an assistant in chemistry at the University of Washington and the University of Wisconsin. He was at one time instructor in physics at the Adelphi College. He is the author of a laboratory guide in pharmaceutical technique. His latest work has been in connection with research on the poisonous (to stock) plants of Wyoming.

### **St. Louis College of Pharmacy**

"If you have ever attended the St. Louis College of Pharmacy, send your name and address at once to Fred W. Sultan, chairman, semi-centennial committee, 112 North Second street, St. Louis." This is the text of an appeal, which is being sent broadcast in an effort to find all those among the living who have attended St. Louis C. P. at any time during the fifty years of its existence. The college will celebrate its semi-centennial on the 7th and 8th days of October and it is aimed to have present all of the living alumni of the college. A feature of the celebration will be an organized effort to build a new college edifice.

### **College of Jersey City Department of Pharmacy**

An interesting announcement is made in the recently published bulletin of what was formerly known as the University of the State of New Jersey, Jersey City. According to the bulletin, the people of Jersey City requested that the institution connect itself in name with the city. Prompted by this request and with the approval of the State Board of Education of New Jersey the name of the college was changed from "University of the State of New Jersey" to that of "College of Jersey City."

### **Cincinnati College of Pharmacy**

The annual alumni banquet of the Cincinnati College of Pharmacy was attended recently by thirty-seven graduates and a number of other guests. Joseph Visconti was toastmaster, calling upon a number of speakers, including Dr. F. Cain, President Arthur James, of Lebanon University, who spoke on the educational side of the profession; T. W. Kisker, on "The Ethics of a Pharmacist"; C. T. Whitticamp, Theodore Wetterstroem and James Fabie.

### **Department of Pharmacy, S. D. State College**

At the recent annual convention of the South Dakota State Ph. A., held at Aberdeen, considerable time was devoted to a discussion of a proposition to move the department of pharmacy from the South Dakota State College of Agriculture and Mechanical Arts, at Brookings, to the University of South Dakota, at Vermillion, and uniting it with the college of medicine at the University. A committee was appointed to consider the matter and report back to the association.

### **Philadelphia College of Pharmacy**

The 94th session of the Philadelphia College of Pharmacy was opened September 19th, Dean Dr. J. P. Remington introducing the members of the faculty to the students who assembled for the occasion in the college auditorium. The year's work in each department was briefly outlined. The incoming class represents the Philippine Islands, Honduras, Cuba, Egypt and 18 different states.

### **University of Colorado School of Pharmacy**

This institution will not be hampered by any interruption of its supply of chemicals and laboratory equipment, Dean Homer E. Washburn having received a year's supply previous to the declaration of war by Germany.

The prospects are for the largest attendance in the history of the school.

### **Creighton University College of Pharmacy**

Professor Howard Newton, Ph. C., instructor in pharmacy at the Massachusetts College of Pharmacy, has joined the faculty of the Creighton University College of Pharmacy. Professor Newton takes the place of Professor J. C. Forling who will act as assistant to C. F. Crowley, professor in chemistry in the medical department at Creighton.

## BOARD EXAMINATIONS

### Alabama

**SELMA, Sept. 20.**—At a recent meeting of the Alabama Board of Pharmacy held in Anniston, fifty candidates presented proper papers for examination. Of that number, the following passed:

Pharmacists—Thos. M. Cottrell, C. W. Bethany, W. A. Hillerman, E. H. Murphree, W. A. Hill, E. D. Bright, C. L. Schilling, E. G. Rockhill, I. H. Beasley, L. A. Pearce, J. L. Hereford, Chas. F. Grove, Louis Letaw, Jas. T. Vinson, Hall Van Allen, G. W. Irwin, E. L. Burton, A. E. McWilliams, B. G. McKenzie (col.), Mrs. M. A. Wood, Miss Alberta Noel.

Assistants—Louis E. Andrew, Nat. Washington, E. E. Caldwell, H. E. Mangum, Arthur J. Thigpen, Roswell O. Win, C. H. Taylor, R. C. Hill, E. C. Pope, J. C. Kent, H. E. Benbow, W. J. Watkins, H. R. Faucet, Carl Busey, J. F. Watson, J. C. Massey, Chas. L. Krebs, Jno. W. Reid, C. D. Teryin, Henry M. Goldstein, W. G. Hall, J. E. Blackwell, C. J. Barden.

The next meeting will be held in Montgomery on October 13th and 14th, 1914.

### California

**SAN FRANCISCO, Sept. 20.**—The State Board of Pharmacy has recently raised the passing average for examination of applicants for registration, and now requires that each applicant for a licentiate's certificate shall make a general average of 75 per cent. and not fall below 60 per cent. in two or more branches. For an assistant's certificate the applicant must make on the examination a general average of 65 per cent., and not fall below 50 per cent. in two or more branches. Applicants for examination must furnish the Board of Pharmacy with affidavits showing the actual pharmaceutical experience they have had.

The following applicants for registration successfully passed the recent examination held in this city:

Licentiates—Florence Dunlap, John M. Myers, Manlio C. Silva, Fred A. Wilson, A. B. Davison, Geo. A. Mehlfeld, Arthur E. Wagner, Louis L. Topper, Walter L. Scott, L. C. Henderson, Sister Flavia Farren, W. M. Rockwell, Livingstone O. Hunter, Beltrandi Enrico, John J. Hamilton, Maurice L. Koplan, Carl Kratt, Lester Tozier, Fred E. Smith, I. Milton Haun, V. A. Marchese, J. Clifford Mendonse, V. E. Meeker, Maximilian A. Citron, C. Bruce Warner, Daniel Cohen, Glen T. Garner, Michael Citron, C. Bruce Harner, Daniel Cohen, Glen T. Garner, Michael Waldon Conway, Leslie A. Ramey.

Assistants—Fred M. Woolley, Lee Holtzman, Wm. F. Brisgoll, Frederick Wm. Hawkes, Bernard Herman, Harry Wm. Davis, Wm. Cavanaugh, William D. Bell, Leon G. Brosemer, Emil Nelson, Cecil Adams, Jas. A. Cairns, Everett F. Northrup, Staten E. Griffin, James S. Sharpe, Ernest J. Young, Raymond W. Noble, Leo J. Sabini, O. Van Duyn, Chas. C. Moore, Mary Jennings, John O'Connor, Perry B. Clark, Lyndon L. Davidson, Fred R. Robinson, Arthur L. T. Jorgensen, Wallace L. Cornwall, Frank W. Goldsmith, Horace L. Wolfe, J. D. Vernon Nichols, Gilbert J. Lanyon, Columbus T. Crenna, Jos. C. Hair, Will Martin, Valentine Geo. Clementz, Ylo Yssle Hopwood, Fred F. Ventuleth, Lorrin E. McGee, Oliver Trewartha, Arthur W. Reum, Clarence Powell, Mont. L. Preston, Louis U. McIndoe, Harold E. Hockox, Robert L. Nichols, C. H. Carson.

The next examination will be held in Los Angeles beginning October 7, and in San Francisco beginning Wednesday, October 14.

### Massachusetts

**BOSTON, Sept. 20.**—Nine more registrations in pharmacy have been granted by the State board, as follows: Lawrence C. Feloney, Cambridge; Ladislav G. Lavelle, Milford; John M. O'Brien, Roxbury; H. C. Newton, Southboro; Robert E. Bems, Boston; Mrs. Nellie Sargent Houle, Lowell; James J. Mattimore, Worcester; Ezra Saillant, New Bedford, and C. T. Williams, Brookline.

Certificates as assistants were issued to the following: John Andrews, Salem; Clarence Cameron, Beverly; Samuel Lourie, Malden; Joseph N. Myers, Boston; Anthony F. Praino, Boston; John H. Reidy, Weymouth; Joseph E. Carey, Marlboro; David Ginsburg, Chelsea; John M. Thal, Roxbury; Joseph D. Ahearn, Framingham; John C. Colwell, New Bedford; Herbert S. Coombs, Chelsea; John A. Darragh, Springfield; William H. Hevey, Winchester; Frederick M. Nye, New Bedford; Anthony J. Ziegel, Somerville; William B. Galligan, Taunton; Robert M. Malone, Worcester; Howard M. Beverly, Ayer; Arthur St. Pierre, No. Cambridge.

### New Jersey

**BRIDGETON, Sept. 20.**—Henry A. Jordan, secretary of the State Board of Pharmacy, announces the list of successful candidates for registration who took the recent examination in Trenton as follows:

Registered Pharmacist—Bartholomeo Albini, New York, N. Y.; Frank J. Antonini, West New York; Charles Bain, Philadelphia, Pa.; Abraham Blank, New York, N. Y.; Samuel Cahau, Philadelphia, Pa.; Camillo Cianculli, Raritan; Louis Cohen, Philadelphia, Pa.; Michele Conza, Schenectady, N. Y.; Harry Ivan Darr, Chester, Pa.; Clarence F. Dennis, Augusta; Vincent Del Plato, Newark; Christian De Vries, Jr., Paterson; Arthur H. Einbeck, West New York; Jacob Eisenstadt, Brooklyn, N. Y.; Martin Eisenstadt, New York; Edwin C. Erickson, Millville; Leo F. Feindt, So. Orange; Elmer D. Fox, Philadelphia, Pa.; Samuel H. Fritz, New York, N. Y.;

Samuel L. Furman, Philadelphia, Pa.; Herman J. Godes, New York, N. Y.; Harry E. Gittleman, New York, N. Y.; Francis S. A. Hasenplue, Lakewood; Jacob Hoewech, Bayonne; William F. Kalesse, Philadelphia, Pa.; Frank P. Kalibat, Brooklyn, N. Y.; Norris L. Klar, New York, N. Y.; George F. Krech, Paterson; Louis Kron, Philadelphia, Pa.; Albert Kummer, Paterson; Jacob Landau, Newark; Ludwig Lechner, New York, N. Y.; Joseph Lenkts, Brooklyn, N. Y.; Isadore H. Leventhal, Newark; Joseph H. Levy, Hoboken; Alexander Livingstone, West Philadelphia, Pa.; Frank Mader, Elizabeth; Bert Edgar Niles, Trenton; Herman Harrison Oxman, New York, N. Y.; Frank Joseph Pastern, New York, N. Y.; Joseph W. Pastor, Philadelphia, Pa.; Orlando Passanante, New York, N. Y.; Illuminato Patri, New York, N. Y.; John R. Reay, Cranford; Maurice Rosoff, Philadelphia, Pa.; William F. Ruther, Newark; Nathan Schimmel, Jersey City; Alfred Joseph Edward Schmidt, Newark; William H. Schultz, Newark; John Scaccia, New York, N. Y.; Louis Sherrifine, New York; Herman B. Springer, Newark; Loring S. Strang, Borden-town; J. Harry Swain, Haddon Heights; Thomas Allen Sykes, Newark; Frank Anthony Urban, Brooklyn, N. Y.; Charles Joseph Viegel, Philadelphia, Pa.; John J. Weidner, Newark; Abram Weinstein, Philadelphia, Pa.; Frederick Gerard Williams, Newark; Edgar K. Zeigler, Philadelphia, Pa.

Registered Assistants—Philip A. Cahin, Newark; Francis Cascioli, Bangor, Pa.; Laurence Cohen, Jersey City; Thomas T. N. Dargosa, Vineland; Louis Franklin, Trenton; Joseph B. Greenwood, Newark; Samuel Grubin, Newark; Jacob D. Kaplan, Newark; William J. Korboints, New Brunswick; Lorenzo D. W. Lewis, Philadelphia, Pa.; Herbert A. Norris, Jersey City; Tobias Schulhof, Newark; Louis M. Wojakiewicz, Perth Amboy; Otto Louis Zocklein, Paterson.

The next meeting of the Board for examinations will be held in Trenton on Thursday and Friday, Oct. 15 and 16.

### NEW INCORPORATIONS

The Elliott Remedies Co., Inc., Rochester, N. Y., incorporated by A. C. Elliott, W. P. Martin, G. A. Engert, jr., of Rochester, to deal in drugs, medicines, chemicals, etc.; capital, \$100,000.

Practitioners' Pharmaceutical Co., Inc., Manhattan, incorporated by T. S. Roberts, R. S. Parnass, of New York City, and J. A. Crumble, Brooklyn, to do a drug and chemical business; capital, \$100,000.

Surpass Chemical Co., Troy, N. Y., incorporated with capital of \$5,000 to manufacture and deal in bleaching, salts, dye-stuffs, chemicals, machinery and implements used in washing, cleaning, bleaching and dyeing fabrics, and in goods, wares and merchandise. Directors are Emma M. Smith, of Menands; Harry B. Smith, Auburn, and Marion L. Kellogg.

Buckingham Drug Co., Dallas, Texas, incorporated by J. T. Buckingham, W. T. McConnell and E. H. Lowrance; capital, \$1,000.

E. A. Neverman, Druggist (Incorporated), Evanston, Ill.; capital stock, \$10,000; retail drug store; incorporated by John Weiland, Margaret Weiland, Howard A. Neverman and Irene M. Neverman.

Salsa Chemical Co., Bridgeport, Conn.; officers: President, William M. Clampett; treasurer, George E. Cook; secretary, William L. Colegrove, all of Bridgeport. These officers are also directors. There are 40 shares of the par value of \$25 each.

Rumbarger Manufacturing Co., Elkins, W. Va.; drugs and medicines; capital stock, \$5,000; incorporators, R. R. Rumbarger, R. R. Rumbarger, jr., W. E. Rumbarger, J. G. Nestor and Samuel V. Spears, of Elkins.

Western Laboratories, Chicago, Ill., incorporated by F. T. Gordon, D. S. Giles and M. L. Gordon, of Chicago, to manufacture drugs, chemicals and flavoring extracts; capital, \$30,000.

Keefer Mfg. Co., New York City; incorporators, G. W. Keefer, D. Emison and I. A. Johnson, 170 East 63rd street; purpose, to deal in vermin exterminators; capital, \$10,000.

Morales Medicine Co., Tegucigalpa, Honduras, incorporated by M. Del Morales, L. K. Pudom, J. H. Walter, all of Honduras, to manufacture, to sell and deal in and with medical goods of all kinds; capital stock, \$25,000.

Winsdor-Medford Drug Co., Muskogee, Okla., incorporated with a capital stock of \$5,000 by B. O. Winsdor, E. Medford and J. H. Bishpham, of Muskogee.

Hosken's Derma Cream Co., Grand Rapids, Mich.; officers, Elsie D. Hosken, president; Raymond B. Hosken, vice-president; Harry E. Hosken, secretary and treasurer; object, to manufacture and sell Hosken's Derma Cream, a skin remedy; capital, \$3,000.

Bungalow Drug Co., Los Angeles, Cal.; capital stock, \$30,000 (\$16,000 of which is reported subscribed); directors, F. J. Burke, L. L. Bradford and H. I. Roden.

Marvelous Sweeping Model Wine Tonic Co., Chicago, incorporated by Charles Fisher, Arthur Berbrauer and Jeanette Fisher; capital stock, \$2,500; purpose, to manufacture and deal in medicines, chemicals, drugs, etc.

Callendar Pharmacy, Inc., Waterbury, Conn.; President and treasurer, Lewis B. Callendar; secretary, R. Augustus Callendar; directors, Lewis B. Callendar, R. A. Callendar and Charlotte Callendar.

Lawdale Drug Co., Chicago, dissolved.

Peoples Drug Store, Johnson county, Tenn.; charter surrendered.

Coonley Drug Stores Company of America, Detroit, Mich., \$15,000 capital, incorporated by Raymond B. Coonley, Oliver D. Denry, Frank Renard.

Mackey Medicine Co., Inc., New York, incorporated by Newton A. Mackey, James A. Williamson and Wm. H. Buckley to do a general drug, confectionery, etc., business; capital, \$10,000.

Laval Laboratories, Chicago; capital stock, \$2,500; incorporated by Edgar W. Jenkins, Henry S. Lighthall and Frank N. Hillis to manufacture and sell proprietary medicines, chemicals, etc.

Yergin Russian Oil Co., Chicago, incorporated by John F. Rosen, John P. O'Shaughnessy and Joseph L. Toohy for the purpose of general dealing in Russian mineral oils and other mineral oils used for medicinal purposes; also for dealing in proprietary drugs and chemicals generally; capital stock, \$6,000.

Lanier-Keith Drug Co., Sherman, Texas, filed amendments changing name to Glasscock Drug Co.

Rhodes Drug Co., Jackson, Miss., incorporated by L. D. Rhodes, Mrs. C. E. Rhodes and others; capital, \$5,000.

John Coffin & Co., Kittery, Me., organized for the purpose of manufacturing and dealing in chemicals and merchandise of all kinds and descriptions, also purchasing any property with \$50,000 capital stock, of which nothing is paid in; officers: President, Horace Mitchell, Kittery; treasurer, H. A. Paul, Kittery.

Palace Drug Co., Beaumont, Texas, capital stock, \$9,000; incorporated by W. C. Wiley, O. B. Sawyer and R. W. Abbott. New corporation has purchased stock and fixtures of the L. K. Preston Drug Co. from the receiver and an order has been placed for a lot \$2,000 of new stock. W. C. Wiley is president, treasurer and manager of the new store. O. B. Sawyer is vice-president and R. W. Abbott is secretary.

Hook Drug Company of St. Louis (Mo.), incorporated by A. C. Stewart, R. W. Price and John A. Hook; capital, \$10,000.

Red Cross Chemical Company of New York, capital, \$10,000, directors: Solomon and David Kaplan, Brooklyn.

George H. Wilson Ginseng & Golden Seal Co., Bowling Green, Ky.; capital, \$3,000; incorporators: George H. Wilson, W. P. Wilson and H. L. Wilson.

Dixie Drug Co., St. George, Utah; capital stock, \$5,000; incorporators: Clark Watson, Warren Cox, F. J. Woodbury, D. A. McGee and George F. Whitehead.

Dewerry Medicine Co., Atlanta, Ga., incorporated with capital stock of \$10,000, to manufacture medicines.

Blackwell Drug Company, Blackwell, Okla.; capital stock, \$5,000; incorporators: William K. Bell, Sarah A. Bell, A. C. Johnson, Grace L. Johnson, of Blackwell.

Bortle Drug Co., Claremore, Okla., capital stock, \$5,000; incorporators: E. H. Bortle, L. W. Moore, B. V. Bortle and A. C. Moore.

Blythe Drug Co., Hopkinsville, Ky., incorporators: Thomas Cushman, Max J. Blythe and Alvan H. Clark.

Reed Disinfecting Co., Middleboro, Mass., incorporated with capital of \$75,000; officers: F. W. Woodbury, president; treasurer, Edward C. Reed, Middleboro. These men with W. A. Carpenter comprise the directorate.

L. P. Bond Drug Co., Chelsea, Mass., recently filed articles of incorporation. Directors are: President and treasurer, L. P. Bond; W. B. Sproule and Bertha R. Sproule.

Nully Laboratories, Inc., Manhattan, incorporated with a capital of \$75,000 by E. D. Feldman, W. E. Lowther, P. E. Greenfield, of New York City, to manufacture and deal in drugs, chemicals, etc.

Pittsburg Wholesale Drug Co., Philadelphia, Pa., capital stock, \$50,000; incorporated by F. K. Hansell, Philadelphia; George H. B. Martin and S. C. Seymour, of Camden, N. J., to operate and maintain a wholesale drug store, and to deal in and with foodstuffs, etc.

Southern Spice and Extract Co., Jackson, Miss., capital, \$10,000; includes among stockholders W. A. Montgomery, Edward Yarger, R. C. Smith, Robert Phifer, jr., and C. Wade; incorporated to engage in the manufacture of extracts and staple drugs.

Rejuvenator Co., New York City, corsets, toilet preparations, etc.; capital, \$50,000; incorporators: H. L. Mann, Frederick Munns, jr., and G. E. Fleming.

Rasmus Process Co., New York, incorporated by J. Dannenberg, C. F. Fuerst and H. M. Diamond to deal in chemicals and foodstuffs; capital, \$10,000.

F. W. Andrews Chemical Co., Dayton, O., capital, \$100,000; incorporated by Bert Drake, T. C. Whetsel, F. N. Shidaker, H. H. Rannels and F. W. Andrews.

Cochran drug store, Houlton, Me., capital stock, \$8,500; officers: President, Margaret B. Cotton, and treasurer, W. H. Ormsby, both of Houlton.

Rumford Drug Co., Rumford, Me., incorporated by C. M. Bisbee, R. L. Mecher, E. M. McCarty, G. G. Brown, all of Rumford; capital, \$10,000.

Community Drug Co., Cleveland, O., N. E. Alport, et al; capital, \$1,000.

Casco Chemical Co., Inc., Portland, Me., incorporated with a capital of \$25,000 to manufacture, sell and deal in all kinds of chemicals; officers: President, J. W. Stone, Portland; treasurer, G. P. Locke, Norway.

Healene Co., Boston, Mass., has been incorporated with a capital stock of \$10,000 to manufacture medical preparations. Incorporators are F. P. Wood, Boston, and H. R. Johnson, Reading.

Gittes Drug Co., New York City, voluntarily dissolved.

Referts drug store, New York City; capital, \$5,000; incorporated by C. J. Lipman, H. Belitsky and M. J. Kane.

National Co-operative Drug Company, St. Louis branch, incorporated to do a general wholesale and retail drug business, by George E. Brown, Charles W. J. H. Hahn, Orval J. Cloughly, Andrew S. Ludwig, William F. Ittner and Robert F. Nuller; capital stock, full paid, \$35,000.

Frank L. Young Co., Boston, incorporated to deal in chemicals and oils, by Cornelius J. Murphy, Frank L. Young and Harold W. Young; capital, \$300,000.

Quicklet Co., Boston, incorporated with a capital of \$10,000, to engage in business of making and selling drugs, chemicals and candy, by Robert Rinehard, Emil Koessler and Marcus Tishler.

Abbott's Menthol Plaster Co., Boston, incorporated by Katherine A. Bradt, Alice M. Kelley and John J. Mansfield; capital, \$35,000. New England Orthopedic Apparatus Co., Boston, incorporated by William O. Faxon, Joseph Shattuck, Henry M. Kingman, William H. Carter and Frederick Harris; capital, \$500,000.

Twentieth Century Chemical Co., Springfield, Mass., incorporated by Ralph W. Wight and Miller J. Meeker; capital, \$15,000.

Grauville Pharmacy, Inc., Creedmeor, N. C.; capital, \$5,000; L. V. Pearce and others.

Richart & Co., Elizabeth, N. J.; capital, \$25,000; incorporators, W. R. Richart, H. W. Schenerman, W. G. A. Kroemmelbein.

### Bristol-Myers Representatives Attend "School"

Thirty-four traveling representatives of the Bristol-Myers Co., Brooklyn, attended the annual get-together meeting or salesmen's school held by that firm at its headquarters, 281 Greene avenue. The salesmen and detail men, the former selling the full line of pharmaceuticals manufactured by Bristol-Myers Co., and the latter advertising the company's specialties, discussed methods for obtaining business, plans, policies, etc., and listened to talks on various Bristol-Myers products. Those who attended were:

Salesmen O. F. Ives, Hartford, Ct.; R. M. Tripp, Boston; P. A. Coughell, Pennington, N. J.; A. W. Roberts, Brooklyn; L. Wilkinson, Providence R. I.; W. J. Grassman, Syracuse; R. R. Featherly, Syracuse; S. W. Upham, Bath, N. Y.; H. L. Chase, Brooklyn; H. R. Steele, Staunton, Va.; H. E. Jones, Buffalo; W. R. Jackson, Rochester; T. C. Conolly, Buffalo; G. S. Boyd, York, Pa.; E. D. Ting ex, Boston; W. C. Sage, Rutland, Vt.; W. G. Haynes, Cayuga, N. Y.; detail men—Dr. D. W. Rounds, Boston; G. A. Wood, Cleveland; J. J. Bye, Pittsburgh; Dr. L. B. Castell, New York City; J. G. Corolis, Montreal; G. G. Harwood, San Francisco; T. G. Goodwyn, Atlanta; A. A. Wehrman, St. Louis; J. W. Brooks, Chicago; C. M. Crawford, Dallas, Texas; N. J. Booth, New York City; R. G. McEnany, Des Moines, Ia.; E. H. Smith, Philadelphia; P. L. Williams, Portland, Ore.; L. W. Burbage, Washington, D. C.; V. J. Hayden, Minneapolis; W. B. Johnson, Indianapolis.

The meeting continued throughout the week of August 31st to September 5, inclusive. Entertainment provided included a theater party to see "On Trial," and a shore supper at Witzel's Pavilion, College Point. To take in the latter feature the participants were driven in trucks to the foot of Manhattan Bridge where they embarked in a boat chartered for their sole use. After the supper, they were taken up the Hudson as far as the Palisades Park. Music, "smokes," etc., with a sufficiency of the latter, made the occasion extremely enjoyable.

### Berlin Institute Aids Red Cross

With the sanction of the Minister of Spiritual and Educational Affairs, the Pharmaceutical Institute of the University of Berlin has placed its facilities at the disposal of the National Women's Red Cross Society, and will undertake to carry out gratis all analyses of foods and other wares prepared by the people of the neighboring Berlin-Steglitz community for the use of the German armies, and also to provide for bacteriological control of the products. The institute will also keep a watchful eye on the new sanitary and disinfecting plant of the community, where the contributions of clothing will be disinfected.

### Cannot Legally Fill Jersey Prescriptions

Replying to a question submitted by Secretary Warren L. Bradt of the New York State Board of Pharmacy relative to the right of a New Jersey physician to prescribe the purchase of drugs in this State, Attorney General Thomas Carmody states that in his opinion "druggists should not fill prescriptions of New Jersey physicians, residents of that State and regularly practicing there. The law clearly indicates that a druggist has no power to fill a prescription unless it is made in accordance with the statute of this State."

### Wisconsin Ph. A. Plans for Next Year's Meeting

At a special meeting of the executive committees of the Wisconsin Ph. A. and the Wisconsin Pharmaceutical Travelers, held recently in Milwaukee, it was decided to hold the 1915 convention of the two organizations at Fond du Lac, Wis., some time during the latter part of June. It is the wish of some of the Wisconsin druggists to hold a winter meeting in Milwaukee some time during the coming winter, but no action along this line has been taken.



## Department of Agriculture Warns Against Growing Drug Plants

**Although European War Has Raised Prices of Crude Drugs, Many Factors Make Future of the Market Uncertain.**

WASHINGTON, D. C., Sept. 26.—The cessation of the harvesting and shipping of many crude drugs because of hostilities in Europe has caused a sharp advance in their market price. As a result many individuals and firms have written the U. S. Department of Agriculture inquiring about the possibilities of the American farmer growing drug plants profitably. The Department's specialist in charge of drug-plant investigations has written a number of these correspondents that, although it is probable that a number of important drug plants could be grown profitably here if the present high prices continue, nevertheless there is a possibility of the early restoration of shipping facilities, and in any event the inexperienced grower of drug plants would be more liable to meet with failure than with success.

Some medicinal plants, says the Department's specialist, may be grown as easily as ordinary garden crops; others, however, require the special knowledge and skill of a practiced gardener. There are many varying factors in the commercial production of drug plants. The constituents of many of them vary in quantity according to the time of gathering and method of drying, and a knowledge of proper methods of harvesting and curing is absolutely essential for the production of drugs of high quality.

Even if the prospective grower possessed some knowledge of drug plants, beginning now, he could scarcely hope to harvest a crop before the late summer of 1915. In the case of some varieties he might even have to wait until the end of the second or third year after planting. Therefore, the farmer who began at once might not find himself with a supply of crude drugs on hand until after prices had returned to their former level.

In any case, the quantity of crude drugs required by the market is relatively small as compared with fruits, vegetables, or staple crops, therefore, numerous or extensive plantings by individuals throughout the country might easily result in overproduction, which would cause a decline in the market price independent of the conditions abroad.

For successful production of drug plants on a commercial scale there must be an available market. Its accessibility must be considered above all things, by the successful grower. The cost of production must be carefully estimated and to this must be added the cost of packing and shipping to this market. The packing and shipping expenses might easily make the enterprise unprofitable.

Drug plants to be profitably grown should yield returns at least equal to those from other crops which may be grown on the same land. The farmer must determine that this is the case. The fact that much hand work is necessary in the production of most drugs is liable to make the cost of labor high.

### Many Drug Plants Will Not Grow Here

Among the inquiries regarding drug plants addressed to the Department have been requests regarding plants which cannot be produced in this country at all. Others that might be grown here are also produced in South America and other localities not involved in the war where they can still be produced more cheaply than here.

There are, nevertheless, certain drug plants now produced chiefly in Europe which under suitable conditions may be grown in parts of the United States. Among these are the following:

Althea	Conium	Henbane
Anise	Coriander	Horchound
Belladonna	Dandelion	Marjoram
Burdock	Digitalis	Sage
Calamus	Elicampane	Thyme
Caraway	Fennel	Valerian

Seeds of many of these plants may be obtained from the large seed houses. Even the above-mentioned, however, need peculiar conditions in order to thrive, for drug plants vary widely in their relations to soil and climate. Satisfactory yields can only be expected when the requirements of these plants are understood and met.

Of course, well established companies, already engaged in similar work, and with gardeners possessing training and experience, could undoubtedly meet with more success in growing drug plants than the inexperienced individual. These companies would understand at the beginning many essential details regarding soil, climate, and desirable varieties. They would, however, have to prepare for unexpected changes in market values, and remember that the principal reason certain plants have not been previously raised here is that under normal conditions they can be more cheaply grown in Europe.

### Jacobean Architecture in Wisconsin Drug Store.

The Baldauf Drug Co., Milwaukee, has opened what it claims is the finest drug store in that city. It is located in a handsome new building, recently erected at North avenue and Thirty-fifth street. The fixtures are all inlaid mahogany. A special three-side showcase, five feet square and of plate glass, is devoted to fancy soap and perfumes; another, five feet long, with large plate glass cabinet and shelves, is devoted to candies. All the counters and showcases are of the sanitary type, standing fully four inches from the floor. The floors are of a fine pattern of inlaid tile. Eight large, rich globes, making up the indirect lighting system, hang from the ceiling.

One of the unusual features of the new store is the "soda grill," something entirely new for Milwaukee and one of the few in the country. The grill is apart from the store and is about 25x25 feet in dimensions, with a seating capacity for at least 75 people. This room also has an inlaid tile floor, while the walls are of a soft, old rose tint, inlaid with panels of two-tone silk. The room is lighted by four large indirect lighting globes.

### Brundage Drug Co. Celebrates Fortieth Anniversary

The fortieth anniversary of the founding of the Brundage Drug Co., Muskegon, Mich., was celebrated on September 23rd. The company was organized by Fred Brundage in 1874, who opened the first store with a stock inventoried at only \$420, the entire stock being drugs. Today the business is carried on by Mrs. Margaret M. Brundage, the widow of the founder, and Fred Castenholz, who is manager of the large and up-to-date establishment which has grown from the small shop of forty years ago. That the Brundage store is wide-awake and progressive is shown by its display advertising in the local papers, quarter and half-page ads being used to urge upon the public the slogan "Try America First."

## WHITEHILL WINS RIKER-HEGEMAN PRIZE

Awarded First District Prize of \$100 in "More Customers Campaign" Conducted by Big Company

**J**OHN WHITEHILL, district manager for Riker-Hegeman Company in the Washington Heights section, was awarded the first district prize of \$100 in a "More Customers Campaign" conducted in the Riker stores in New York, Pennsylvania and New Jersey during the months of June, July and August. Of the seven capital prizes offered, no less than three of the recipients hailed from Mr. Whitehill's district. It is interesting to note that these fortunate individuals are unanimous in the opinion that they owe much of their success to the enthusiasm he succeeded in inspiring in them.



JOHN WHITEHILL

The contest was an interesting event and its features might well be imitated by any retail pharmacist. The Riker-Hegeman management took the number of customers served at each store during the months of June, July and August, 1913, added a certain percentage for each particular

establishment, and then offered money prizes for the seven stores showing the highest percentage increase during the corresponding three months this year. The prizes were awarded to the stores managed by the following:—First prize, \$300, William Shears; second, \$250, A. J. Schellings; third, \$150, C. S. Lowenstein; fourth, \$100, J. F. Mitchell; fifth, \$50, A. P. Huels; sixth, \$50, E. E. Senft; seventh, \$50, E. J. Van Tassell. Mr. Whitehill received the \$100 first district prize, as noted above, and C. G. Judge was awarded the second district prize of \$50. E. E. Burlingame, G. F. Platt and C. N. Harlowe were honorably mentioned.

Mr. Whitehill has been with the Riker-Hegeman Company for more than 25 years. He is a licensed pharmacist and a graduate in chemistry of Cooper Union. He was employed by the old Hegeman & Co. in its laboratory at 203 Broadway long before he was licensed. Until the merger of the Riker and Hegeman concerns several years ago, Mr. Whitehill was generally recognized as the head of the laboratory. For several years much of his time was occupied as a buyer for Hegeman & Co. When the laboratory was transferred to 640 Broadway and a store was opened there he was made manager of both. The merger consummated, Mr. Whitehill became district manager of the new concern's stores at 640 Broadway, 9th Avenue and Broadway, 2 West 14th street and 7th Avenue and 14th street. Two years ago last month he was placed in charge of the company's Washington Heights district, where he is now.

Mr. Whitehill was born in Andrew Carnegie's town, Dunfermline, Scotland. Ten years ago he transferred his residence from Brooklyn to Rutherford, N. J., and he now makes his home in that town, ten miles from New York. His early education was obtained in London, at the Kensington Science and Art School, where he received a first-class certificate and prize in elementary chemistry.



CHARLES G. JUDGE

## LEGAL DECISIONS

### Liability for Explosion

Action was brought for personal injuries caused by the explosion of a cylindrical tank containing liquid carbonic acid gas. The tank was on the premises of the defendant, a drug company, when it exploded, and the plaintiff was working on the floor above. It was held that the mere fact of the explosion of the tank upon the defendant's premises was not sufficient to charge it with negligence. There must be some evidence that the tank was at the time of the explosion in the defendant's custody and control. In the absence of such evidence judgment was entered for the defendant. (Conley vs. United Drug Co., Massachusetts Supreme Court, 105 N. E. 975.)

### Sale of Liquor—Pretended Druggists

On appeal from a conviction of a violation of the local option law it appeared that the two defendants were partners in business as pseudo-druggists; neither had a license as a pharmacist, nor did they have a pharmacist in their employ. They employed a retired physician, and under what they claimed was a prescription written by him a sale was made of a quart of whisky. The sale was made by one of the partners in the defendant's store. The evidence was contradictory as to whether the other defendant was present, and there was no evidence that the sale was contrary to his wishes or instructions. It was held that, the defendants not having a pharmacist's license, and having no licensed pharmacist in their employ, they were not druggists and had no right to sell whisky on a prescription, or without it. Every sale of whisky made by them was unlawful. The very nature of the partnership, so far as the sale of liquor was concerned, was a conspiracy to violate the law, and under these circumstances each was liable for a sale made by the other. (State vs. O'Kelly, Missouri Supreme Court, 167 S. W. 980.)

### Contract of Sale for Cash—Inspection of Goods—Buyer's Remedies

The contract of sale of a showcase stipulated: "Terms net cash. All terms mean from date of shipment, and not from date goods are received," and provided that, if goods were not up to contract, the seller might enter on the buyer's premises and remove the same, and that a retention of the goods for ten days by the buyer without complaint was an acceptance, and a conclusive admission of the representations made by the seller. It was held that this did not prevent the seller from requiring the buyer, through draft, with bill of lading attached, to pay for the goods before obtaining possession. Where the buyer paid the draft and took possession of the goods, he had ten days within which to examine them. If during that period he discovered that they did not comply with the contract, he might complain to the seller, and either return the goods and demand the price, or he might keep them and sue for breach of warranty. (Eason Drug Co. vs. Montgomery Showcase Co., Alabama Supreme Court, 65 So. 345.)

### Misbranding of Insecticide

In proceedings for the condemnation of insecticide labeled "Sulpho-Naphthol" and "Inert Substance Water 7%, Insecticide" 93%, it was held that the product was misbranded for the reason that it contained less than four-tenths of 1 per cent of sulphur, the presence of which was due to chemical or accidental impurities, although the usefulness of the article was not affected, and also because it contained as much as 10.5 per cent of water. A manufacturer, it was held, may not give to his product a name which indicates the presence in it in substantial quantities of a constituent when such is not the fact. (Libby, McNeill & Libby vs. United States, C. C. A., 210 Fed. 148.) The manufacturers of the product expressed themselves as willing to consent to a decree of condemnation. They did not wish to put out their product under a name which could lead any reasonable person to believe that he was getting something other than he was. It was



willing to adopt another name, and in some way convey the information that the article, heretofore called sulpho-naphthol, does not contain any appreciable quantities of sulphur or any sulphur derivative. (United States vs. Two Cases of Sulpho-Naphthol, 213 Fed. 519.)

#### Taxation—Advertising Patent Medicines

Appeal was made from a conviction for an alleged violation of section 2 of chapter 90 of the Mississippi Laws of 1912, by which a tax of \$150 is imposed on each person, firm or corporation selling or advertising by harangue, in any town or city, patent medicines, except a licensed merchant or druggist selling from his place of business. The appellant sold a lot of patent medicine to the Marks Drug Company, either a corporation or a partnership, engaged in the sale of drugs in the Town of Marks, Miss., having a regular place of business, and agreed, as a part of the consideration for the purchase thereof, that he would assist the company in advertising and introducing it. This he did in the following manner: A platform was erected in front of the company's store on which the appellant would stand, accompanied by a negro with a banjo. This negro would attract a crowd by playing his banjo, singing, and telling stories, and the appellant would then make a speech telling the crowd of the great benefits to be derived by them from the use of this medicine, which they could purchase from the Marks Drug Company. He would then invite the crowd to follow him into the store. After the crowd would congregate in the store, sales of the medicine would be made to the members thereof by employees of the drug company. It was held that, as it appeared that the appellant, in advertising this medicine, was acting for the Marks Drug Company, which company had the right to have its medicine so advertised if it desired to do so, no crime was committed. (Hass vs. State, Mississippi Supreme Court, 65 So. 502.)

#### Liens for Wages

The prescription clerk and porter of a drug store, the stock in which had come into the hands of a receiver, filed a petition for the establishment of a preferred lien for employee's wages given by Tennessee Acts 1897, c. 78, as amended by Acts 1905, c. 414. The property was described as the drug business at the corner of C. and M. avenues in Memphis, Tenn. There were other prior liens on part of the fixtures. It was held that the petition was properly denied, as it should have described the property specifically, with a statement of the nature of the lien, or an attachment should have been issued and levied. (Hessig-Ellis Drug Co. vs. Stone, Tennessee Supreme Court, 167 S. W. 864.)

#### Violation of Local Option Law—Sufficiency of Evidence

The proprietor of a drug store was indicted for selling intoxicating liquor to one Brown without having a license and in violation of the local option law. Brown was the only witness for the State and defendant the only witness for himself. Brown testified that he made one purchase of a quart of whisky from the defendant's clerk in charge of his drug store, without having a prescription for it. He was indefinite as to the date, but stated that it was about the middle of the winter of 1912 and 1913 and during the defendant's absence; he thought while the defendant was out of town. The defendant testified that he was absent in Arkansas from the first week in February to the first week in March, and that he never heard of the sale in question until after the indictment; that he never authorized his clerk to make a sale; on the contrary, had directed him not to sell liquor without a written prescription from a physician. This was all the evidence except that between five and six years before the sale, and before the adoption of the local option law, he had pleaded guilty to selling liquor without a license. On appeal it was held that the evidence was insufficient to authorize a conviction. (State vs. Walls, (Mo.) 167 S. W. 1160.)

Vegetable sponges are used a great deal by the poorer classes of Ecuador. They assert that for many purposes the vegetable sponge is superior to the sponges of animal origin.

## FROM THE BUSINESS FIELD.

The Economy Co-Operative Drug Stores is the style of a new corporation consisting of some of the "live wire" druggists of San Francisco, Cal. The membership in the corporation, it is reported, was selected by an impartial committee, the members of which considered volume of business, progressiveness and location. It was aimed to have a representative Economy drug store in every section of the city, each with a reputation for square dealing and an A1 financial rating. There are 18 firms in the corporation and they own 23 retail drug stores, the largest chain of advertised drug stores on the Coast. The new co-operative concern's scheme of advertising includes the publication of full-page ads. A recent issue of the *San Francisco Bulletin* contained the pictures of the 23 members.

**J. Albert Stackhouse**, for years a well-known and popular pharmacist at Asbury Park, N. J., and James C. Field, of Plainfield, formerly a salesman for Koehler & Kuehler, wholesale druggists, of Newark, have purchased the Grenelle & Schanck pharmacy, at 608 Cookman avenue, Asbury Park. Mr. Stackhouse until recently was manager of the Asbury Park store of the Lauer Drug Co. Mr. Field has been manager of the Grenelle & Schanck pharmacy since early in July, when the death of Mr. Grenelle's daughter caused him, temporarily, to give up active work. Grenelle & Schanck will continue to conduct their Allenhurst pharmacy, the year around, and will also continue their ice-cream manufacturing business.

**George P. Mills**, one of the oldest merchants of Evanston, Ill., has sold his drug store at Maple avenue and Davis street. Mr. Mills has been engaged in the drug business since January, 1880. He came to Evanston in 1884 and began working for N. P. Williams, becoming a partner with the latter shortly thereafter. After several changes of address, the partnership was dissolved in 1900, Mr. Mills keeping a store on the west side and Mr. Williams retaining the east side establishment. Mr. Williams later sold out to J. H. Wells. Mr. Mills has just sold out to E. A. Neverman, for 10 years in the drug business on Davis street. Mr. Mills is city treasurer. He has been closely identified with the Evanston Ph. A.

The American Thermos Bottle Co., Norwich, Ct., has received a shipment from Germany, comprising about three carloads of the finest pistons produced on the continent. This company's glass supply from abroad has been interfered with, due to the war. The international combination of the Thermos factories has been only partially consummated, due to the same interruption, and the English factory, which formerly received supplies from Germany, has now turned to the Norwich plant. Arrangements have been made to ship 100,000 bottles to London. The British government has guaranteed the safe arrival of the first cargo.

The Read Drug Company, Lexington and Howard streets, Baltimore, Md., is planning to erect a new building on the site of the old one recently destroyed by fire. The new structure will be six stories high. Plans are now being prepared and the building is scheduled to be completed within four months. It is aimed to make this drug store one of the sights of the city and the interior, it is said, will show every advance in the retail drug business. The Read drug store, it is reported, will remain indefinitely in its present location at Lexington and Liberty streets, two squares away from the new main store.

**A. G. Manulis**, druggist Brooklyn, was held in \$500 bail for the Grand Jury on a charge of grand larceny preferred by the Assay Laboratory, Inc., in which a number of prominent South Brooklyn physicians are interested. The charge was based on the allegation that the druggist held \$200 worth of the corporation's machinery and supplies as security for rent, after, as the plaintiffs declared, he had accepted under an agreement 180 shares of the corporation's stock in lieu of rent. Manulis acknowledged receiving the shares, but denied that any agreement existed and insisted that he was entitled to his rent.

The United Drug Co., Boston, has voted to issue \$1,000,000 of additional preferred stock for cash in full. The company

has declared the regular quarterly dividend of 13.4 per cent. on the preferred stock payable in cash and the payment of 2 per cent. on the common stock in 6 per cent. scrip, redeemable one year from date or, at the option of the company, at any prior quarterly dividend date. It is reported that the payment scrip is due to a desire to conserve cash resources for the merchandise market, in which the company has been a heavy purchaser during the past four weeks.

**Allen Paul**, acting for himself and the Paul pharmacy, Houston, Texas, and the Houston National Exchange bank, has sued H. S. Fox for \$150,000 damages, which he alleges has been incurred to his business. He charges, it is reported, that Fox has circulated false reports and has thereby affected his business and credit. He asks for an injunction restraining the defendant from further injuring his business in any way. The suit was filed just 24 hours after a suit for \$5,000 alleged debt had been filed by the above bank against Allen Paul.

**The L. K. Preston Drug Co.**, Beaumont, Texas, whose drug stock and fixtures have been in the hands of a receiver for several weeks, has been purchased by a new company, incorporated with a capital of \$9,000. The consideration is understood to have been slightly less than \$5,000. W. C. Wiley is president, treasurer and manager of the new corporation. O. B. Sawyer is vice-president, and R. W. Abbott, secretary. The company opened for business under the name of Palace drug store.

**The Day Drug Co.**, of Akron, Ohio, has secured a temporary restraining order, preventing the collection by the county treasurer of \$1200 as a liquor tax, alleged to be due the county on account of liquor sold at one of the stores operated by the company. The company, in its petition filed by William Shoemaker, its president, declares that no intoxicating liquors whatever were sold by the company for the year ending May 25, 1914, and that there is therefore no liquor tax due.

**McCormick & Co.**, manufacturers of drugs and spices, Baltimore, are making alterations in their establishment at a cost of some thousands of dollars. The firm some time ago acquired a wooden box factory on the corner of Lombard and Concord streets, and this building has been reconstructed so as to adapt it to the needs of the new owners. The firm now has possession of the entire block, with the exception of a small lot on the southeast corner which is occupied by a cafe.

**The 20th Century** drug store, 17th street and Third avenue, Rock Island, Ill., was recently opened, hundreds of people visiting the establishment the first day. John A. Bengston, proprietor of the pharmacy, was present to greet all his friends and the store was crowded all day and throughout the evening hours. The corner has been entirely remodeled during the last few weeks and the store has been fitted out until entirely transformed.

**Walker & Gibson**, wholesale druggists, Albany, N. Y., are rushing the construction of their new building at Broadway and Orange street. The building will be five stories in height, with a large basement. It will have a frontage of about 200 feet on Broadway and will extend from Broadway to Montgomery street. Several store houses on Norton street, now used by the firm, will be abolished when the company moves into its new headquarters.

**The Red Cross Drug Co.**, through its president, T. W. Thiesen, Racine, has been dickering with the attorney for the creditors of the Public Drug Co., Kenosha, Wis., to take over the company's store, which, it is reported, has been in straitened financial circumstances for some time. It is said that the liabilities of the drug firm amount to about \$3,000 and the assets are placed by the attorney at \$1,200.

**James F. Hart**, a druggist of Marietta, Ohio, recently filed a voluntary petition in bankruptcy, scheduling liabilities of \$5517 and assets, including stock in trade, of the estimated value of \$3889. The largest single claim against Mr. Hart is held by a Marietta bank, in the sum of \$2940, which is partly covered by a life insurance policy. Poor collections and bad business are given as causes of the failure.

**C. F. Powers**, Portland, Mich., is reported as having received a miniature olive oil can through the mail in reply to his order to the Michigan Drug Co. for several cans of olive oil. It was filled with sand and printed on the top were these

words: "This can contains sand, not olive oil." The company, according to a local reporter, took this way to inform its customer that there was no olive oil to be had.

**A receiver** for the Syuyita Medicine Co., Lima, Ohio, has been requested by the Fort Wayne Box Co., of Fort Wayne, Ind. The petition declares that the local firm is hopelessly insolvent and asks to recover from the defendant \$1,051.28, with interest from July 21. According to the petition, the Lima firm has total assets of not more than \$500 and outstanding indebtedness of \$4,500.

**The Wangler Brothers'** drug store, Cedar Falls, Ia., has been sued for \$10,000, which sum has been asked for because of the tragic death of William Schneiderman in an explosion in the pharmacy last December. The suit was filed by the administrator of young Schneiderman's estate. It is reported that the young man was in the act of compounding some chemicals which were highly explosive.

**Angelo C. Serra**, a wealthy Italian druggist of Cleveland, Ohio, has received two letters within 10 days from a gang of blackhanders demanding that he pay \$5,000 or be killed. He has not followed the instructions in the letters and has remained in his store during business hours surrounded by a bodyguard. Meanwhile the police of Cleveland are hunting for the gang that made the threat.

**J. T. Moore** and **B. D. Woodward** are retiring from the drug business at the "Old Round Corner," Lawrence, Kans. Woodward & Co., the oldest business house in Lawrence was established in 1855 and in the early days did considerable manufacturing. Then, too, much of its business was of a wholesale nature. The late F. A. Faxon was at one time identified with the firm.

**The Von Phul & Gordon Drug Co.**, Beaumont, Texas, has been dissolved and S. W. Gordon will continue the business, F. A. Von Phul retiring. The realty has been transferred to the Von Phul & Gordon Realty Co., which will continue in control. The Von Phul & Gordon Drug Co. succeeded the Lake Charles drug store established there in 1895 by Dr. Meyers.

**D'Orsay, Inc.**, of Paris, a leading French manufacturer of perfumes, is to open an establishment at 716 Fifth avenue, New York. This house has shops in the Rue de la Paix, Paris, and in Unter den Linden, Berlin. The European war has prevented the bringing over of the fixtures and furniture for the American store. The lease is for 17 years from Sept. 1.

**The C. C. Reed drug store**, established in Lincoln, Ill., 25 years ago, was sold recently to Frank Pfau, Jr., who assumed charge at once. Mr. Reed has been in ill health for some time and is at present at Santa Cruz, Cal. His wife has had charge of the store during the past two years, but will join her husband as soon as the invoice is completed.

**E. M. Funk**, the pioneer druggist of Hampton, Ia., has, after a business career of thirty-three years spent in the same building, sold his stock of goods to John J. Marschall, who immediately took possession. Mr. Funk came to Hampton in 1881. Until 19 years ago the business was a partnership, his brother-in-law at one time being interested.

**The U. S. district attorney** at Kansas City has had warrants issued for the arrest of C. F. Larey, Paul L. Hess and John W. Kepner. They are alleged to have sold cheap cigars in boxes of costlier brands. The druggists were arraigned before the U. S. Commissioner and released under \$500 bonds to appear later in court.

**The Matthews** drug store is the sixth to be opened at Modesto, Cal. It is located in the Modesto theater building. The proprietors are W. H. Matthews and his son, W. E. Matthews, who have come to Modesto after disposing of stores at Chico and San Francisco. The new company will manufacture a malarial remedy.

**I. B. Kahn & Co.**, druggists, Zion City, Ill., are prepared for a legal fight, if necessary, with Voliva, the successor of John Alexander Dowie. According to Voliva, "the three D's stand for Drugs, Dances and Devils," all of which have been prohibited since the founding of the city. He is trying to oust the drug store.

**Leo Chulock**, who conducts a drug store at 12th avenue

## Notable Feature of N. A. R. D. Drug Show in Philadelphia Last Month



**A** FEATURE out of the ordinary was the Drug Show held in the Bellevue-Stratford Hotel last month in Philadelphia in conjunction with the N. A. R. D. Convention, and so popular did it prove with the general public that the management was forced to provide itself with police protection. Among the notable exhibits was that made by the J. Hungerford Smith Co., the well known manufacturers of soda fountain requisites, of Rochester, a reproduction of which is shown in the above illustration. The booth was in charge of Joseph M. Schilling and Charles F. Port, the Philadelphia and New York State representatives of the company, respectively, and who are credited with the arrangement and decorations of the exhibit. Following a custom of previous years, "Golden Orangeade" was dispensed free to visitors, and that this popular beverage was well liked is evident by the fact that at times as high as three gallons were dispensed in four minutes. The J. Hungerford Smith Co. received many compliments on the appearance of the booth and thanks for the souvenirs distributed and drinks dispensed during the Convention, the members of the association being unanimous in their appreciation of the company's effort to entertain them.

and Fourth street, Maywood, Ill., is erecting a two-story brick store and flat building, which will include room for himself and offices for a physician and a dentist. Mr. Chulock opened his drug store at its present location five years ago.

The committee, appointed to investigate the financial condition of Grandfield's pharmacy, Inc., Fall River, Mass., was further adjourned at the meeting held Aug. 28, in order that some one with an expert knowledge of the drug business might furnish advice as to the value of stock, etc.

The United Drug Company has purchased ten lots of land adjoining its property on Leon street, Boston. Eight of the lots are on Leon street, near Greenleaf street, and the rest are on Field street, near Madison court. The areas acquired are 41,080 and 10,161 square feet.

C. A. Coley, who conducted for many years a drug store in Pittsfield, Ill., recently filed a petition in bankruptcy. His assets are placed at \$2000 and his liabilities at between \$9000 and \$10,000, most of which, it is stated, is due to friends for small loans or security debts.

The Riker-Jaynes Drug Co. stores in New York and Connecticut have been transferred to the Riker-Hegeman Co., of New York. This change from Boston to local headquarters was made in order to handle the business of the two states more expeditiously.

O. O. Gates has moved his pharmacy from the Bauchman building, corner Main and Sixth streets, Benwood, W. Va., to a room in the Bank of Benwood building. When the installation is complete Mr. Gates will have one of the most attractive drug stores in the State.

The Burke-Bradford Drug Co., Los Angeles, Cal., has leased the corner store room of the Black building, at Fourth

and Hill streets, for a period of ten years, the total rental amounting to \$90,000. The lessees will open a modern drug store at once.

E. R. Squibb & Sons, manufacturing chemists, New York, with a branch at 311 West Washington street, Chicago, were recently robbed of 133 bottles of cocaine hydrochloride worth \$585 by burglars who entered their building in the Windy City.

Brewer & Co., wholesale druggists, Fall River, Mass., have broken ground for a new storehouse and office building to be located diagonally across from the Fall River station. The building will be 100 by 100 feet and three stories in height.

Frank Frazier, Opelika, Ala., has purchased an interest in the drug business of J. H. Thomason, of that city. Although a native of Opelika, Mr. Frazier has been connected with a Selma drug firm for several years.

E. A. Holmes, formerly a prescription clerk at Byrne's pharmacy, Atchison, Kans., is conducting his own drug store at Lemonville, Mo., and his wife has charge of the soda fountain and a cafeteria.

A. D. Loar, who has conducted a drug store at Grove and Main streets, Bloomington, Ill., for the past six months, is reported as expecting to move his stock to the 400 block on North Main street.

J. A. Hamilton, Jr., Wharton, Texas, has filed a voluntary petition in bankruptcy. His liabilities are listed at \$14,007 and his assets at \$10,050. Of the liabilities, \$12,228 is in unsecured debts.

Benjamin Burken, a drug clerk of this city, who formerly conducted a drug store at 2039 Madison avenue, has filed a petition in bankruptcy, showing liabilities amounting to \$2,049, and no assets.

**Israel Bass**, druggist, Brooklyn, N. Y., was recently sentenced to 18 months in the penitentiary at hard labor, for selling a quantity of heroin to a pupil without a physician's prescription.

**C. L. Gill**, Tutlock, Cal., has acquired an interest in the United States Pharmacy, Sandpoint, Idaho. Mr. Gill is a pharmacist who has taken the place of F. E. Saunders who sold his interest to M. Howard.

**Yerian Brothers**, Tehachapi, Cal., will move their pharmacy to a new brick building which now occupies the old Kessing block, formerly the site of the first building erected in that city.

**Felix Resnick**, 1256 Amsterdam avenue, this city, has filed schedules in bankruptcy, showing liabilities of \$5,814; nominal assets, \$2,600, and actual assets, \$1,350.

**The Riker-Jaynes Drug Co.** has opened a new store at New Bedford, Conn. This is the 99th store opened by this company. J. H. Coakley is the manager.

**Mrs. Minnie Phares** has purchased all interests in the Phares drug store, Liberty, Ind., and is now in complete control. She expects to continue the business.

**Herbert A. Blackmer**, New Bedford, Mass., has taken over the drug store of Frank Church at Purchase and Middle streets. William E. Jennings will take charge.

**The Bass City Drug Co.**, Waterbury, Conn., recently elected the following officers: President, James F. Colwell; treasurer, Mary E. Colwell; secretary, Cecilia Colwell.

**George W. Withrow**, proprietor of the Witt drug store at Witt, Ill., has been adjudged a bankrupt on a voluntary petition; assets scheduled, \$11,415; liabilities, \$8,742.

**Henry M. Grotta**, druggist, 1392 Broadway, this city, has been placed in bankruptcy; assets, \$2000; liabilities, \$15,000. Edward J. Rayher is the receiver.

**The General Chemical Co.**, Chicago, has had plans prepared for a two-story warehouse, 32 by 250 feet, to be erected at Hegewisch at a cost of \$40,000.

**Charles Smith**, druggist, Lacon, Ill., has moved to the K. of P. building and is said to have the finest drug store in his section of the State.

**George Douglas**, druggist, Holdingford, Minn., has opened a branch at Bowlus. His sister, Mrs. Calhoun, is in charge.

**Halper Brothers, Inc.**, New York, have filed schedules in bankruptcy with liabilities of \$11,019 and assets of \$3,400.

**Ralph Stonerhas** has sold his interest in the drug store at Hamburg, Ia., to his partner, H. H. Griffith.

**A. J. Ayres**, Hannibal, Mo., has moved his drug store to 716 Broadway, that city.

#### REPORTED THEFTS AT DOW'S UNTRUE

General Manager A. M. Hopkins branded as entirely untrue the story published recently in a Cincinnati paper to the effect that the employees of the Dow string of drug stores had been engaged in systematic peculations for several months, the amount taken being reported as aggregating \$50,000. "It is preposterous to believe that we have been suffering from such wholesale thieving as this story described," said Manager Hopkins. "I suppose we suffer, along with every other retail establishment in the world, from the occasional 'bad egg' who holds out something now and then, but we suffer less than does the average store from this annoyance, because we have created an organization spirit among our employees, which is the best possible safeguard against this sort of unpleasantness." The story in question claimed that about twenty clerks had been arrested, and that many had confessed their guilt, but no names were given, and no more has been heard concerning the evidently "faked" story in any of the Cincinnati papers.

The New Orleans College of Pharmacy opened on Sept. 22. The enrollment, while excellent, did not exceed that of former years, the plague situation and stringencies in the cotton belt being blamed for the deficiency. Twelve Cuban students and eight women are taking the course.

#### Drug Week at the Panama Exposition

The American Pharmaceutical Association will hold its convention next year at San Francisco, in connection with the Panama-Pacific International Exposition. So many other associations connected with the drug and medical field have signified their intention to hold their annual convention in California next year that the time from July 12 to 24, 1915, has already been designated Drug Week, during which period over a dozen conventions will be held. Among the bodies which will meet in San Francisco during Drug Week are the California Pharmaceutical Association, which will act as host to many visiting bodies, the N. R. D. A., with 22,000 members, the N. W. D. S., with 17,000 members, the Phi Delta Chi, a pharmaceutical fraternity, the American Association of Dairy, Food, and Drug Officials, the American Medical Association, which body will contribute a most elaborate exhibit during its convention, the American Academy of Medicine, and several other associations of specialists and hygiene and sanitation experts. It is estimated that over 50,000 members of the various druggists' associations will be represented at different conventions during Drug Week.

President Charles C. Moore, of the Exposition, has addressed an official statement to the commissioners from foreign nations to the Panama-Pacific International Exposition, denying the rumor that the exposition would be postponed on account of the European War. The original plan will be strictly adhered to, the Exposition will open on February 20th, 1915, and will continue until December 4th. None of the warring nations has signified her intention to withdraw her exhibit, and France and Italy have re-assured the Commission that their plans will remain unchanged, no matter what the length or outcome of the War. President Moore believes that the chaotic conditions which must exist in Europe for some time, even if the war were brought to a speedy end, will make European travel a rather uncertain proceeding, so far as pleasure is concerned, and that hosts of Americans who otherwise would visit the Continent next year will stay at home rather than endure the inevitable discomforts which will attend foreign travel. To these people, as well as to the great army of citizens who are already planning to go west next summer, the Exposition will offer a wonderful opportunity not only to "See America first," but also to see the most important features of life and conditions in other countries gathered together "under one roof" where they can be fully studied and assimilated without discomfort or annoyance of any kind.

#### Look out for Imposter From Syracuse

Jobbers and druggists are warned to be on the lookout for an imposter who is traveling in the east, representing himself to be Nelson P. Snow, treasurer of C. W. Snow & Co., wholesale druggists of Syracuse. He is described as being about 5 feet 10 inches in height, about 35 years old, profuse brown hair parted in the middle, thin brown mustache, rather short, teeth irregular, not very good, and very noticeable, weighs about 170 pounds and appears to be familiar with the drug business, and especially acquainted with Syracuse and its vicinity.

When last heard of he was in Boston, where he victimized a jobbing firm, borrowing a sum of money from one of the officers. It is believed that he is the same man who fleeced several jobbers in New York, Boston and Philadelphia in a similar manner about three years ago, and the drug trade is requested to keep a sharp watch for him, and if apprehended, he should be turned over to the police. The genuine Mr. Nelson P. Snow is warning many of his friends through personal letters to be on their guard, as the imposter is extremely clever in his impersonation.

#### Youthful Linguist Becomes Pharmacist

William J. Korbonits, of New Brunswick, N. J., eighteen years old, passed the New Jersey State Board of Pharmacy examination in July with high honors, thereby becoming one of the youngest pharmacists in the state. He is an excellent linguist, and speaks English, Polish, Slavish and Hungarian. At the age of twelve years he was court interpreter at Newton, N. J. He is now connected with Stormberg's pharmacy, French Street, New Brunswick.

## WEATHERHEAD CO. OPENS THIRD STORE

More Than 20,000 Visitors Drop In To Take a Look and Greet the New Management

The opening of the third store of the Weatherhead Drug Co., Cincinnati, Ohio, at the corner of Ninth and Vine streets, recently, was a pronounced success, judging from the number of people who visited the new store. President H. U. Bolles, who was on hand all day assisting in waiting on the big crowd, estimates that not less than 20,000 persons visited the store during the day. The cash registers showed that over 4,000 people had actually made purchases, which gives an idea of the number who must have dropped in just to take a look. The opening was announced a day in advance by means of well-arranged advertisements in several of the Cincinnati papers, giving full details of the plans.

E. F. Nehring, who has been with the company at the Sixth and Vine store for some time, was installed as manager of the new place, with several assistants, including a competent dispenser at the handsome Puffer fountain. The store is not especially large, being about 20 by 45 feet, but the up-to-date and compact arrangement of the stock and the working space makes it possible to take care of business with the greatest possible efficiency. No counters are used, wall-cases with glass down to the floor, showing the goods attractively, being used instead. The prescription department and stock room are in the basement, which is reached from the store proper by means of a stairway at the rear, and is made quickly accessible by a dumb waiter arrangement. The woodwork is fumed oak and the floor is finished in an attractive mosaic tile pattern. The windows will be a feature, a man being employed to devote his entire time to this work.

"The opening was much more of a success, in the point of attendance than I had anticipated," said President Bolles. "Of course, I selected that particular location because I believed it to be a good one, but I had no idea that such crowds would attend as turned out for it. It indicates, to my mind, that business at this point will very nearly approximate that of the downtown stores, which is certainly very gratifying." Practically all of the leading wholesale drug firms of the city, as well as many others, sent handsome floral offerings; which were used effectively in the decoration of the store for the opening.

## OHIO OPIATE LAW SCORED BY JUDGE

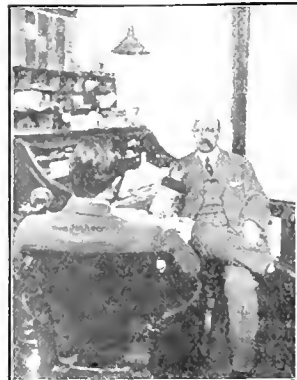
In holding Dr. Joseph S. Podesta and J. W. Vester, a druggist, both of Cincinnati, not guilty of unlawfully prescribing and selling morphine, Municipal Judge Fricke recently pointed out that the case illustrated a serious weakness of the Ohio statute on the subject, in that the law does not attempt to control the discretion of physicians in prescribing drugs, but only prescribes penalties for those who sell unlawfully, thus leaving a gap which it has been found easy to enter. Witnesses testified at the trial that Dr. Podesta gave one of the investigators for the State drug inspector's office two prescriptions, each for 60 grains of morphine, charging 50 cents for the first prescription and \$1.00 for the second, although both were given at the same time. He also suggested, it was testified, that the prescriptions could be filled at Vester's pharmacy, and the witness then secured the drug there. After Podesta was acquitted of legal guilt, the prosecution dismissed the case against Vester, as he was obviously guilty of no offense in supplying the drug upon a prescription by a physician.

In connection with Podesta's discharge the court said: "This is a seeming miscarriage of justice, but is due to what the court believes to be a failure in the law. There is no limitation placed in the law on the amount of morphine a physician may prescribe. The court believes the defendant morally guilty, but legally not guilty. The Legislature should be appealed to and a fixed standard be set, and an amendment should render guilty any physician who prescribes, as well as the druggist who fills, prescriptions where the amount is greater than the amount fixed by law." It was announced by the State at the time of the trial that an appeal would be taken, in order to determine whether such cases as Podesta's are within the meaning of the law as it now stands.

## MERCHANDISE IMPORTS INTERRUPTED

Successful Merchant Advises Early Stocking For Holiday Trade—Explains His Business Methods

It is generally granted that the European War has affected the drug trade more than it has any other line of commercial activity in this country. Immediately upon the outbreak of hostilities druggists became aware of the disturbed drug market. Imported drugs skyrocketed in price and the extreme cost of a drug was a sure criterion of its foreign source. American dealers were caught short and the effect on the market was immediate. A secondary effect will soon be felt in the drug trade. Druggists will soon learn the geography of various sundry lines, especially many of those in large demand during the holiday season. Such a line is musical merchandise.



MR. BUEGELEISEN

According to Mr. Buegeleisen, of Buegeleisen and Jacobson, 111 University Place, the war has entirely cut off the importation of harmonicas, violin strings, violins and other musical merchandise. "The only goods in this line available for the Christmas trade," said Mr. Buegeleisen to an ERA representative, "are those now in stock. Druggists who would stock up for the coming holiday trade should order early." As his firm is the only house in the musical merchandise trade that specializes wholly in this line, Mr. Buegeleisen is qualified to speak authoritatively. A feature in Buegeleisen and Jacobson's method of doing business has been to put itself in the place of the local merchant. Said Mr. Buegeleisen: "We have studied his needs, and that we have been able to supply those needs satisfactorily, systematically and expeditiously is the reason why the business has grown to such proportions. My aim has been to work in a co-operative sense with the dealer, supplying him the best of merchandise at thoroughly consistent figures." After specializing in the musical merchandise business since the age of 15 years, Mr. Buegeleisen was of the opinion that it should be profitable to the retailer in every sense.

## Court Enjoins Substitution of Trademark Goods

The habit of some unscrupulous retailers of substituting inferior brands of goods for standard makes was dealt a severe blow by Judge Learned Hand, of the District Court, New York, in a decision handed down in the case of the B. V. D. Co. against Lucien J. Freund. The ruling carries with it an injunction prohibiting the defendant from selling substitutes for goods asked for by the customer, representing such substitutes to be the same as the original goods. This decision involves a new line of correction against dealers who carry extremely small stocks of trademarked articles, usually in sizes few people can wear, while prominently placarding the store and window with announcements of the genuine article, and selling imitation merchandise to customers thus lured into the store. It also forbids alluding to a trademark in any manner and then selling other goods therewith.

The point covered by this decree is a step in the direction of cleaner and more honorable methods of merchandising. The advertiser who through national advertising and the intrinsic quality of his goods builds up a name that is recognized as standard for the line he handles should be allowed to reap the just profit which accrues from his labor, instead of having to suffer the injustice of having the retailer secure customers through lavish advertising of the standard goods, and then palm off on them goods of inferior make. This decree is but one of the many decisions that have been made in recent years whose influence is bound to make for better salesmanship, better business methods, and greater confidence between the customer and the man who sells.

## WAR TAX BILL TO RAISE \$105,000,000

The War Tax Bill, which passed the House of Representatives on September 25th, and is now before the Senate, does not impose as heavy duties on the drug trade as did the Spanish War Bill. The proposed bill taxes wines, and other alcoholic liquors, tobaccos, gasoline, commercial paper, telegraph and telephone messages, the business of brokers, bankers, and agents places of amusement of all kinds, and insurance business.

Additional revenue to the amount of \$105,000,000 is expected to be raised by this measure. Dealers in leaf tobacco will pay \$6 on sales not exceeding 50,000 pounds annually, and \$12 on sales not exceeding 100,000 pounds annually. Any dealer whose total sales for the year exceed 100,000 pounds will pay a tax of \$24.

Manufacturers of tobacco pay the same rate as do the dealers, except that manufacturers of cigarettes will pay a uniform rate of \$224. Telegraph and telephone messages will be taxed one cent each. Theatres, museums, and music halls in cities of more than 15,000 will pay a tax of \$100. Bowling alleys and pool tables will be taxed at the rate of \$5 each. Gasoline bears a tax of 2 cents per gallon, dry wines will be taxed 12 cents per gallon, and wines containing more than 3 per cent. of sugar will be taxed 20 cents.

Custom house brokers will pay \$10, commercial brokers \$20, and stock and bond brokers will pay a special tax of \$50. Life insurance will be taxed 8 cents per \$100 of value, powers of attorney, notes, brokers memoranda of sale, and proxies for voting stock will be taxed ten cents each. A tax of 2 cents on chair car and sleeping car tickets will be levied. The taxes will be collected at the source wherever practical.

## LOOK OUT FOR THIS IMPOSTOR

*Editor the Pharmaceutical Era:*

Information has reached us that one Herz is calling on druggists in New York, Brooklyn and eastern New Jersey, claiming to be a representative of this company and ingratiating himself into favor by stating that he is looking for an opportunity to buy a store. The so-called Herz then proceeds to steal whatever he can, picking up such items as aspirin, etc., and in one instance stealing money from the cash register. In one store he stated he had some morphine to sell; that this company had asked him to deliver it to a druggist, providing he paid a long past due account, etc., and as the druggist in question had failed to do so, this Herz could offer the drug at a reduced price rather than carry it about with him all day. In other stores he has advanced similar tales concerning aspirin, veronal, etc.

Will you kindly announce through your columns that this man is an impostor and request the trade to notify the authorities and phone our New York branch, 57-59 East 11th St., telephone Stuyvesant, 4385-6, at once should such an individual call on them. Thanking you for your co-operation in running down this rogue, we remain,

Very truly yours,

THE NORWICH PHARMACAL COMPANY,

G. L. Vanderveer,

Manager of Advertising Department.

Norwich, N. Y., Sept. 19th, 1914.

## Heavy Purchases by United Drug Co.

The United Drug Co., of Boston, has declared its regular quarterly dividend of 13½% on preferred stock, payable in cash, and 2% on common stock in 6% scrip, redeemable one year from date, or at the option of the company at any prior quarterly date.

The desire of the company to conserve its available cash for the payment of purchases recently made is the reason for the issuance of scrip on the common stock. The company is a large buyer of imported drugs, and as the stocks of many of the drugs and chemicals used in the manufacture of the company's trademarked remedies are in danger of depletion, through the cessation of imports, it was thought wise to lay in a large supply, while it could be obtained, so that the

original formulas would not have to be changed because some ingredients could not be obtained.

Some eighteen months ago the company purchased the business of Deitsch Bros., brush manufacturers, and through this channel loaded its French factories to capacity. The shipments from France arrived here just before the war, and the company now has the largest and most complete stock of brushes in America.

Besides this, the United Drug Co. is the second largest producer of American perfumes, and with the greatly widened field for the sale of American made goods that the war has afforded, and the always heavy demand for this class of merchandise during holiday time, the profits on this line are expected to be extremely large. The August business in perfumes was 33½% greater than the corresponding business last year, and future shipment orders were heavier than ever before. The United Drug Co. of New Jersey, a subsidiary concern, showed a profit for the year ending June 30th last of \$134,000 in excess of the previous twelve months.

## P. O. Regulation Re Mailing of Medicines Unchanged

The following proposed amendment to paragraph 4 of section 472 of the postal regulations, relating to the admission to the mails of medicines and anaesthetics when enclosed in packages and properly labeled, was recently submitted to the Drug Trade Section, New York City Board of Trade and Transportation, for criticism:

4. Poisonous substances used for sanitary or medicinal purposes or in the arts and sciences which are not outwardly or of their own force dangerous or injurious to life, health or property, and not in themselves unmailable (see sections 454 and 480) may be admitted to the mails for transmission in the domestic mails when inclosed in containers made of metal, wood, papier-mache or similar materials, in such manner as to render impossible the escape of any of the contents; provided, that the article mailed bears the label or super-scription of the manufacturer thereof, or dealer therein, or of the licensed physician, dentist or veterinarian preparing or prescribing the same, and that there be written or printed on such label and on the outside wrapper of the package the word "Poison" in plain letters in red ink, *and also that the name and address of the sender shall appear on the outside wrapper of the package; provided further that no preparation of cocaine, its salts or derivatives, or any preparations containing any of them or any preparation of coca leaves, shall be admitted to the mail; provided further, that no preparation containing more than one of the following substances in the amount stated, viz., two grains of opium or its equivalent of an opium preparation, one-fourth of a grain of morphine, one-fourth of a grain of heroin, one grain of codeine, or any salt or derivative of any of them in one fluid ounce, or, if solid or semi-solid preparation, in one avoirdupois ounce, shall be admitted to the mails.*

The Drug Trade Section objected to that part of the amendment printed above in italics upon various grounds, chief and most important of which was the fact that the Harrison bill would make it unnecessary. At the date of writing, September 25, the amendment had *not* been promulgated—despite a contrary report which appeared in the September issue of a Sacramento publication.

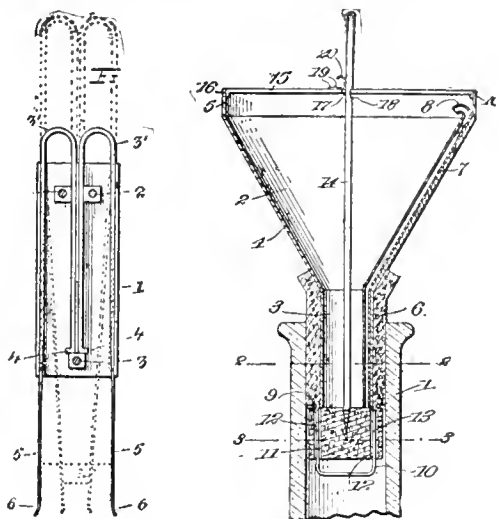
## Insurance Act and the English Drug Market

In view of the large increase in the amount of drugs consumed as a result of the insurance doctors prescribing on a lavish scale, it is not surprising that the manufacturers of galenicals and the jobbers are doing an increased business. There is also a steadier tone in the drug markets, but as London is more or less the drug market of the world the increased demand for drugs for home consumption is not the important factor it would be otherwise. On the other hand, manufacturers of special preparations are placed at a disadvantage by the Insurance Act since the prescribing of special products is discouraged by the Insurance committees. The manufacturers in question naturally resent this, claiming that insured persons should have the benefit of the best medicines available as promised by Lloyd George, the Chancellor of the Exchequer.

# PATENTS AND TRADE MARKS

## CORK EXTRACTOR

Frank Janouch, Lincoln, Neb., has devised a cork extractor which comprises a casing consisting of side portions securing devices connecting the side portions together, U-shaped members slidably mounted in the casing and having heads in the path of movement of which the securing devices are located,



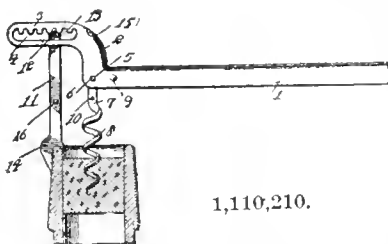
1,110,265.

1,107,774.

and points carried by the U-members. The device is shown in the above illustration (Patent No. 1,110,265).

## CORKSCREW.

A corkscrew presenting some novel features is the recent invention of John H. Kissinger, Spokane, Wash. (Patent No. 1,110,210). As shown in the accompanying illustration, it comprises spaced parallel members forming a lever, each of the members being curved upwardly adjacent one end and having a portion extending outwardly therefrom, the forwardly extended portion having longitudinally disposed slots, the upper wall of the slots being formed with aligned recesses opening in a downward direction, an arm adjustable in said slots and adapted for interchangeable engagement with the recesses, the arm forming a fulcrum for the lever, and a corkscrew pivoted between the members rearwardly of the arm described. The fulcrum arm is pivotally mounted between the bifurcated ends of the sheet metal lever and adapted to be swung upwardly and over between the bifurcated end portions to folded position. Suitable means are provided for retaining the device in folded position.



1,110,210.

tion extending outwardly therefrom, the forwardly extended portion having longitudinally disposed slots, the upper wall of the slots being formed with aligned recesses opening in a downward direction, an arm adjustable in said slots and adapted for interchangeable engagement with the recesses, the arm forming a fulcrum for the lever, and a corkscrew pivoted between the members rearwardly of the arm described. The fulcrum arm is pivotally mounted between the bifurcated ends of the sheet metal lever and adapted to be swung upwardly and over between the bifurcated end portions to folded position. Suitable means are provided for retaining the device in folded position.

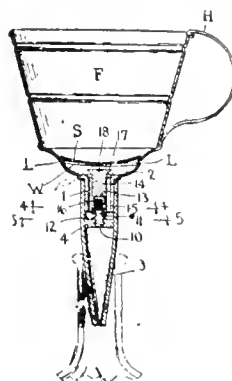
## FUNNEL

The funnel above shown (Patent No. 1,101,774), the invention of John H. Frederick, Casper, Wyoming, includes a spout, a substantially U-shaped wire having its ends fasten-

ed to the spout, a float slidable on the wire, the connecting portions of the wire acting as a support for the float, which is secured to a rod extending upwardly, the rod having a notch formed therein near the top, a cross bar having an opening through which the rod extends, and means carried by the bar adapted to engage and maintain the rod against an edge of the bar at the opening and to force the rod into position with the notch in engagement with the bar. The bar is held in engagement with the rod by means of a spring, while a tubular member disposed within the funnel extends from the top to the bottom thereof to form an air passageway, as and for the purpose set forth.

## FUNNEL.

Henry M. Case, Syracuse, N. Y., has devised the self-



1,110,670.

closing funnel described herewith (Patent No. 1,110,670), which comprises a cylindrical nipple having at its top an annular flange formed with a cone-shaped valve seat, a funnel body attached to said flange, a movable spout having a tapered lower end to seat in the neck of a bottle and a cylindrical upper end to receive and slide on said nipple; a cross bar fixed in the intermediate portion of the spout and having a centrally arranged screw threaded opening, a cone-shaped valve to engage said seat and formed on its bottom with a cylindrical stem of less diameter than the nipple, the lower end having a cylindrical socket, a plug having a shouldered enlargement between its ends and a lower externally threaded end to screw into the opening in the cross bar, the upper end of the plug being formed with a longitudinally extending slot and being cylindrical and of less size than the socket in the valve stem into which the latter projects, and a pin passed transversely through the lower end of the stem.

## PATENTS

### Granted August 18, 1914

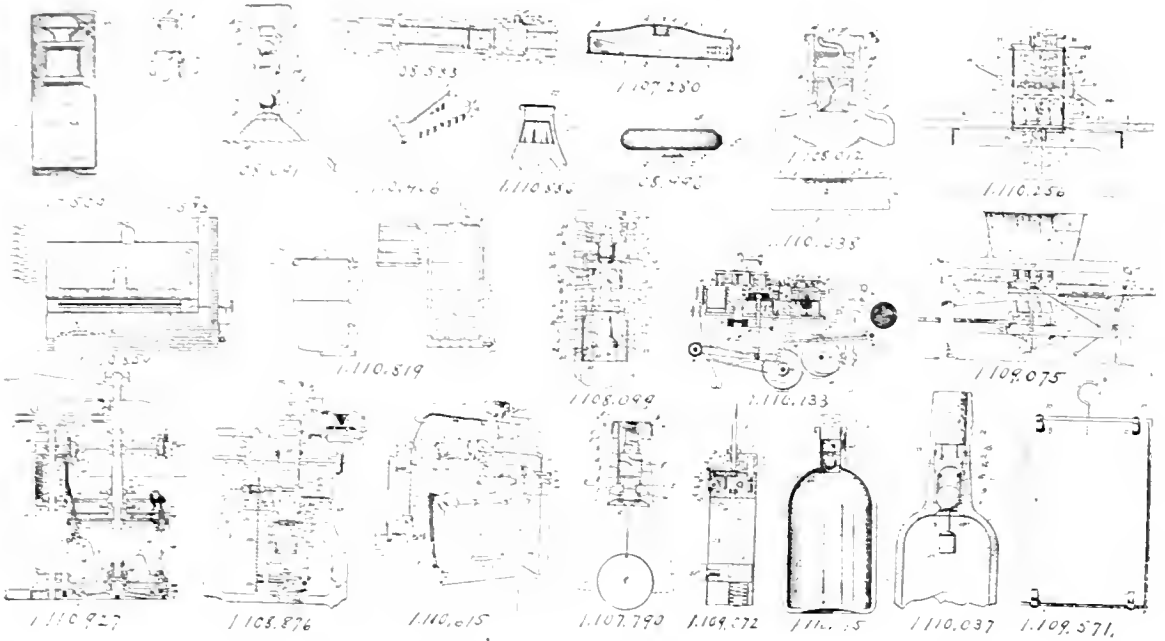
- 1,107,280—Joseph E. Fouyer, Marseille, France. Antiseptic case for tooth brushes.
- 1,107,384—Joseph L. Van Rensselaer, New York, N. Y. Non-refillable bottle.
- 1,107,519—Geo. A. Foster, Chicago, Ill. Liquid package.
- 1,107,522—William H. Inman, Keokuk, Iowa. Bottle cap.
- 1,107,774—John H. Frederick, Casper, Wyo. Funnel.
- 1,107,799—Thomas H. Holroyd, Southfields, England. Non-refillable bottle.
- 1,108,012—Judge N. Shows and Clyde B. Tucker, Ponchatoula, La. Non-refillable bottle.
- 1,108,691—Max Berger and Rudolph Weisbach, San Francisco; said Weisbach assignor to said Berger. Non-refillable bottle.
- 1,108,099—John L. Sellar, assignor of two-thirds to Henry Castellberg, Baltimore, Md. Non-refillable bottle.

### Granted August 25, 1914

- 1,108,129—Alfred Burger, New Brighton, N. Y. Process for the production of boric acid.
- 1,108,360—Gustaf W. Gustafson, Seattle, Wash. Bottle closure.
- 1,108,583—Junius R. Johnson, Charles S. Hamilton, and Richard D. Van Duyne, East Highlands, Cal. Label pasting and marking machine.
- 1,108,676—Bruno Beckmann, Berlin, Germany. Process of manufacturing the carbamic acid ester of dichlorhydrin.
- 1,108,752—Hugo Henkel and Walter Weber, assignors to Henkel & Co., Dusseldorf, Germany. Manufacture of hydrogen peroxide.

### Granted September 1, 1914

- 1,108,876—Joaquin Alemany, assignor to Havana Commercial Co., Habana, Cuba. Delivery mechanism for labeling machines.
- 1,098,959—Geo. A. Williams, assignor to The Williams Sealing Corporation, Waterbury, Conn. Bottle cap.
- 1,108,996—Frederick G. Kollenberg, assignor of one-half to William E. Danhauer, Owensboro, Ky. Bottle cap.



- 110,500—John K. Mackay, Boston, Mass. Patent for
- 110,501—Otto Lange, Chicago, Ill. Bottle filling and capping machine.
- 110,502—Anton Messerschmitt, Stolberg, Germany. Manufacture of capsules.
- 110,503—Albert P. Falmer and Frank M. Nebinger, Wilmington, Del. Bottle closure.
- 110,504—Gottfried Gaertner, Newark, N. J. Fly-paper holder.

**Granted September 8, 1914**

- 110,505—Alis Schaudauf, Frankfurt-on-the-Main, Germany, assignor to Boessler & Hasslacher Chemical Co., New York, N. Y. Stable hydrogen peroxide and method of making the same.
- 110,506—Richard C. Bradshaw and Thomas A. Garvey, St. Louis, Mo. Non-refillable bottle.
- 110,507—Thomas W. Burns, LaCrosse, Wis. Label holder and return label.
- 110,508—Herman C. Degner, Los Angeles, Cal. Non-refillable bottle.
- 110,509—Frederick Grover, assignor to The Forge-Machinery Co., Ltd., Leeds, England. Tablet wrapping machine.
- 110,510—John H. Kossinger, Spokane, Wash. Corkscrew.
- 110,511—Edmund Dalgleish, Lakewood, Ohio, assignor to The Chase Machine Co., Cleveland, Ohio. Bottle handling apparatus.
- 110,512—Frank Janouch, Lincoln, Neb. Cork extractor.
- 110,513—Heinrich von H. Christetter, Constance, Germany, assignor to Perle-Am'g Chemical Works, New York, N. Y. Process of making formaldehyde.

**Granted September 15, 1914**

- 110,514—Edward Schreck, Columbus, Ohio. Tool brush.
- 110,515—Emil C. Leit, assignor to Norsk Hydro-Elektrisk Kvaefabrikselskabet, Christiania, Norway. Process of obtaining nitrate and nitrites from nitrate-nitrite mixtures.
- 110,516—Ott. Eick, Baltimore, Md. Apparatus for cleansing bottles.
- 110,517—Henry M. Case, Syracuse, N. Y. Funnel.
- 110,518—Bernard G. G. Smith, N. Y. Dispensing can.
- 110,519—John B. Phelps, Birmingham, Ala. Nitrate bottle.
- 110,520—Joseph R. Schaffa, St. Louis, Mo. Bottle dispenser.
- 110,521—Thomas W. Pincus, Wilmington, N. C. Process of producing wire tempering.
- 110,522—Milton C. Whitaker, New York, N. Y. Process of dispensing.
- 110,523—Charles A. Candia, Elizabeth, N. J. Teflon for bottles.
- 110,524—John K. Greeter, assignor to The Lew. Manufacturing Co., Cleveland, Ohio. Bottle clearing apparatus.

**RECENT FIRES**

- At Buffalo, Pa., S. Warner's drug store building destroyed.
- At Memphis, Tenn., N. J. Drug and Chemical Co. building destroyed; damage, approximately estimated at \$50,000.
- At Boston, Ill., Owl drug store building damaged.
- At Chicago, Ill., A. W. Reed's drug store building destroyed; damage, extent of \$1,000, covered by insurance.
- At Cleveland, Pa., J. A. Drugg's drug store destroyed.
- At Cincinnati, Md., Real Drug and Chemical Co. Howard building destroyed; damage, estimated at \$1,000. Five premises insured.
- At Houston, Tex., Lester's drug store; \$5000 damage.

- At Saskatoon, Can., Central drug store; little damage.
- At Canisteo, N. Y., E. C. Barker's drug and book store struck by lightning; damage, about \$2,000.
- At Bluffs, Ill., Francis Curtis' drug store stock destroyed by fire originating from a gasoline stove explosion.
- At Sandusky, Mich., H. H. Hoffman's drug store damaged \$500 by fire and water; crossed electric wires caused fire.
- At Hartford, Ct., Goldfield Brothers' drug store; slight loss.
- At Trumann, Ark., Campbell Drug Co.; building destroyed.
- At Ashville, Ind., Henry Payne's store destroyed.

**Elixir of Iron, Quinine and Strychnine**

A contributor submits the following formula to the *Bulletin of Pharmacy* with the comment that if instructions are followed to the letter, the result will give a beautiful dark olive-green color, and in addition an absolutely permanent preparation:

Soluble ferric phosphate.....	4 ounces
Quinine phosphate .....	1 ounce
Strychnine phosphate .....	16 grains
Potassium citrate .....	1/2 ounce
Compound spirit of orange.....	1 dram
Alcohol .....	2 pints
Syrup .....	4 pints
Water, enough to make.....	1 gallon

Dissolve the iron phosphate in about a pint of hot water, and to cool, add the remainder of the water. To this solution add the syrup. Next dissolve the quinine phosphate and strychnine phosphate in alcohol, adding the compound spirit of orange. Mix the two solutions, add the potassium citrate, and shake. Add 1/2 ounce of kaolin and filter through well-wetted paper.

**Ointment of Marshmallow**

Venice turpentine .....	1 ounce
Fenugreek seed .....	1 1/2 ounces
Linseed .....	1 1/2 ounces
Marshmallow root .....	3 ounces
Rosin .....	3 ounces
Yellow wax .....	6 ounces
Distilled water .....	12 ounces
Olive oil .....	24 ounces

Boil the seeds and root with the water for half an hour over a slow fire, then add the oil, and continue the boiling until all the water has evaporated, and the oil alone is left with the residual herbs. Strain the oil, and in it dissolve the wax, rosin and turpentine by the aid of gentle heat. Stir until cold.

Members of the Winnebago County (Wis.) R. D. A. met recently to compare invoice prices. At the time of meeting, they had no accurate means of ascertaining proper prices on drugs.



# THE DRUG MARKETS

**SETTLING OF PRICES ON NEW LEVELS.**

**Scarcity of Supplies in Some Quarters Causes Further Advances—Financial Situation Affects Trading**

See pages 27 to 41 for Prices Current.

**CHANGES SINCE LAST REPORT.**

A—Acetanilide	lb.	36	—	44
A—Acetphenetidine	lb.	1 25	—	1 50
A—Acid, Benzoic, Eng. True	oz.	.18	—	.20
German	lb.	1 20	—	1 40
A—Acid, Carbolic, Crystals, Bulk	lb.	.60	—	.65
Crude, 10-95 per cent	gal.	.35	—	1 15
A—Acid, Chrysophanic	oz.	.33	—	.40
A—Acid, Citric, Crystals	lb.	.85	—	1 33
A—Acid, Gallic, 1/4, 1/2, and 1 lb cartons	lb.	1 10	—	1 50
A—Acid, Oxalic	lb.	.30	—	.45
Powdered	lb.	.38	—	.44
A—Acid, Pyrogallic, 1/4, 1/2 and 1-lb. cans	lb.	3 30	—	3 60
1-oz. vials	oz.	.25	—	.30
A—Acid, Salicylic, 1-lb. cartons	lb.	1 45	—	1 50
Bulk	lb.	1 35	—	1 40
From Gaultheria	oz.	.40	—	.50
A—Acid, Tartaric, Crystal	lb.	.75	—	1 00
Powdered	lb.	.77	—	1 02
A—Aconite Root, German	lb.	.30	—	.35
A—Aconitine, Amorphous, 1/2-oz. vial	ea.	—	—	2 40
Nitrate, Amorphous, 15-gr. vial	ea.	—	—	1 00
Crystals, 15-gr. vial	ea.	—	—	1 00
A—Adeps Lanae, Anhydrous	lb.	.65	—	.70
Hydrous	lb.	.85	—	.90
A—Agaricin	oz.	2 20	—	2 30
A—Alkanet Root	lb.	.38	—	.45
A—Aluminum Acetate	lb.	.70	—	.80
Sulphate, Commercial	lb.	.10	—	.12
Crystals	lb.	.40	—	.50
Purified	lb.	.20	—	.25
A—Ammonium Bromide	lb.	.75	—	.80
A—Ammonium Hypophosphite (oz. 18-22)	lb.	—	—	1 85
D—Ammonium Iodide	lb.	4 40	—	4 50
A—Ammonium Molybdate	oz.	.35	—	.40
A—Ammonium Muriate	lb.	.19	—	.22
C. P. Gran	lb.	.26	—	.30
Powdered	lb.	.25	—	.28
A—Ammonium Salicylate	lb.	.80	—	.90
A—Anise Seed, Star	lb.	.33	—	.36
A—Apomorphine Muriate, Amph. 1/8-oz. v. ea.	—	—	—	2 25
Crystal 1/8-oz. vial	ea.	2 35	—	2 45
A—Atropine, 1/8-oz. vial	oz.	15 00	—	24 00
Sulphate, 1/8-oz. vial	oz.	14 00	—	23 00
A—Barium Dioxide, Anhydrous	lb.	.30	—	.44
C. P.	lb.	—	—	1 00
A—Belladonna Leaves, German	lb.	2 90	—	3 25
Root, German	lb.	1 25	—	1 40
Powdered	lb.	1 35	—	1 45
A—Benzoin, Sumatra	lb.	.60	—	.70
Powdered	lb.	.65	—	.75
A—Bismuth Citrate and Ammonia	lb.	3 45	—	3 60
Salicylate, 65 per cent	lb.	3 00	—	3 45
40 per cent	lb.	2 75	—	3 00
Sub-benzoate	lb.	3 50	—	3 60

A—Bismuth Sulphate	lb.	3 10	—	3 50
V. S. Light	lb.	2 70	—	2 95
Suboxide (oz. 40-45)	lb.	—	—	5 70
Sulphate	lb.	2 75	—	2 95
Tannate	oz.	.27	—	.30
Valerate	oz.	.34	—	.40
A—Blue Mass, Blue Pill	lb.	.75	—	.80
Powdered	lb.	.80	—	.85
A—Buchu Leaves, Long	lb.	1 80	—	1 90
Powdered	lb.	1 90	—	2 00
Short	lb.	1 95	—	2 05
Powdered	lb.	2 05	—	2 15
A—Buckthorn Bark	lb.	.35	—	.40
A—Caffeine, Pure	lb.	6 75	—	7 00
A—Calcium Chloride, Fused	lb.	.55	—	.60
A—Calcium Chloride, Fused	lb.	.55	—	.60
A—Calcium Hypophosphite	lb.	.95	—	1 05
A—Calendula Flowers	lb.	1 25	—	1 50
A—Calendula Flowers	lb.	1 25	—	1 50
1/4-lb. squares	lb.	.78	—	1 13
Powdered	lb.	1 20	—	1 30
Japanese, ozs	lb.	1 20	—	1 40
A—Canary Seed, Smyrna	lb.	.15	—	.17
A—Cantharides, Russian, Sifted	lb.	9 00	—	9 25
Powdered	lb.	9 25	—	9 50
D—Celery Seed	lb.	.37	—	.40
A—Chamomile Flowers, Belgian & Hung	lb.	.45	—	.50
A—Chicle	lb.	.70	—	.75
A—Chloral Hydrate	lb.	.85	—	.90
A—Chloroform	lb.	.32	—	.55
A—Cocaine Hydrochloride, Cryst. 1-oz. vial	oz.	5 50	—	5 75
1/2-oz. vials	oz.	5 70	—	6 00
A—Codeine	oz.	7 50	—	8 00
Phosphate	oz.	7 00	—	7 50
Sulphate	oz.	7 25	—	7 50
A—Colchicum Root	lb.	.25	—	.30
Seed	lb.	1 00	—	1 10
A—Coumarin	oz.	.75	—	.80
A—Cream Tartar	lb.	.70	—	.75
A—Cresote, Beechwood	lb.	1 00	—	1 50
A—Croton-Chloral (Butylchloral)	oz.	.40	—	.50
A—Dandelion Root	lb.	.58	—	.65
Cut	lb.	.64	—	.70
A—Dextrine	lb.	.15	—	.20
A—Digitalin, 1/8-oz. vials	oz.	.13	—	.50
15-gr. vials	ea.	.75	—	.80
A—Dog Grass, Cut	lb.	.40	—	.45
A—Dover's Powder	lb.	2 25	—	2 50
A—Dragon's Blood, Powdered	lb.	.65	—	.70
Reeds	lb.	1 10	—	1 25
A—Elaterium	oz.	.75	—	1 00
A—Equimine	oz.	—	—	2 80
A—Flaxseed, Clemed	bbl.	8 50	—	9 00
D—Formaldehyde	lb.	.15	—	.38
A—Gamboge, Blocky	lb.	1 00	—	1 10
Powdered	lb.	1 15	—	1 25
A—Gentian Root	lb.	.25	—	.26
Powdered	lb.	.28	—	.31
A—Glycerin	lb.	.30	—	.40
15-gr. vial	doz.	2 80	—	3 40
A—Gold and Sodium Chloride, U. S. P.	—	—	—	—
A—Guaiacol, liquid	lb.	2 90	—	3 75
Carbonate (lb. 5 20)	oz.	.35	—	.40
Salicylate (Guaiacol salol)	oz.	1 65	—	1 70
D—Guarana (Paullinia)	lb.	3 00	—	3 25
Powdered	lb.	3 25	—	3 50
A—Hemp seed	lb.	.10	—	.12
A—Henbane Leaves, German	lb.	.40	—	.45
Powdered	lb.	.46	—	.50

**DAILY PRICE CHANGES**

The European war has thrown the Drug and Chemical Market into the utmost confusion and wise Druggists are keeping posted on **Daily** changes by reading the Drug and Chemical Department of the New York Commercial. It tells you definitely Daily just what changes occur and forecasts probable future fluctuations. A trial subscription will convince you of its value. Price three months \$2.00, one year \$6.00.

**NEW YORK COMMERCIAL, 20 Vesey Street, New York.**  
P.S.—We quote daily first-hand prices.

A—Homatropin, Alkaloid .....	gr. .40	—	.45	D—Oil Wormwood, American, Good ...	lb. 4.25	—	5.00
Hydrobromide .....	gr. .35	—	.40	A—Opium, Natural .....	lb. 11.00	—	13.00
Hydrochloride .....	gr. .40	—	.45	Granulated .....	lb. 12.50	—	14.50
Salicylate and Sulphate .....	gr. .45	—	.50	U. S. P. Powdered .....	lb. 12.40	—	14.40
A—Hydrochinon .....	oz. .50	—	.55	A—Pilocarpine, Alkaloid, pure .....	gr. .13	—	.20
A—Hydrogen Peroxide, Medicinal .....	lb. .20	—	.25	Hydrobromide .....	gr. .10	—	.15
A—Hyoscin Hydrobromide, 1 gr. v. ....	gr. .34	—	.44	Hydrochloride .....	gr. .06	—	.08
A—Hyoscyamine, Amorphous, 15 gr. v. ....	ea. 5.50	—	9.50	Nitrate .....	gr. .75	—	.80
Crystal, white .....	gr. .75	—	1.30	A—Pleurisy Root .....	lb. .40	—	.45
Hydrobromide .....	gr. .40	—	.80	A—Potassa, Caustic, Com. ....	lb. .18	—	.28
A—Ichthyol .....	lb. 6.00	—	6.50	White Sticks .....	lb. .40	—	.45
A—Insect Powder .....	lb. .25	—	.60	A—Potassium Bitartrate, Ref. (Cream			
Pure Uncol'd Dalmatian .....	lb. .45	—	.70	Tartar) .....	lb. .70	—	.75
D—Iodine, Resublimed .....	lb. 4.15	—	4.25	Bromide .....	lb. .90	—	1.00
D—Iodoform, cryst & powd. ....	lb. 4.60	—	4.75	Carbonate (Pearl Ash) .....	lb. .18	—	.22
A—Ipecac, Root, Carthagen. ....	lb. 2.20	—	2.30	C.P. ....	lb. .50	—	.55
Rio .....	lb. 2.60	—	2.75	Refined (Sal Tar-			
A—Iron and Quinine Citrate U.S.P. scales	lb. 2.30	—	2.50	tar) .....	lb. .45	—	.50
A—Iron Hypophosphite .....	lb. 1.65	—	1.75	Hypophosphite .....	lb. 1.10	—	1.25
A—Iron Phosphate, gran. 1-lb. bots. ....	lb. .75	—	.80	Iodide .....	lb. 3.60	—	3.85
U.S.P. Scales .....	lb. .85	—	.90	Permanganate .....	lb. .75	—	.90
A—Isinglass, Russian .....	lb. 5.00	—	5.25	Sulphate, C.P. ....	lb. .36	—	.40
A—Juniper Berries .....	lb. .25	—	.30	Tartrate (Soluble Tartar), lb. ....	lb. .65	—	.75
A—Kino .....	lb. .60	—	.65	..—Quince Seed .....	lb. 1.25	—	1.40
A—Lanolin .....	lb. .65	—	.70	A—Rape Seed, German .....	lb. .09	—	.10
Anhydrous .....	lb. .85	—	.90	A—Resorcin .....	lb. 2.25	—	2.50
A—Leeches, Swedish .....	ea. .12	—	.15	A—Rochelle Salt .....	lb. .26	—	.30
A—Licorice, Corig .....	lb. .37	—	.42	..—Bidium Iodide .....	lb. 2.25	—	3.50
Mass .....	lb. .36	—	.39	A—Saffron, Spanish, True Valencia. ....	lb. 16.00	—	18.00
Powdered .....	lb. .44	—	.50	A—Salicin .....	lb. 5.75	—	6.25
A—Lithium Bromide .....	lb. 3.15	—	3.25	A—Salol .....	lb. 1.65	—	1.75
Carbonate .....	lb. 1.65	—	1.75	A—Sandarac, Gum .....	lb. .35	—	.40
Citrate .....	lb. 2.75	—	2.85	A—Santonine .....	oz. 4.00	—	4.25
Glycerophosphate .....	oz. .35	—	.40	D—Sarsaparilla, Mexican, Cut .....	lb. .38	—	.40
Salicylate .....	lb. 2.00	—	2.10	A—Scopolamine Hydrobromide, 15-gr. vial, ea.	2.25	—	5.40
A—Manna, Flake, Large. ....	lb. 1.00	—	1.10	Hydrochloride, 5-gr. vial, ea.			1.65
A—Matico Leaves .....	lb. 1.10	—	1.20	A—Seidlitz Mixture .....	lb. .23	—	.27
D—Menthol .....	lb. 4.25	—	4.50	A—Soap Castile, Green .....	box	—	6.50
A—Mercury .....	lb. 1.15	—	1.30	White, Conti's .....	box 8.00	—	8.20
Ammoniated (white precip.) .....	lb. 1.25	—	1.35	A—Soap Tree Bark, Whole .....	lb. .25	—	.30
Bichloride (Cor. sub.) .....	lb. .94	—	1.05	A—Sodium Benzoate .....	lb. 1.75	—	1.85
Powdered .....	lb. .91	—	1.00	From True Benzoic Acid. ....	lb. 4.00	—	4.25
Bisulphate .....	lb. .75	—	.85	A—Sodium Bromide .....	lb. .80	—	.85
Chloride, Mild (Calomel) .....	lb. 1.00	—	1.10	A—Sodium Hypophosphite .....	lb. 1.05	—	1.15
Iodide, Green (Proto) .....	lb. 3.00	—	3.15	A—Sodium Salicylate .....	lb. 1.10	—	1.25
Red (Biniodide) .....	lb. 3.25	—	3.40	A—Strontium Bromide .....	lb. .80	—	1.10
Nitrate Solution .....	oz. —	—	.30	A—Strontium Salicylate .....	lb. .90	—	1.00
Oxide, Red (Red Precip.) .....	lb. 1.20	—	1.30	A—Sulphomethane, U.S.P. ....	lb. 6.15	—	7.25
A—Musk Root .....	lb. .65	—	.70	A—Sulphomethylmethane, U.S.P. ....	lb. 7.75	—	8.50
A—Oil Birch, Black (Betula) .....	lb. 1.75	—	2.00	A—Terpin Hydrate, 1-lb. cartons. ....	lb. .50	—	.65
A—Oil Camphor .....	lb. .24	—	.30	A—Thymol .....	lb. 15.00	—	15.50
A—Oil Caraway .....	lb. 2.00	—	2.25	Iodide, U.S.P. ....	lb. 7.50	—	8.50
D—Oil Cod Liver, Norwegian, per bbl. ....	ea. 24.00	—	26.00	A—Tragacanth, Aleppo, extra .....	lb. 3.00	—	3.15
$\frac{1}{2}$ bbl. ....	ea. 13.00	—	14.00	A—Turpentine, Venice .....	lb. .50	—	.60
D—Oil Copaiba, pure .....	lb. 1.25	—	1.40	A—Vanillin .....	oz. .56	—	.65
A—Oil Cubeb .....	lb. 3.65	—	3.85	A—Wax, Bay .....	lb. .40	—	.45
A—Oil Fennel, pure .....	lb. 2.40	—	2.60	Bees .....	lb. .45	—	.50
A—Oil Haarlem, Dutch .....	gross 4.00	—	4.50	Caruaba, No. 1 .....	lb. .65	—	.70
A—Oil Lavender Flowers .....	lb. 4.75	—	5.00	Japan .....	lb. .25	—	.30
J—Oil Lemon .....	lb. 2.85	—	3.00	A—Wormseed, Levant .....	lb. .70	—	.75
D—Oil Lemongrass .....	lb. 2.00	—	2.25	—Zinc Acetate .....	lb. .30	—	.45
A—Oil Mustard, Artificial .....	lb. 3.75	—	4.50	Bromide .....	oz. .12	—	.18
A—Oil Nutmeg .....	lb. 1.10	—	1.25	Chloride, Fused .....	lb. .40	—	.60
D—Oil Orange, Sweet .....	lb. 3.25	—	3.50	Granulated .....	lb. .38	—	.42
A—Oil Pennyroyal .....	lb. 2.25	—	2.50	Metallic, C.P. ....	lb. .45	—	.60
D—Oil Peppermint, New York .....	lb. 2.40	—	2.60	Oxide, American .....	lb. .14	—	.18
Hotchkiss .....	lb. 4.00	—	4.25	Permanganate .....	oz. .45	—	.60
D—Oil Pimenta .....	lb. 2.25	—	2.75	Sulphate, Crystals .....	lb. .06 $\frac{1}{2}$	—	.09
A—Oil Rose, Kissanlik .....	oz. 14.00	—	15.00	C.P. ....	lb. .17	—	.24
A—Oil Sandalwood, English .....	lb. 6.00	—	6.25	Dried .....	lb. .25	—	.35
A—Oil Spearmint .....	lb. 2.40	—	2.60	NOTE—A, advanced; D, declined; C, correction; N, new.			
A—Oil Sassafras .....	lb. .75	—	.85				
A—Oil Thyme, Red .....	lb. 2.00	—	2.25				
White .....	lb. 2.40	—	2.60				
A—Oil Wine, Ethereal, Light .....	lb. 4.25	—	4.50				
Heavy, True, from grapes, lb. ....	lb. 6.00	—	6.25				
A—Oil Wintergreen, Synthetic .....	lb. 1.25	—	1.35				
D—Oil Wormseed, Baltimore .....	lb. 1.80	—	2.00				

NEW YORK, Sept. 23—A careful study of the market conditions shows a general tendency towards a settling of prices on the new levels raised by the inauguration of the European war, and while many of the drugs and

chemicals enumerated above show great advances in price, the atmosphere is clearer and the markets are steadier in tone, having lost that "explosive tendency" so strongly in evidence a fortnight ago. The drug trade is now beginning to know something of what it may expect, and consequently, is somewhat prepared for the shortages and wants that in some cases are likely to develop. Of course, even at the present time, there are some commodities for which no reliable quotations can be obtained, or if given they are nominal only, but in the majority of instances all quotations are more or less firm with no indication that former levels will be reached in a long time to come. The financial situation also has an important bearing upon trading, especially in the matter of foreign exchange, and until the channels are cleared in this direction, the drug trade in common with other commercial enterprises is bound to feel the effects of this lack of financial articulation.

A revision of the quotations shows a preponderance of advances, the declines reported being emphasized by their fewness in number. Among the items showing a recession in prices are celery seed, formaldehyde, guarana, iodine, menthol, cod liver oil, oils of lemon, lemongrass, sweet orange, peppermint, pimenta, wormseed and American wormwood. Among the most striking advances are atropine and its salts, belladonna, bismuth salts, camphor, and the various botanicals, synthetic drugs and fine chemicals supplied or controlled by the nations now at war.

**OPIMUM**—Quotations are higher, \$11@13 per pound being asked for natural, \$12.50@14.50 for granulated, and \$12.40@14.40 for U. S. P. powdered. Stocks of opium now in the United States are conceded to be very low and there are small prospects of moving any from Turkey, the country of production. It is said that a large part of this year's crop is being held in the Turkish capital on order of the Government. It is also reported that the several stocks bought by American purchasers before the war and now held under embargo in London will soon be released and be permitted to proceed to the United States. The quantity of opium imported during the twelve months ending June of the present year was 455,200 pounds, valued at \$1,810,429, as compared with 508,433 pounds, valued at \$2,565,965 for the previous year.

**QUININE**—Is firm at the recent advance of 31c per ounce in 100-ounce tins, with proportionate advances for smaller packages. Stocks of cinchona bark in this country are becoming depleted and manufacturers manifest firmer views with the outlook and the possibility of being unable to obtain further supplies in quantity.

**CAMPHOR**—Is in strong position, with jobbers quoting 75c@ \$1.10 per pound for refined, and 78c@1.13 per pound for 1/4-lb. squares. For Japanese in ounces \$1.20@1.40 is asked. Domestic refiners are reported to be short of crude material, but recent arrivals have eased the situation somewhat. New crop supplies from Japan are expected to be available some time next month.

**MERCURIALS**—Quicksilver is in strong demand and jobbers are quoting \$1.15@1.35 per pound. The various mercurial salts have also advanced and are now quoted as follows: Ammoniated, \$1.25@1.35 per pound; bichloride (corrosive sublimate), 94c@1.05, powdered, 91c@1.10; bisulphate, 75c@85c; mild chloride (calomel), \$1@1.10; green iodide (proto.), \$3@3.15; red iodide (biniodide), \$3.25@3.40; nitrate solution, 30c per ounce; red oxide (red precipitate), \$1.20@1.30 per pound.

**MENTHOL**—A brighter outlook for continued shipments from Japan has not been without effect on quotations, which are considerably lower, jobbers asking \$4.25@4.50 per pound. The situation has also been eased by a lessening in demand.

**POTASH**—The shortage of potash continues, there being practically none shipped from Germany, the principal country of production. Caustic is obtainable in ordinary retail druggists' quantities at 18@28c per pound, 40@50c being asked for white sticks. All potassium salts have been correspondingly advanced and are quoted as follows: Bitartrate (cream tartar), 70@75c per pound; bromide, 90c@1.00; carbonate (pearl ash), 18@22c; carbonate, C.P., 50@55c; refined (sal tartar), 45@50c; hypophosphite, \$1.10@1.25; iodide, \$3.60@

\$3.85; permanganate, 75@90c; sulphate, C.P., 36@40c; tartrate (soluble tartar), 65@75c per pound.

**SALICIN**—Scarcity of supplies has caused this article to advance, \$5.75@6.25 per pound being asked.

**CARBOLIC ACID**—The shutting off of all exports from Great Britain, this article being contraband of war, and a scarcity of stocks here, have brought a further advance in prices, jobbers now quoting 60@65c per pound for crystal in bulk, and 35c@1.15 per gallon for crude.

**BENZOIC ACID**—Practically all shipments of acid from abroad have ceased since the beginning of the war, and prices have advanced considerably. English, true, is quoted at 18@20c per ounce, while \$1.20@1.40 per pound is asked for German. For similar reasons, sodium benzoate is also scarce and higher, \$1.75@1.85 per pound being the ruling price; sodium benzoate from true benzoic acid is quoted at \$4.00@4.25 per pound.

**SALICYLIC ACID**—The scarcity of carbolic acid from which this article is derived is not without effect on prices, and quotations are largely nominal, \$1.35@1.40 per pound being asked for bulk and \$1.45@1.50 for 1/4, 1/2, and 1-lb. cartons. Salicylic acid from gaultheria is quoted at 40@50c per ounce.

**LICORICE**—Scarcity of Corigliano has caused a strong advance in prices, with jobbers' quotations ranging from 37@42c per pound for whole, 44@50c for powdered. Licorice mass is obtainable at 36@39c.

**CITRIC ACID**—Recent arrivals of stock have caused second hands to slightly lower their quotations within the last week, but the article is still scarce and holders are disposed to conserve supplies. Jobbers quote 85c@1.33 per pound. Domestic manufacturers are offering their output only sparingly to regular customers at about the former contract price, refusing to sell to other consumers.

**ESSENTIAL OILS**—Most of the standard brands of Messina essences show a decline in quotations, the following prices being asked: Lemon, \$2.85@\$3 per pound; sweet orange, \$3.25@3.50. Declines noted on other oils are: Lemongrass, \$2@2.25; peppermint, New York, \$2.40@2.60; pimenta, \$2.25@2.75; Baltimore wormseed, \$1.80@2; American wormwood, \$4.25@\$5. A growing scarcity for both natural and artificial oils of mustard is reported, and jobbers have advanced their prices for the latter to \$3.75@4.50 per pound.

**BELLADONNA**—Cable advices from London report a noteworthy scarcity of this root and prices have been marked up to \$1.25@1.40 per pound for German; powdered, \$1.35@1.45; for German leaves \$2.90@3.25 is asked. The alkaloid atropine has been correspondingly advanced and is now quoted at \$15@24 per ounce in eighths; sulphate, \$14@23 per ounce, according to brand and maker.

### Bluing for Gun Barrels

For bluing gun barrels by staining dissolve separately 4 1/2 ounces sodium hyposulphite in 1 quart of water, and 1/4 ounce lead acetate in 1 quart of water. Mix the two solutions and bring to a boil in a porcelain dish or stone pot. Clean the barrel free from grease, oil, or varnish, warm the barrel and smear with the hot solution, using a piece of sponge tied to a stick. When color develops wash and wipe dry, and finish with boiled linseed oil.

Another formula used for bluing steel and which may answer the purpose, calls for a mixture of antimony trichloride, 25 parts; fuming nitric acid, 25 parts, and hydrochloric acid, 50 parts. Apply with a rag and with a piece of green oak rub until the desired color is obtained.

### Flour Paste

Alum, in powder.....	1 dram
Rosin .....	30 grains
Cloves .....	30 grains
Flour .....	a sufficiency
Boiling water .....	a sufficiency

Dissolve the alum in a quart of water; when cold, stir in as much flour as will make a thick paste, avoiding any lumps; then stir in the rosin and cloves. Pour the mixture into a saucepan on the fire containing about 8 ounces of boiling water, and stir constantly. When it is thick, pour it into a jar and allow it to cool. This will keep for 12 months

## THE ERA COURSE IN PHARMACY

Information for Era Course Students

The Era Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures, it can be completed in a year or less, depending on the experience of the Student; its cost is merely nominal. A complete Prospectus can be had by addressing

THE ERA COURSE IN PHARMACY,  
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NO. 3 PARK PLACE, NEW YORK.

### BEFORE ENTERING COLLEGE

THE value of the ERA COURSE in Pharmacy to a young man who is intending to enter a college of pharmacy is well illustrated in letters we have recently received from two graduates. Before taking up the detailed studies of the college curriculum, a course of training which can give a broad survey of the whole field to be covered is of the greatest benefit, both to introduce the prospective college student to the branches of the pharmaceutical knowledge which he will later pursue, and also to allow him to ascertain which subjects will probably be most difficult to him.



A. I. PASSIGLIA

August Passiglia, of Brooklyn, N. Y., having made up his mind to become a pharmacist, began his apprenticeship in the usual way, so as to have some pharmaceutical experience before going to college. But as a preparation for the extended work to come, he also felt the need of a guide in his drug store work, and accordingly enrolled as an ERA COURSE student. He writes as follows:

"After I graduated from public school in February, 1912, I secured a position in a drug store, with the intention of studying pharmacy. In January, 1913, I was registered as an apprentice. By that time I had, of course, gained a little knowledge of the work, but decided to enroll in the ERA COURSE, which I did a few months later, in April, 1913. The Course has been of great benefit to me. I am now going to prepare myself to enter a college of pharmacy, and will enroll in the fall of 1915. My ambition is to become a pharmacist, and to specialize myself in one of its branches.

"I advise any young man who has the intention of becoming a pharmacist to take up the ERA COURSE before beginning his college course, as I am sure he will make more rapid advancement later on."

Another graduate in a State where the college pre-requisite is in force, writes as follows:

"The ERA COURSE in Pharmacy has helped me exceedingly. The Lectures have given me a clearer insight into the pharmaceutical branches, which I had pursued before, but unsystematically, and I feel sure that the Course will make my approaching college work less difficult. Yours very truly,  
"Richard K. Latshaw, Swissvale, Pa."

### Matriculation Graduates to Sept. 24, 1914. Graduating Number. Storage.

7857—August J. Passiglia, Brooklyn, N. Y.	95
7858—Forrest C. Valentine, Ft. Wayne, Ind.	97
7937—Wm. Thoenes, St. Louis, Mo.	93
7953—George C. Bast, Tampa, Fla.	93
8143—W. Curtis Stacy, Paris, Tenn.	90
8168—Morris Citrenbaum, Baltimore, Md.	92
8246—W. V. Watson, Lexington, Tenn.	94
8333—Emil J. Hanggi, Little Rock, Ark.	92
8341—Bley C. Grant, Worden, Ill.	91

### Infants' or Baby Foods

A very good idea of the whole subject of infants' and invalids' foods may be obtained by consulting Wiley's "Foods and their Adulteration," 2nd edition (1911), pages 498 to 592 inclusive, where reports of analyses of most of the foods on the market are also given. Information is also given in the following abstract, taken from Thompson's "Practical Dietetics."

Prepared farinaceous foods are made by the following methods: 1. Application of heat alone. 2. Digestion with malt or diastase combined with heat. 3. After dextrinization, the food is evaporated with milk or cream. The prepared farinaceous foods may be eaten alone or diluted with water, but they are usually given to invalids in a cup of broth or beef tea, which disguises their sweetness. The sweeter varieties are best combined with milk.

1. Farinaceous Foods Prepared by Heat Alone.—Wheat and oats are sometimes prepared by roasting (not steaming), a process which removes all moisture besides producing some chemical changes in the fats and starches. Cereals treated in this manner will keep from moulding in any climate, and are both digestible and nutritious. Flour ball, Ridge's Food, Blair's Wheat Food, Schumacher's Food, Imperial Granum and Robinson's Patent Barley are examples of this class. Starr gives the following rule for the making of flour ball: Tie one pound of unbolthead wheat flour firmly in a pudding bag and boil for ten hours. At the end of this time it will be found, on opening the bag, that the outer layer of the ball is doughy, while the interior is hard and dry, it having been baked by the long-continued heat. This hard mass may be used for infant feeding in the latter part of the first year, but it should not be given more than twice a day. The flour ball is grated fine, and it may then be prepared according to Starr's rule, as follows: "Rub one teaspoonful of the powder with a tea-spoonful of milk into a smooth paste, then add a second table-spoonful of milk, constantly rubbing until a cream-like mixture is obtained. Pour this into 8 ounces of hot milk, stirring well, and it is then ready for use." The flour ball thus prepared is quite digestible, and it prevents the formation of large curds of milk. As a diluent of milk it is much cheaper for the poor man than the prepared amyaceous foods which are on sale.

2. Farinaceous Foods Digested with Malt or Diastase with Heat are often called "Liebig's Foods." These foods are made of equal quantities of wheat flour and barley malt, with bran, and 1 per cent of bicarbonate of potassium. These ingredients are mixed into a paste with water and digested for several hours at fixed temperatures, until the starch is transformed into soluble carbohydrates, maltose and dextrin. The food is strained, pressed and extracted with warm water, evaporated, dried and pulverized, when it is ready for use. Examples of Liebig's type of dextrinized foods are: Mellin's Food, Horlick's Food and Savory and Moore's Infant Food.

3. Foods which are Dextrinized and then Evaporated with Milk or Cream.—These are sometimes called "milk foods." Such are Lactated Food, Malted Milk, Loefflund's Cream Emulsion, Nestle's Food, and Gerber's Food. The general process by which foods of this class are made is as follows: Wheat or other flour is first made into dough, baked, ground, mixed with more or less condensed milk or cream, and then dried at a moderate temperature. By addition of malt or diastase the starch is partially converted into dextrin and maltose, and the albuminoids are rendered slightly more soluble, the casein is dried, and the lact-albumin is precipitated. One form of "cereal milk" is made from a mixture of wheat and barley meal with milk. It is claimed for some of the malted foods prepared for infant and invalid use that the artificial digestion is not wholly completed, and this is said to be an advantage in stimulating the digestive organs.

4. Bread Jelly.—A bread jelly may be made to add to milk for invalids and for use while weaning infants who are old enough to digest a little starch, i. e., over one year of age. The crumb of stale bread is broken into small fragments and covered with boiling water, in which it is allowed to soak until well macerated. The water is then strained off, fresh water is added, and the mass is boiled until quite soft. On cooling, a jelly forms which may be mixed with milk in any desired proportion.

ESTABLISHED 1887

# THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

VOL. XLVII

NEW YORK, NOVEMBER, 1914

No. 11

## THE PHARMACEUTICAL ERA.

PUBLISHED ON THE FIRST OF EACH MONTH.

D. O. HAYNES & Co. . . . Publishers

NO. 3 PARK PLACE, NEW YORK

Telephone, 7646 Barclay.

Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

Domestic Rates to U.S., Cuba, Hawaii, Porto Rico,  
the Philippines and Mexico.....\$1.00 a year  
To Canada, postpaid..... 1.50 a year  
To Foreign Countries in Postal Union..... 2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.  
PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.  
REMIT by P.O. or Express Order or New York Draft payable  
to order of D. O. Haynes & Co. Add 10 cents for collection charges  
if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New  
York, by D. O. Haynes & Co., a corporation: President and treas-  
urer, D. O. Haynes; vice-president, E. J. Kennedy; secretary,  
N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

Entered at the New York Post-Office as Second-class Matter.  
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## Table of Contents.

### READING SECTION.

EDITORIAL AND PHARMACEUTICAL.....Pages	497-516
Editorials .....	497-500
Books Reviewed .....	500
Manufacture of Biological Products, F. E. Stew- art, M. D.....	501-503
Board of Pharmacy Examinations, H. C. Christen- sen .....	503-505
Utilize Your Surplus of Crude Drugs, E. F. Heffner	505
New York Ordinance Conflicts with State Law....	506
Legal Decisions .....	507
Selected Formulas .....	508
Foreign Abstracts .....	509-510
Question Box .....	511-512
Jottings from Great Britain.....	513
New Remedies .....	514
Women in Pharmacy.....	515-516
NEWS SECTION .....	Pages 517-530
Mostly Personal .....	517-519
Obituaries .....	520-521
News from the Associations.....	522-527
Schools and Colleges.....	528-529
Board Examinations .....	530
TRADE SECTION .....	Pages 531-544
Goldenseal as Side Crops for Ginseng Growers....	531
From the Business Field.....	533-534
Patents and Trademarks.....	539-540
Market Reports .....	541-543
Era Course in Pharmacy.....	544

### LABELING OF MEDICINES

DRUGGISTS and particularly manufacturers will be interested in the suggestions recently issued by the Bureau of Chemistry relative to the labeling of medicines, and the claims of therapeutic effects, character of testimonials, etc., that may be made a part of the literature accompanying medicinal preparations. An outline of these suggestions appears elsewhere in this issue of the ERA, the most important point in their consideration being the stress laid upon the necessity of telling the truth; in other words, every claim made for any medicinal preparation must be in harmony with facts, and the medicine in the light of its composition must be actually capable of fulfilling the promises made for it. The status of the "testimonial," too, comes in for attention, and the contention is made that even though it be genuine and honestly represents the opinion of the person writing it does not justify its use if it creates a misleading impression with regard to the results which the medicine will produce.

These principles represent the advanced lines of a new dispensation in food and drug regulation, and the responsibility is placed directly upon the manufacturer; there must be no unwarranted claims, the principle enunciated being that the product of low grade must be sold for what it is, and that it cannot pass under the colors of a higher grade to the deception of the buyer and unfairness to the competitor. The halcyon days when the imagination and superlatives of the patent medicine "word artist" were allowed full swing are to be no more, and henceforth the "censor" will take his place alongside the chemist in the effort to determine the responsibility of the manufacturer in regard to the preparations he may exploit.

The strict enforcement of the Foods and Drug Act since the passage of the Sherley amendment has done much to eliminate the tendency of manufacturers to make unwarranted claims and has struck a severe blow at the vaunted claims of the "shot gun proprietary" and the "enre all"; and while the line of demarcation between "warranted" and "unwarranted" claims may not be so easily determined—there are many honest differences of opinion—yet there can be no question but that the banishment of the "fake" and the

"fakir" will greatly tend to the development of higher business ideals on the part of the proprietary medicine manufacturer.

#### CONTROL OF DISINFECTANTS NEEDED

ONE of the principal gaps in laws which relate to the purity or strength of commodities entering only into intrastate trade, and hence not under the jurisdiction of the National interstate commerce regulations, is in the field of disinfectants. It appears that only one State—Maryland—has a law which requires a statement of the carbolic acid coefficient of disinfectants on the label. In any other State, solutions and compounds which are devoid of strength may be sold, if manufactured in that State. Fortunately, we possess in the Rideal-Walker test a method for determining with fair accuracy the efficacy of any given substance in terms of pure carbolic acid. The test is official with the U. S. Department of Agriculture and in the British Empire, and has thus the weight of authority behind it.

The importance of having at hand disinfectants which can be relied upon in epidemics or in private cases does not need to be pointed out. The only way to prevent typhoid fever, for instance, from spreading from a single case to each member of a family lies in careful and thorough disinfection. It is therefore gratifying to know that at the next session of the New York State Legislature, a bill will be introduced requiring all manufacturers of disinfectants to show the carbolic acid strength of their products on the labels. Such a bill, if properly drawn, should meet with no opposition from anyone who has the public welfare at heart, and even private interest should prompt support of it, as no one knows when he may be made the unwitting victim of a fake germ-killer on which he has implicitly relied to protect himself and family.

#### THE PRESENT MARKET OUTLOOK

FULLY three months have elapsed since the beginning of the European war and the drug trade has become somewhat accustomed to the conditions resulting therefrom, conditions which have brought about scarcity of supplies, advanced prices and all of the disturbances injected by the rumors incident to a world contest. The rank and file have viewed the situation philosophically and in the spirit of "come what will, we are to meet it." Some no doubt have been hard pressed at times and have suffered financial losses, but they were buoyed up by the hope that with the cessation of hostilities there would come better days, and that in the rejuvenation of trade and commerce they would have a share.

A careful study of market conditions throughout the country and particularly here in the Metropolis, tends to show that the initial blow has somewhat lost its force, and that there is already a readjustment of prices on new but higher levels. In fact, the explosive disturbances of the first few weeks of the war have practically ceased and all tendencies in this direction are quite foreign to the present status of the market. Viewed in its en-

tirety, this steadiness augurs well for the future. A comparison of the advances and declines in quotations in the prices of drugs and chemicals printed in our market report in this issue of the ERA, shows a preponderance in favor of lower levels on many articles, as also, that but few of the products advanced have reached their present figures as a result of speculative manipulation. The financial situation has and will continue to exert an important bearing upon trading, and the drug trade in common with all other commercial enterprises will have to meet the conditions imposed. But however considered, and with whatever may come to change the present outlook, we believe that the worst is over so far as speculation and boom in quotations are concerned. The sentiment of the leading men in the trade, the demand to meet present requirements only, and the satisfactory reasons for prevailing quotations, all tend to confirm this belief. The pharmacist has nothing to fear if he uses judgment in making purchases and keeps pace with revised quotations.

#### FIRST BLOOD FOR THE DRUGGISTS

As told elsewhere in this issue, the New York City Board of Health's amendment to Section 182 of the Sanitary Code, prohibiting the sale of any medicines containing narcotics except upon prescription, has been declared by the Attorney General to be contrary to a specific provision of the Boylan law, and of no effect. The druggists of this city were preparing to make a stiff legal fight along this very line, when the decision of the Attorney General rendered a test case unnecessary. As was remarked by a prominent member of the American Pharmaceutical Association, this occasion should be remembered as the first time that a band of druggists in New York City got together and hired a lawyer to fight for what they considered to be their rights.

What steps the Health Board will next take in their campaign is problematical. Among the measures to be considered is one prohibiting the sale of patent medicines in New York City. (Query: Will such an ordinance carry a clause prohibiting the prescribing of patent medicines in the same territory?) Another move which is under discussion is the recodification of the whole Sanitary Code. One thing may be depended on. So many measures enacted by the City Board of Health have been unpopular that it is extremely doubtful whether any additional powers will be conferred on that body by the State Legislature. New regulations must be built on the foundation of the powers already in their possession and under the restriction of the existing State laws.

But we would like to raise the question whether the Board is empowered to connive at infractions of its own ordinances. It has been stated more than once, on the best authority, that after the Board had passed a regulation requiring that all drugs and medicines sold under U. S. P. or N. F. labels should be of full strength, members of the druggists' advisory delegation were told informally after the conference that the breaking of this ordi-

nance in connection with sales of family remedies containing narcotics would be winked at. To be sure, those familiar with the Pharmacy Law of this State realize that such an ordinance is a work of supererogation, being fully covered by Paragraphs 1 and 2 of Section 237 and Paragraph 10 of Section 240. The Board should study the existing laws before making any new ones. But by just so much more is it impossible to excuse any member of the Board for having suggested a vicious compromise, by which it was hoped to have druggists obey the anti-narcotic ordinance.

The end of the fight is not yet. Until the Board abandons its apparently unfriendly attitude, druggists here must be prepared to resist, by all legitimate means, any attempt to invade their rights. Let those faint-hearted druggists who doubted the propriety of preparing for a test case take fresh courage from the precedent which has been set, and let the old warriors gird up their loins for other conflicts, always bearing in mind the fact that future ones may not be as easily won as the first.

#### DRUG JOURNAL PATRIOTISM

ONE of the inconsistencies of war is, that although nationalism may be pushed to any extreme in the effort to maim or destroy a human being, yet, when once a foe has been wounded, he becomes an object of non-national care. The flag of the Red Cross in every land is white. In all matters relating to the relief of human suffering, true patriotism consists in lending a hand, without inquiring the nationality of the sufferers. It was therefore with utter astonishment that we found, after a page of abstracts of papers read at a pharmaceutical meeting in another country, the following footnote in one of our contemporaries, published in a far land now at war: "The above reports were edited and in type before the outbreak of the present war. Only for this reason are they printed here." Many of the papers presented were extremely valuable to all pharmacists; yet, because the two nations are at war, a reason is supposed to exist why the pharmacists in one country should be deprived of the benefits of research in another! Since the appearance of the abstracts referred to, we have not seen any papers admitted to the columns of this drug journal which came from ——— or ——— sources, the only ones deemed worthy of notice being those published in ———. [Proper names have been deleted by the censor.]

Quite a different spirit do we find in the journals of the hated nation, whose contributions to the sum of human knowledge were utilized only because rejecting them would have caused a little extra labor in the editorial offices and composing room. (Oh noble patriotism, which perishes when confronted with the prospect of preparing a few thousand words of "copy"!.) One of the leading pharmaceutical publications of this country speaks of the scientific affection felt for the great laboratories of the ——— universities and technical schools. "How many will remain intact in three months' time? The names of the great ——— chemists surge into our minds, and we wonder if they are fight-

ing ———, or if, like those old scientists of Napoleonic days, they are still carrying on some researches. We wonder when we shall next see a '——' or an '——' [names of journals deleted by censor]. We remember those happy days of peace when ——— [name of prominent ——— chemist deleted by censor] came over from ——— to tell us of his work on ——— and ———, and of his high praise for those ——— who had so ably assisted him. When shall we have him here again?"

Superficial indeed must be the civilization of a nation which believes in carrying war into its enemy's intellectual domains, and in throwing obstacles in the way of the spread of knowledge which is intended to benefit all mankind in our efforts to relieve pain and disease. Art, opera, literature, and architecture—each must be home-brewed to be respectable in Europe at present; but in the name of humanity, let no attempt be made under a gloss of patriotism to cut off any worker in the field of medical or pharmaceutical science from any information available.

#### UTILIZING YOUR SURPLUS STOCK

THE extent to which the pharmacist should endeavor to manufacture his own galenicals has been a much discussed question in the journals and at meetings during the last twenty years or more, the evidence going to show, however, that many of the products formerly made in the laboratory of the drug store were now fabricated on a large scale, and usually in the most economic manner, by the large pharmaceutical house. A recurrence of this question is brought up in the suggestion amplified by E. F. Heffner in his paper printed on another page of this issue of the ERA, that druggists should convert the accumulated, slowly-moving stocks of crude drugs in their back rooms into fluidextracts, thus turning them into a form that can be intelligently utilized to meet present day requirements.

The suggestion is a good one, and the scarcity of many crude drugs makes the effort to do this commercially practicable. Mr. Heffner enumerates a number of drugs he has worked up in this way, and the figures he presents show that he has made money by the operation. Under ordinary circumstances one would be compelled to carry this stock for years, but here is an opportunity for turning it into money by the application of one's training as a pharmacist. There are but few stores in the country where stocks of this character have not been allowed to accumulate, and these should be utilized. With a scarcity of crude drugs and war prices it would savor of commercial suicide not to take advantage of an opportunity to realize on an investment already acquired.

#### THE "MADE IN AMERICA" SLOGAN

IN the unsettled conditions of the present time there is a tendency on the part of some to play to the imagination and feelings of those who are apt to be influenced by any special argument that falls under the eye, rather than by an understanding of their own based upon competent and trustworthy information. In this category of phenomena we

would place the perverted use of the slogan "Made in America." We believe in arousing national sentiment and all that the love of country implies, but we also believe that expressions embodying our highest ideals and conceptions of patriotism and liberty should never be used to subvert the principles of true freedom or business ethics. Conclusions based on any other rule of action are unwarranted and wide of the mark. As a great statesman has said, "patriotism must be founded upon great principles and supported by great doctrines."

"Made in America" is a mellifluous collocation of words that appeal to the imagination of the average citizen, but when dissociated from the patriotism they are supposed to embody and diverted to other uses, the phrase sounds like hollow mockery. As a rallying cry simply to further personal schemes or financial advantage, its use wounds our sensibilities and shocks the most cherished aspirations of American citizenship. As a subterfuge to allow a wider scope for the practice of substitution the use of this phrase is unpardonable. And it is the rankest kind of patriotism that will permit the pharmacist under the guise of helping the American workman to put forth an inferior product for any medicinal preparation, even though it be of foreign manufacture. Such deception is reprehensible and indicative of moral incompetency.

## BOOKS REVIEWED

**THE HYDROGENATIONS OF OILS.** Catalysts and catalysis and the generation of hydrogen. By Carleton Ellis, S.B., member of the American Chemical Society, American Institute of Chemical Engineers, etc. 145 illustrations, 6 x 9 inches. 340 pages, cloth, \$4. New York. D. Van Nostrand Company.

This book is the outgrowth of a number of years of observation and experience involving on the part of the author the collection of a considerable amount of data from many sources, particularly the literature on the hydrogenation of oils scattered through many periodicals. In this respect, the work is very comprehensive, and the user of the book can confidently assume that in possessing the volume he has at hand about all of the published investigations to date. According to the author, the extensive use of the hydrogenation process in its application to the technology of oils must be regarded as a most important advance, but the probable effect on the oil and allied industries, and on the oil and oil seed markets, is yet difficult to forecast, as the full possibilities of the process cannot yet be determined.

The whole structure of hydrogenation resides in the catalytic action of practically only a limited number of metals and their compounds which awaken the usually passive element hydrogen from its dormant condition and thus enable its combination with unsaturated bodies. In the practical application of the process to oils the object has been to find some means of converting oleic acid into stearic acid, or olein into stearin, by the addition of hydrogen, so as to make valuable hard fats from relatively cheap raw material. Less than one per cent. of hydrogen is required to effect this transformation of oleic acid into stearic acid, but the problem was not so simple as it looked, and not until recent years, with the discovery of effective hydrogen carriers or catalyzers, did it become possible to bring about this conversion economically with yields sufficiently large to warrant commercial exploitation. Now enormous quantities of "hardened oil" are prepared by the hydrogen process, and, to quote the author, "so eagerly has the oil handling world lent itself to the idea that already the stearin market has lost its firmness and much speculation is rampant as to the nature of price adjustments which perhaps

are on the way. Unquestionably hydrogenated or hardened oil has taken its place in the oil market as a staple product." As a work of reference, this book should belong to every manufacturer and dealer in oils and also find a place in the library of the pharmacist.

**HEALTH AND LONGEVITY THROUGH RATIONAL DIET.** Practical hints in regard to food and the usefulness or harmful effects of the various articles of diet. By Arnold Lorand, Carlsbad. Royal octavo, 416 pages, cloth, \$2.50. Philadelphia. F. A. Davis Co.

The author of this book is well and favorably known for his various contributions to medical literature on the causes of old age and its postponement by hygienic and therapeutic measures, and this companion work to his "Old Age Deferred" is sure to attract attention. The hygiene of the food is exceedingly important, and while wholesome and appropriate diet is within the reach of all, the woeful lack of knowledge and indifference make any effort in this direction a rather sorry pretence of following the laws of health. The author, who has had large practical experience in the dietetic treatment of many disorders at the oldest and greatest of the world's health resorts, Carlsbad, in this book places before the reader an immense amount of trustworthy information relating to the influence of food upon man, the fundamental laws of rational feeding, injurious modes of feeding, the good and evil effects of various food substances, vegetarianism and its advantages and disadvantages, useful hints on rational feeding, etc.

That the quantity and character of food consumed bears a certain relationship to the maintenance of a normal state of health is conclusive. When the consumption of food is beyond the requirements of the system, or beyond the powers of digestion, the food fails to be properly assimilated, and the surplus acts as a clog to the digestive process. Some philosopher has remarked that it requires extraordinary mechanism to transform food into bone, muscle, nerve, and thought, and we cannot be too careful in closely obeying the laws which govern these functions. Our duty to ourselves and to mankind is, therefore, plain. Common experience and observation teach us that inadequately nourished persons are least resistant to infections, and that persons who take good food and do not overeat may live to the allotted score of man. That this book is a noteworthy contribution to the subject of dietetics we can confidently assert, for it contains a vast amount of information everyone should know about.

**INTRODUCTORY NOTES ON QUANTITATIVE CHEMICAL ANALYSIS.** By Charles William Foulk, professor of analytical chemistry in the Ohio State University. Third edition. 64 x 9½ inches. 250 pages, cloth. New York. McGraw-Hill Book Company.

For beginners in quantitative analysis this book does not follow the outline usually presented in many text books, in that it aims to present the beginning work in quantitative analysis in such a way that the student will be led to think more of the general aspects of the subject than of learning merely to carry out a succession of methods. Thus, in his introduction, the author discusses such topics as cleaning chemical apparatus, simple glass working, the outfit for quantitative analysis, the balance, the art of weighing, a most important factor in accurate work, preparation of samples, filtration, washing, ignition, etc., as also the miscellaneous operations and laboratory work connected with this department of analysis. No one but an experienced teacher and chemist could present these facts as vividly and in connected sequence as the author does, and this presentation is sure to be of great service in "starting" the student on the right track.

Part II of the book is devoted to practice work, the exercises selected being the determination of various samples which shall furnish a variety of manipulative experience to the student. Working in the way outlined by the author, and on a basis of four hours a week college credit, it is expected that the average student will occupy a year in accomplishing what is in the book.

### Tartar-Mint Dentrifrice

Cream of tartar .....	1½ ounce
Prepared chalk .....	11½ ounces
Powdered white sugar.....	1½ ounces
Heavy magnesia .....	3 ounces
Essence of peppermint.....	10 drops
Mix and sift.	



## Manufacture of Biological Products

By F. E. STEWART, Ph. G., M. D.

(Scientific Department, H. K. Mulford Company.)  
(Concluded from page 454, October ERA.)

**E**XAMINATION of the serum from an animal which has been immunized against a certain bacterium, by introducing into its body the bacterium itself, either living or dead, shows that it has had conferred upon it during the process of immunization certain properties not possessed by normal serum, except in a very slight degree. These properties are specific; that is, each kind of bacterium when introduced into the body gives rise to properties in the serum, antibacterial to itself and to no other.

The properties of this *immune serum*, as it is called, are assumed to be due to the presence of separate and distinct active principles referred to under various names, as *immune bodies*, *antibodies*, etc.

In order to learn the nature of these antibodies it would be necessary to isolate them chemically. Thus far all such trials have been unsuccessful. It is even uncertain whether these so-called antibodies are definite chemical entities. Only the effects of the serum as a whole are known and the ingredients to which these activities are attributed are conceived of as antibodies.

Antibodies impart to immune serum three main actions: namely, (a) bactericidal and lysogenic action, (b) opsonic action, (c) agglutination and the closely allied precipitating action.

The bactericidal and lysogenic action of the serum is assumed to be due to the presence of bacteriolysin (*lysis*, to dissolve).

It is assumed by some authors that the serum also contains bactericidin, having the property of killing bacteria without dissolving them.

The opsonic action is assumed by Wright and his associates to be due to the presence of opsonins (non-specific and specific), so named because the function attributed to them is to prepare bacteria for ingestion and digestion by the phagocytes. "Opsonin" is derived from the Greek word *opsono*, meaning "I prepare food for." The function of the opsonins is to prepare the bacteria for the action of the leucocytes. The leucocytes will not devour microbes until they are first prepared by opsonins.

Grüber and Durham found that when a small quantity of immune serum is added to a suspension of the corresponding bacterium, the organisms become agglutinated into clumps and rendered inactive. Accordingly, he assumed that this phenomenon is due to the presence of definite bodies in the serum to which the name *agglutinins* has been given. Soon after the discovery of agglutinins, Kraus showed in the case of the organisms of typhoid fever, cholera and plague, that the immune serum not only caused agglutination, but when added to the filtrate of a culture of the corresponding bacterium, produced a cloudiness and afterwards a precipitate. Hence, the name *precipitin* was given to this hypothetical substance.

It has already been stated that during the immunizing of an animal by introducing into its body a certain bacterium, living or dead, the body cells are stimulated to produce a specific proteolytic ferment. Possibly the properties above described are all due to enzyme action. Metchnikoff explains how the various enzymes or antibodies are formed by the body cells (phagocytes), which circulate in the blood (leucocytes) or compose the tissues (tissue cells), and how these substances secreted by the body cells or set free by their dissolution (phagolysis) impart to the blood serum the properties just described. These protective substances or antibodies which give the serum the properties referred to, are divided into several classes, namely, antitoxins and antiaggressins, which respectively neutralize toxic poisons and aggressins; bacteriolysins, which cause *lysis* or solution of the bacteria, and bacteriotropins (opsonins, etc.), which prepare the bacteria for phagocytosis. These specific protective bodies can be transferred from immunized animals into the circulation of other animals or man by means of the immune serum. If the blood is drawn from the veins of an animal immunized against an infectious disease by any of the above methods and allowed to clot, the antibodies remain in the supernatant serum.

By injecting this serum into the veins of another animal or man (or introducing it subcutaneously) the contained antibodies are conveyed into the blood of the individual injected and immunity results. This immunity is called passive because the immunized individual's body cells take no part in producing it. The production of diphtheria antitoxin by immunizing a horse against diphtheria toxin and then using the resulting antitoxic serum for producing immunity against diphtheria in man is a well-known example of passive immunity.

Antitoxins and antibacterial serums are used for producing passive immunity against infectious diseases; also as therapeutic agents in their treatment. As diphtheria antitoxin is typical, the description of the method whereby it is prepared will serve in a general way to demonstrate how this class of products are produced.

When bacteria grow and multiply in the body, symptoms of poisoning (toxemia) are manifested, consequently it was inferred that bacteria either produce poisons during their growth or contain poisons. Subsequent experiments proved that the poisonous effects of a few bacteria are traceable to substances elaborated during their growth, which pass out into the surrounding media, and the poisonous effects of the other class seemed to be due to the actual constituents of the bacterial cells. To the former, the name *exotoxins* or *extracellular toxins*, was given. The latter were named *endotoxins* or *intracellular toxins*.

The injection of soluble toxins into the body stimulates the tissue cells to produce "antitoxins." These toxins when injected without the bacteria do not give rise to antibacterial substances.

Among the bacteria producing soluble extracellular toxins or exotoxins, the bacillus of diphtheria and the bacillus of tetanus are the most important. Serum from an animal immunized by injecting into its body small and increasing doses of toxin administered at regular intervals and given over a long period (months) of time, is rich in antitoxin. This antitoxic serum, when properly prepared and standardized, constitutes the antitoxin of commerce. Diphtheria antitoxin and tetanus antitoxin are prepared in this manner. When such antitoxin is introduced into the bodies of other animals or man, they become temporarily immune to the toxin produced by the living organisms. Consequently antitoxins are used for immunizing healthy persons against diphtheria and tetanus.

The preparation of diphtheria antitoxin will serve as an example to show how all antitoxins and anti-sera are prepared, except as to minor details.

The first step in the preparation of diphtheria antitoxin is the propagation of the Klebs-Loeffler bacillus, the cause of diphtheria. A culture is selected, capable of producing a large amount of antibodies. The so-called seed cultures are planted in test tubes 24 hours before they are wanted for use. These cultures are used for inoculating large Fernbach flasks and are grown on the surface of bouillon for six or seven days.

After they are inoculated, the Fernbach flasks are placed in the incubating room and kept at about 35 to 37°C. during the time of cultivation. At first the bacilli grow rapidly and at the end of 24 to 48 hours, the surface of the bouillon is covered with a thin pellicle. This pellicle continues to extend, becoming thicker, until it curls under and some of the growth falls to the bottom of the flask. During all this time the metabolic products of growth are being received by the bouillon, which becomes strongly toxic in character. The cultures are now removed from the incubator and the diphtheria germs killed by an antiseptic and filtered out—first through asbestos and then through Berkefeld filters. The filtrate, known as diphtheria toxin, is then placed on storage in a refrigerating room, ready for use in preparing diphtheria antitoxin.

The next step is the immunizing of horses against the diphtheria toxin. Only healthy horses are used. This is assured by keeping the animals under observation of veterinarians for at least two weeks, and testing them for glanders before they enter the antitoxin laboratory. Previous to injecting the diphtheria toxin into the tissues of the horse for producing immunity, the toxin is standardized on guinea pigs. The toxin injections are made subcutaneously. Because of the differences in susceptibility noted in various horses, only very small doses are at first employed. The intervals between injections depend upon the time necessary to complete sub-

sides of the toxin produced by the toxin. The doses of toxin are usually increased until at the end of two or three injections the original dose is given.

Horses vary greatly in the strength of antitoxin which they will produce. Some animals will produce an antitoxic serum, 1 c.c. of which usually contain 250 antitoxic units. Another may supply an antitoxic serum containing 800 antitoxic units per c.c. Some horses may produce a serum containing 1000 per c.c. Park stated that none of the horses used by him has ever yielded 2000 units per c.c. After the horses have reached the point where the injections are not followed by an increase in the antitoxic power of the serum, the animals are bled. For that purpose, a sharp cannula is introduced into the jugular vein, the horse being prepared for the purpose by being led into a specially constructed stall where it is under perfect control during the operation. The skin is previously shaved and sterilized. The cannula is then plunged into the vein and through a sterile rubber tube, the blood is allowed to flow into high-glass cylinders protected by parchment covers, as much as five or six liters of blood being drawn without injuring the animal. The cylinders containing the blood are then permitted to remain standing in the blood-cooling room for two or three days, preferably at or below 10°C. At the end of this time, the serum has separated from the clot, which is then drawn off and stored in the refrigerating room. This antitoxic serum, standardized and preserved by the addition of one-half of one per cent. trikresol or other antiseptic, constituted the antitoxin of commerce until the introduction of Gibson's process for concentrating and purifying the product.

In the preparation of concentrated and purified diphtheria antitoxin by the Gibson process, the antitoxic serum is treated by the addition of saturated ammonium sulphate solution, which throws down the globulins. After filtration, the pseudo-globulin (containing the antitoxin) is separated from the euglobulin by means of saturated sodium chloride solution, in which the former is dissolved.

The pseudo-globulin is next precipitated from the solution by acetic acid. It is then collected on the filter, dried between filter papers, placed in parchment dialyzers and dialyzed in running water to free it from organic matter.

When placed in the dialyzers, the antitoxic globulin is a white waxy mass. During the process of dialyzation, it is dissolved and becomes a clear, limpid, straw-colored fluid. This fluid is further purified by passing through several layers of filter paper and then twice through Berkefeld filters. The next step is the standardization of the concentrated solution of antitoxic globulin by the U. S. Government process.

During the process of preparation, tests are employed to insure the safety of the product.

Concentrated diphtheria antitoxin is practically a solution of pseudo-globulin in normal saline solution.

Tetanus antitoxin is prepared in a similar manner.

Antibacterial serums are produced in a similar manner to that employed for the production of antitoxins, with the exception that the bacteria themselves are used for immunization, either living or dead, or immunization is conducted with bacterial extracts or bacterial extracts plus full bacteria. Such serums contain various antibodies, including agglutinins, precipitins, bacteriotropins and amboceptors and anti-endotoxins. These products are also known as immune serums. In their preparation, bacteria are used which do not have the power of producing soluble toxins.

#### Dosage of Bacterins and Serums

The dosage of bacterins when used for prophylaxis has been approximately decided upon quite generally by the dosage originally adopted for immunizing against typhoid fever, namely, initial dose of 500 million killed bacteria to be followed in ten days by a dose of one billion killed bacteria, and ten days later by another dose of the same amount, namely one billion. The doses of sensitized bacterins for immunization are double the amount used when unsensitized bacterins are employed, to be given at intervals of six to seven days. The bacterin is administered by injecting beneath the skin with an ordinary hypodermic syringe. Following the injection, there is a certain amount of reaction when unsensitized bacterins are employed. This reaction is almost unnoticeable in most cases, and more severe in others. It is characterized by more or less lassitude, perhaps fever, and sometimes by a sore arm. The sensitizing of the bacteria according to Besrodka,

greatly lessens the tendency to reaction, as has already been stated.

When used for the treatment of infectious diseases, no definite rule for dosage can be laid down. All authorities agree that "vaccine treatment does not consist in merely administering certain doses of vaccine at certain intervals." As one writer in the *Medical Record* has truly said, "The only arbitrary dose of a bacterial vaccine is the initial dose. Every successive dose must be guided by the effect obtained from the preceding dose. Or as Dr. John B. Murphy says in regard to tuberculin, "There is no average dose; there is no common dose; there is a dose for one individual and that individual alone."

As a general statement, the intervals between doses are usually from two to four days in acute cases and from two to seven days in chronic cases. Later on in the course of treatment, the intervals may be lengthened or shortened according to indications.

Contrary to the scheme usually employed with the ordinary bacterins, the dose of sensitized vaccine is large, rapidly increased, and repeated at short intervals. For example, Gordon, in the treatment of erysipelas with sensitized streptococcus vaccine, usually employed the following graduation: First dose, 500 million; second dose, 24 hours later, 1000 million; third dose, 24 hours later, 2000 million. In some cases, from two to three doses were sufficient to bring about a cure. The series of cases reported by Cruveilhier from the Pasteur Institute show the remarkable effectiveness of sensitized vaccines in gonorrhoea, gonorrhoeal rheumatism, etc. Patients, some of whom had been confined to bed with gonorrhoeal rheumatism, were improved within 48 hours, and a few days sufficed for complete cure, although the duration of the illness had been from four to eight years. Gay and Force employ doses of 500 million killed sensitized typhoid bacilli at two to three-day intervals for preventive immunization.

However, these large doses sometimes produce marked reactions, as attested by physicians in this country who have been using sensitized killed bacteria for therapeutic purposes; and it is a question whether a better rule would not be to use the initial doses recommended by Wright for ordinary bacterins, and then rapidly increase the dosage if no reactions occur. Probably, in most cases, the full dosage used by Besrodka and his followers, both as to amounts and intervals, may be safely employed.

The prophylactic doses for children recommended by Major Russell of the United States Army for the employment of typho-bacterin are based on the body weight of the child. The child is given that portion of the adult dose which his weight bears to the average adult weight, 150 pounds. If the fraction proves inconvenient, a little more rather than a little less is administered. As with adults, the best time for inoculation is four o'clock, or later in the afternoon, since any reaction will then come after bedtime. The dosage of typho-bacterin recommended by Dr. Max Goltman in his report to the Hygienic Congress at Washington, D. C. (1912), is contained in the following:—"During the recent epidemic of typhoid fever in the city of Memphis, there were 13,308 recorded immunizations, of which number 517 were given to children from one to five years of age. Most of these children received the full adult dose, which was tolerated better than in adults; 3726 immunizations were given between 6 and 15 years of age, and 1965 from 16 years upward. There were probably in all 30,000 persons immunized. No serious results were recorded and it was believed that the city was saved from a most serious epidemic of typhoid fever by prophylactic use of typho-bacterin.

These observations serve as a partial guide in determining the therapeutic dosage for the treatment of children.

The following dose table (tentative only) is of service in determining the initial dose of bacterial vaccines. This table is accredited to Sir Almroth E. Wright.

Name	Injection of Killed Bacteria.	
Bacillus Coli Vaccine	5,000,000 to	50,000,000
Gonococic Vaccine	5,000,000 to	50,000,000
Neoformans Vaccine	50,000,000 to	100,000,000
Pyocyanous Vaccine	5,000,000 to	50,000,000
Pneumococic Vaccine	10,000,000 to	50,000,000
Staphylococic Vaccine	50,000,000 to	1,000,000,000
Streptococic Vaccine	10,000,000 to	25,000,000
Typhoid Vaccine	5,000,000 to	50,000,000

The dosage of antitoxins and antibacterial serums, both for prophylaxis and treatment, has been greatly augmented within the past two or three years. In regard to diphtheria antitoxin, the general agreement seems now to be that the number of units advisable is to be governed by the clinical symptoms. Beginning with 5000 units, the injections are made at such intervals as are clinically indicated in each case, bearing constantly in mind that antitoxin in itself is harmless and acts only as an assistant to the antitoxin already formed within the body. If a longer interval than 24 hours has elapsed before the patient is first seen, the dose should be still larger, and if threatening symptoms of any kind exist, the physician should not hesitate to inject 10,000 units or more at the time of his first visit. Some writers have used much larger amounts, up to 100,000 units and have reported favorable results in the most desperate cases. In severe cases, the subcutaneous administration, should, according to the best authorities, be abandoned, since the absorption owing to the lowered blood pressure, must then be still slower than in the healthy individual where the maximum antitoxin content of the blood is scarcely reached before the third day. In such cases, lives may be saved if the injections are given intravenously or even intramuscularly. As to the quantity of antitoxin which may be administered in the course of the disease, there is apparently no limit. Bankier thus reports a case of a child in which 72,000 units were given and in which recovery occurred in spite of the most ominous symptoms. Gabriel, at Neisser's clinic, gave 4000 to 5000 units every five days for four weeks in severe cases. Doses of 10,000 to 18,000 units are common amounts and in the severest cases 35,000 to 65,000 units have been used. State Commissioner Dixon of Pennsylvania reports records of cases of 52,000, 57,000, 63,000, 68,000, and 117,000 units, resulting in recovery without renal or cardiac complications. When the disease has progressed for several days before the injection of antitoxin, it has been found that large doses, 25,000 to 50,000 units, given at a single injection, intravenously, may save the life of the patient.

With regard to tetanus antitoxin, the immunizing dose generally agreed upon is 1500 units. Thousands of individuals injured by fourth of July fireworks have been immunized against tetanus with this dose and the mortality reduced to a minimum.

When symptoms of tetanus already exist, very little is to be expected from the use of antitoxin subcutaneously because these symptoms indicate that a union has already occurred between the toxins and the sensitive receptors in the central nervous system. However, there is a possibility of saving life even after the symptoms of tetanus have manifested themselves, by injecting the antitoxin intravenously. Dr. William H. Park of New York, in his Cutter lecture on Preventive Medicine, delivered at the Harvard Medical School, March 13, 1912, said, "In tetanus, I have frequently seen the life-saving action of the intravenous injection. I believe it is almost criminal negligence not to give an intravenous injection. Consider a case of tetanus in which, by the symptoms, you know the important cells of the body are already affected—it is foolish to rely on a subcutaneous injection with its slow absorption. I have urged the surgeons of New York to keep antitoxin on hand and at the very first sign of tetanus, to inject intravenously about 20,000 units of antitoxin. In those cases of continuing rigidity, I confess I advise to go on giving injections every twelve hours for several days, but the more I test the product in these cases, the more doubtful I am as to the good of repeating the injection. At intervals of twenty-four hours, they keep up the strength of antitoxin. I am sure that a large intravenous injection given within a few hours of the onset of the symptoms will save many patients in acute stages of tetanus, who would otherwise die. The usual practice after seeing the patient is to wait twelve hours in order to be certain of the diagnosis, and then administer antitoxin; thus twelve to eighteen hours are wasted. We know that many animals treated within a few hours by large doses are saved."

The *Journal of the American Medical Association* for April 11, 1914, emphasizes the importance of early and liberal use of antitoxic serum, largely by intraspinal introduction, in order to neutralize the toxin that still is free and on its way to the nerve-cells; the necessity of thorough cleansing of the wound to remove all source of continued intoxication, and of conserving the strength of the patient in the hope that the morbid process caused by the toxin already in the nerve-cells may be overcome.

## Board of Pharmacy Examinations

By H. C. CHRISTENSEN, Chicago, Ill.

*A very comprehensive report of the Advisory Examination Committee was presented to the National Association of Boards of Pharmacy at the recent meeting held in Detroit. After summarizing the points covered in the Report of the Committee made last year, it is related how letters and inquiries were sent to the various colleges and boards of pharmacy throughout the country asking for information and sets of questions used in recent examinations. The concluding portion of the report, which represents the conclusions of the Committee is presented below:*

**T**HERE has not been in the past the co-ordination between the colleges of pharmacy and State boards that there should be. Each has gone its way ignoring the other, I am sure, with material loss to both. On behalf of this Committee I want to place great stress upon this point: *Any scheme or plan of examination that does not take into consideration the institutions that prepare candidates for these examinations is doomed to final failure, and, conversely, the educational institutions that do not take into consideration the examining bodies are limiting the scope of their usefulness and not doing full justice to their students. The principle is basic and fundamental.*

The ground may be taken, as it was by one noted educator in pharmacy, that examinations should be abolished and the qualifications to practice left wholly with the schools. We cannot agree with this view. We do believe, however, that a person graduating from a recognized school or college of pharmacy, if he has also had proper practical experience, should be equipped with sufficient knowledge to pass successfully a State board examination. He has a right to expect to pass. If he fails, it seems to be selfevident that there was something wrong with his school or college course, or something wrong with the board examination in which he failed to pass.

With prerequisite laws being passed in the various States requiring candidates to hold a college degree before being admitted to examination, a grave injustice will be worked upon students unless there is some co-ordination between the preparing and examining bodies. With this as one of the things in mind, we sent the before-mentioned letter to colleges asking professors and faculties to submit to us sets of questions, which in their judgment, would furnish a fair test for candidates who aspired to practice pharmacy in their respective States. General suggestions and ideas were also asked for, with reference to questions and examinations. I think there were some of them that did not take this request seriously. At least the response was not as general as we could wish. Fortunately, the men who did respond—both promptly and generously—are the very men who have established positions in the educational world and are recognized as leaders in their line. There may have been an element of self-protection on the part of those who failed to comply with our request—the presumption of the committee is, however, that they were too pressed for time to give the matter the necessary attention, or that they considered the request unimportant.

The answers received from boards, schools and individuals emphasize the great divergence of both ideas and ideals, and the tremendous necessity of closer relation between the boards themselves as well as between the boards and colleges. It would be interesting and illuminating to read to you, had I the time, letters received from educators, illustrating their varying ideas. That they are in hearty accord with our efforts to establish reciprocal registration does not admit of doubt. One writes, "The work which you have undertaken, viz., to obliterate state lines in the practice of pharmacy, is certainly a commendable one. It strives for a condition that must ultimately obtain, no matter what the obstacles that present themselves at present." In the same letter he writes, however, in reference to examinations in general, "I would propose that the qualifications of prospective candidates in all theoretical aspects of pharmacy and the sciences related to pharmacy be left to the colleges and universities and that all of the time which the board can devote to this aspect of its duties be restricted to what, for want of a better term, has been called the practical aspect."

From another noted educator, I get the following: "The purpose of any State board is to protect the citizens of the

State against the dangers which arise from incompetent practitioners. The duty of the State board is therefore to satisfy itself by the most severe and strictest examination that every person who contracts a pharmacy or is employed therein is equipped with knowledge and practical skill to secure the right protection for the other citizens of the State." And again, further on in his letter he says, "The State board should not accept the diploma or certificate of any individual. Its duty is to the citizens of the State to whom it is responsible is to investigate personally" (the fitness of the candidate). And so, again, when discussing his ideas as to the character of the questions, he writes, "I would further advise that the State board omit, or at least limit as much as possible such questions as can be answered only when the applicant has memorized, and not logically studied."

Another educator, whose name I would but have to mention to command immediate attention, writes in reference to the character of questions: "I think your idea an excellent one in both its scope and intention (keep in mind the letter written to these men which I read a few minutes ago), but it will require time to single out questions which are typical. In fact the whole subject should be gone into most thoroughly and I would suggest the classification of questions under several heads such as questions which will show mere exercise of memory; second, those which will call forth reasoning power on the part of the student, etc." I merely quote these few extracts, which are typical of many letters received, to show you the tremendous divergence of ideas that exist among recognized authorities, and to emphasize the necessity of an immense amount of work over a long period of time in order to get at bedrock.

The number of replies to our letters to the various State boards was fairly generous. We are satisfied that, except in very few cases, where no reply was made, the failure to do so was due to neglect rather than the desire to withhold questions. Possibly there may have been, as I suspect in the case of some of the schools, an element of self-protection in concealing their questions. However, that does not concern us particularly.

In addition to requesting questions and suggestions, the members of the committee visited several State boards to study examinations and methods on the ground. All the boards visited showed a friendly and enthusiastic interest in our work. We are satisfied, that the personal meeting with boards, during examination periods, is destined to become one of the most important features of the work with reference to bringing about uniformity, and certain standards, in examination methods and questions. A personal visit with board members will establish a mutual confidence between the members and the association representative that it would be impossible to attain through correspondence. It also gives the association representative a chance to see just where and how to suggest changes. After such a visit board members, in general, feel more friendly and will more readily avail themselves of the opportunity to get suggestions through correspondence. Also the committeeman learns many things from observation, that could not possibly be learned by correspondence, nor deduced from board questions submitted. The reason for not meeting with more of the boards during the past year is much the same as the reason for not accomplishing more with reference to the sample sets of questions. In order to accomplish maximum results in both, it is imperative that a definite system or plan must first obtain.

Detailed reports on the States visited have been submitted to the President of this Association.

### Criticisms and Suggestions

Regarding the questions used, the method of distribution of the questions through the various subjects, the correlation between the various subjects, etc., not much can be added to the report was made last year. It is very evident from a study of the submitted questions that the average board member has either little time or little inclination to devote to question making, or to the study of examination-giving as an art or science. Nor is this condition to be wondered at. Under the present system of making appointments to the various boards of pharmacy, men are called to act as examiners, with I fear, little reference to their ability along this particular line. Likewise, each man has his own business to attend to, his own living to make, his tenure of office is uncertain, and it is hardly to be expected that he will devote hours of unremunerative work

to a study which, in a very short time, he probably will not use. I merely mention this to show you that the prevailing status of examinations is due to the conditions surrounding boards rather than to the delinquency of the individual members, and to emphasize the great necessity of this association acting as an organized and co-operative body to extend to boards all the help in the way of giving examinations it can command.

In a study of the questions submitted by boards during the year we find—

First: a lack of correlation between the different subjects embraced in the examinations. We find pharmacy papers merging into chemistry, and chemistry running over into materia medica, etc. This could be avoided if members would submit to each other, drafts of examination papers to be used in an examination, asking for comparisons, criticisms and suggestions.

Second: we find in a great many cases, no particular regard paid to the distribution of questions throughout the various portions of a subject. We find an examiner, apparently, with a hobby on some particular portion of a subject—or possibly his knowledge of that portion of the subject is especially complete—and his entire examination is tinged with his hobby. It is all very well for the candidate on examination who may be fortified in that particular fraction of the subject, but how about the poor fellow whose stock of knowledge is not so replete along the lines of the examiner's specialty?

Let me illustrate, more especially, what we mean by lack of distribution. We all admit that reaction writing is a legitimate and important part of an examination, but would you think of giving an entire examination in chemistry on reaction writing? Listen to this:

No. 1.—Write the reaction occurring in the manufacture of sodium phosphate, using tricalcic phosphate, sulphuric acid, and sodium carbonate. Do not balance.

No. 2.—Write the reactions that occur in making sodium, etc. (In order to save time I will not read entire questions.)

No. 3.—Write the reaction that occurs in making Labarraque's solution.

No. 4.—Write the reaction making calcium hypophosphite, etc.

No. 5.—Write the reaction that occurs in making phosphorus, etc.

No. 6.—Write the reactions that occur in making tricalcic phosphate, etc.

No. 7.—In estimating urea in urine we generally use NaOH and bromine, etc. Write reactions but do not balance, etc.

No. 8.—Show the changes that occur in milk when the lactic acid germ gets in, also when the butyric germ gets in, lactose being  $C_{12}H_{22}O_{11}$ ; lactic acid being  $C_3H_5O_3$  (some oxygen in that acid, what?) butyric acid being  $C_4H_7O_2$  (The reaction was not asked for here but the intent was obvious.)

No. 9.—Ethyl alcohol mixed with sulphuric acid and heated to right temperature produce ether. Write reaction but do not balance.

No. 10.—"What is glycogen, from what foods is it formed, where is it stored, and by what, and into what is it converted when used by the animal?" (No reaction was called for in No. 10, but by the time the candidate had reached this point he would, from force of habit, write the reactions.)

Not a question on the laws of chemistry; not a question in qualitative analysis; not a question in volumetric or gravimetric analysis; not a question on the basic principles of organic chemistry; not a question on pharmaceutical testing; not a question on assaying, but six questions out of ten in straight chemical technology, and two questions containing reactions of a somewhat different character, but nevertheless reactions. If any member here recognizes that set of questions do not for one moment think that we selected the set of any particular State, or any individual examiner intentionally. We are trying to illustrate what we mean by "bunching" one's questions or a lack of proper distribution. We simply cited this set as being a somewhat extreme example. This lack of distribution is a very common thing in examination papers. Do not let the author of this set think he has any monopoly along this line. It may be argued, of course, that if a candidate is found well qualified in one particular portion of a subject it is safe to assume he is qualified in all, but I do not believe that argument is tenable.

Third:—Coming down to individual questions, we find many that cause food for thought. For years and years the readers of the pharmaceutical journals have been regaled with the answers that candidates have given on examination, and as examiners of several years experience we must confess that there are answers that stimulate one's "risibles," but I want to say that only one side of the story has been told. The boards have carefully concealed their questions and thus limited our merriment to 50 per cent. Take fifty examiners with their questions and fifty candidates with their answers, pick them hit and miss, and I venture to say that if you consider the absurdities humorous, the board members will get, when the curtain is rung down, at least 51 per cent of the applause.

From a materia medica paper we pick two gems. "What is the difference between the *alkaloids* extracted from *milk* sugar and those extracted from cane sugar?" "Give the botanical name of the plant containing strychnine, atropine, salicin, and *actanilid*." Why not ask for the botanical source of Swamp Root (Kilmer's) or the "habitat" of the "Anheuser Busch"?

Fourth:—We find a strong tendency on the part of many examiners to give an undue proportion of elementary questions; questions on the very rudiments of the subject; questions that might be admissible for an assistants' examination but which do not serve to test a candidate's fitness for the high position of registered pharmacist. For example: "Define water as follows: Is it an atom, a molecule, or an element? If neither, what is it?" Now practically any well-read person, even one who had not studied chemistry, can answer that question. And, from the same set; "The three great divisions of the material world are divided into three kingdoms. What are they?" Now you can go out on the street and pick the first ten adults who come along, yes, you may even include the children, and nine will answer that correctly. The tenth probably does not understand English.

Fifth:—We find in some instances what appears to be a lack of conception of the proper purpose or function of the examination. Examiners seem to consider it a sort of a contest between themselves and the candidates, the latter trying to make a grade of 75 per cent, and the former trying to prevent it, a sort of a tug of war. Some boards, it is reputed, so formulate their questions and mark their papers that only rarely does a candidate actually obtain a passing grade, but by "boosting" the grades all along the line a proportion of the candidates satisfactory to the board "get by." We, of course, cannot prove this by documentary evidence. There seems, however, to be some foundation for the rumor.

As we understand it, the purpose of a board as regards examinations is to test a candidate's *fitness to serve the public as a retail and dispensing pharmacist*, and any effort of a board to *regulate the number of pharmacists by examinations is nothing short of vicious*. The duty of the board is not to the proprietors or clerks of a State, but to the people of the commonwealth, and when a candidate shows by a proper examination that he is qualified to serve that public with safety to the people, *he should be granted his certificate* absolutely regardless of supply or demand.

#### Conclusion

The work before us is not one of days or of months, but of years—years of patient, untiring, and at times, perhaps, of thankless effort. Do not think that this year, or next year, or the year after we will have reached the millennium in examination questions and methods and that thereafter all we will have to do is to "sit tight" and let the machine run itself. It will take constant aggressive work without let up or relaxation—a constant "dinging" to accomplish very measurable results

#### Silver Cleaning Soap

Household soap ..... 3½ pounds  
Water ..... 1 gallon

Dissolve and add aniline red to color. Next incorporate this in a mill with—

Kieselguhr ..... 14 pounds  
Whiting ..... 14 pounds  
Dextrin ..... 8 ounces  
Water ..... 2 pints

When thoroughly mixed, press into cakes and dry in a current of air.

## Utilize Your Supply of Crude Drugs

By E. F. HEFFNER, Lock Haven, Pa.

WITH the exhaustion of our stock of fluidextracts of ipecac, hydrastis and guarana, purchased before the present high prices, we were confronted with the necessity of soon replenishing supplies, and so made a systematic overhauling of our stock of the crude drugs—powdered, ground and whole—with the idea of converting this slowly moving stock into a form in which it could be utilized at once, i.e., fluidextracts.

Our stock rooms yielded enough odd lots of ground, whole and powdered hydrastis to make more than two pounds of fluidextract, thus saving an investment of over \$16. A similar result was obtained with ipecac and guarana, saving us an outlay of more than \$50 for fluidextracts of these drugs and enabled us to utilize a crude drug stock that ordinarily would be carried for years and one which no doubt can be replaced later at less cost than at present.

Every druggist who has been in business for a number of years will find on examination that his stock room contains many odd lots of drugs that are now touching the sky in price, and which can be converted into marketable material at a comparatively small cost. As these drugs in crude form are no longer purchased by the public, the druggist, by using them for manufacturing as suggested, will not only be making supplies that he needs, but he will be converting into cash what would otherwise remain as dead stock.

With fluidextract of hydrastis listed at \$16 a pound, belladonna at \$6, cardamom at \$7.50, guarana at \$15, ipecac at \$12, etc., it will pay the druggist to go over his stock, including ounce packages, and see if he does not have enough of the crude drugs to warrant making fluidextracts from them and thus save paying the present high prices. Many druggists are now paying \$3 and \$4 a pound for fluidextract of belladonna, while they have pounds of belladonna leaves and root in store that could be turned into fluidextracts without any great expense.

The stock argument used by the manufacturers against the retail druggist making his own fluidextracts is that of the loss in alcohol, which most retail druggists are not in a position to recover by distillation. As the loss in making a pint of fluidextract of hydrastis (or any other extract) cannot amount to more than 50c, this argument don't hold good, and even this amount can be saved if a still, as it should be in all modern stores, is part of the equipment. With ground ipecac, U.S.P., selling at \$2.75 a pound and alcohol costing 33c a pint, fluidextract of ipecac of standard strength can be made for less than \$4 a pound, including cost of solutions for assay, in your own laboratory at your odd moments. With hydrastis selling at \$5 a pound, the finished assayed extract should not cost over \$6 a pound as against \$9.60, the price you would have to pay to a pharmaceutical house.

Study the market prices of crude drugs and the pharmacopoeia, buy or make the necessary test solutions and then you will be in a position to make more money by saving it.

Another way to save money is by installing a tablet machine. Many druggists will tell you they haven't time and the few cents saved per thousand tablets is not worth while. They would be surprised to know that on some tablets they are paying the manufacturers over cost of material a profit of half a cent on a tablet or \$5 a thousand. Take ¼ gr. morphine sulphate tablets now quoted by manufacturing houses at \$6 a thousand, with morphine sulphate at \$5.30 an ounce the material used in 1,000 tablets could not cost more than \$3.

If the wholesale druggist is satisfied with his profit on the \$3 worth of materials, why should a manufacturer who buys his materials at least as cheaply as a wholesaler ask you \$3 for making 1,000 tablets, where on 1,000 calomel tablets he is satisfied with 10c profit? (We buy some tablets in bulk at 18c per thousand). On 1,000 ½ gr. codeine tablets you are asked to pay \$13.50, while with codeine sulphate at \$7 an ounce, the cost of material would be about \$7.85. Allowing 15c for manufacturing cost, the pharmaceutical house on this basis will have a gross profit of \$5.50 a thousand tablets. On many other tablets the manufacturers' margin is just as large, so that it will surely pay every druggist to investigate tablet-making for himself.

## ORDINANCE CONFLICTS WITH STATE LAW

### City May Not Require Prescription For Sale of Narcotics Permitted Under Public Health Act

New York City may not require the written prescription of a physician, dentist or veterinarian for the sale of those domestic and proprietary remedies, containing no more than two grains of opium, one-fourth grain of morphine, one-fourth grain of heroin, one grain of codeine or ten grains of chloral or their salts, the sale of which is permitted without a prescription under the Public Health Law of the State. The city ordinance is in conflict with the State Law, and must give way.

Such is the opinion of Attorney-General James A. Parsons, of Albany, given in response to an inquiry submitted by Warren I. Bradt, of the State Board of Pharmacy, as to whether the New York City Board of Health has the right to make and enforce ordinance 182 which is contrary to the State law regulating the sale of certain narcotics. The principal points in the Attorney-General's conclusions are here set forth:

At the last session of the Legislature a statute was enacted (Chap. 363 of the Laws of 1914) familiarly called the Boylan Anti-Habit Forming Drug Law, which seeks by circumscribing the sale of opium, chloral and their derivatives, to protect the health of those addicted to their constant use. The law requires the written prescription of a physician, veterinarian or dentist before the drugs may be delivered to an individual by any pharmacist, druggist or other dealer, except that domestic and proprietary remedies not containing more than two grains of opium or one-fourth grain of morphine, or one-fourth grain of heroin or one grain of codeine or ten grains of chloral, or their salts, in one fluid ounce, or if a solid preparation, in one avoirdupois ounce, may be sold without a prescription, if in good faith as medicines, and not for the purpose of evading the statute.

The Boylan Act became a law April 14, 1914, and since that date the Board of Health of the City of New York, on July 28th, 1914, has adopted an amendment to the Sanitary Code wherein the sale in the City of New York of opium, morphine or their derivatives, in any amount, separately or in compounded mixtures, without the prescription of a physician, veterinarian or dentist is absolutely prohibited. Neither the statute nor the ordinance applies to the sale of such drugs in liniments, ointments or plasters.

Can the provision of the Sanitary Code, wherein it differs, as noted above, from the State Law, be given any force or effect; or in other words, may the City of New York compel the written prescription of a physician for the sale of that class of domestic and proprietary medicines which the State Law permits to be sold without a prescription?

Placing the State statute (§245 of the Public Health Law) and the City Ordinance (§182 of the Sanitary Code) in juxtaposition, it is apparent that both advance into the same field, the City ordinance, however, proceeding, as an additional protection to the public health, to shut out entirely the sale of any quantity of the prohibited drugs in any medicine without the prescription of a duly licensed physician, veterinarian or dentist.

The Sanitary Code of the City of New York, enacted by the Board of Health of that City, under broad powers delegated to it to protect the public health, has from time to time received the approval of the State Legislature, and stands within the limits of the city with authority equal to that of State statutes. That is, it so stands where its provisions are "not inconsistent with the Constitution or laws of this State." Section 1172 of the Greater New York Charter provides:

"§1172. The sanitary code which shall be in force in the City of New York the first day of January, nineteen hundred and two, and all existing provisions of law fixing penalties for violation of said code are hereby declared to be binding and in force in the City of New York, and shall continue to be so binding and in force, except as the same may, from time to time, be revised, altered, amended or annulled as herein provided. . . . Said Board of Health is hereby authorized and empowered, from time to time, to add to and to alter, amend or annul any part of the said sanitary code and may therein publish additional provisions for the security of life and health in The City of New York, and confer additional powers on the department of health, not inconsistent with the constitution or laws of this State, and may provide for the enforcement of the said sanitary code by such fines, penalties, forfeitures, or imprisonment as may by ordinance be prescribed. The Board of Health may embrace in said san-

itary code all matters and subjects to which, and so far as, the power and authority of said department of health extends, not limiting their application to the subject of health only. Any violation of said sanitary code shall be treated and punished as a misdemeanor."

To be inconsistent with a State statute the city ordinance must be in real, not apparent, conflict with the State law, otherwise, both may operate together, the one to the advantage of the Public Health generally throughout the State, and the other to the additional advantage of the public health within the City of New York.

The Boylan Law has not, in my judgment, preempted the entire field of regulation of the sale of these drugs, so as to preclude the City from enforcing additional or supplemental regulations. But since it has expressly omitted in this instance the regulation of sales without a prescription of domestic and proprietary remedies containing the small amounts of opium, morphine, codeine, and chloral specified, "actually sold in good faith as medicines," I am forced to the conclusion that the statute lends sanction to such sales, and therefore the City of New York has no power to prevent them. Not only does the statute prescribe that the provisions shall not apply to such sales, that is, except from the operation of the statute, which might leave to the municipalities the matter of further regulation, but it speaks of the lawfulness of their actual sale in good faith. There can be no division of the field of regulation here. The directions of the legislature are so specific as to provide for the exact amounts which it has deemed domestic and proprietary remedies may safely contain, and be sold unrestricted without injury to the public health.

A city ordinance which denies the sale of such preparations except upon prescription is in clear conflict with the State Law, is "inconsistent" with it, and is accordingly beyond the power delegated by the legislature to the city. The legislature has said that the public health law does not require a prescription in the instances in question, and New York City is without power to say that the Public Health law does require it.

The ordinance of the City, therefore, in the particular portion here considered, is without effect.

### Interstate Commerce in Sale of Medicines

A Minnesota corporation entered into a contract with a resident of Missouri whereby the former agreed to sell and deliver to the latter in Minnesota or any of its regular places of shipment, certain medicines and extracts, to be paid for at the usual wholesale prices, and to be delivered when required by the purchaser. The contract also required the purchaser to make regular canvasses in a specified county for the sale of such medicines and extracts, and forbade him to sell to any others. All deliveries of medicines and extracts were made without the State of Missouri. In an action to recover the price of medicines and extracts delivered under the contract it was held that, as the plaintiff reserved no title to the property sold, and merely gave the defendant the option of returning it, the contract constituted "interstate commerce," and hence was not governed by the Missouri anti-trust laws. The plaintiff's right to sue could not therefore be defeated because, though a foreign corporation, it had not procured license to do business in Missouri, as required by Missouri Rev. St. 1909, §3040. (J. R. Watkins Medical Co. v. Holloway, (Mo.) 168 S. W. 290.)

300 READY-TO-USE ADS FOR DRUGGISTS. By Charles L. Archbold and other advertising experts. 56 pages, paper, \$1. The Spatula Publishing Co., Boston, Mass.

As noted above, this is a collection of advertisements written by Mr. Archbold and other experts especially for the use of druggists, the ads being so arranged that they may be cut out of the book as needed and sent to the local newspaper or to the printer as copy from which to make counter slips. The "sample" ads outlined are very comprehensive, and will be found to cover almost every article the druggist will care to advertise, and even should he not be able to use them in their entirety, he will find in them suggestions that can be well and easily adapted to almost any local advertising he would attempt to do. Nearly all of the ads are illustrated by appropriate cuts which may or may not be used as the user prefers.

WEEKLY DRUG MARKETS, the market Edition of the PHARMACEUTICAL ERA, keeps you in touch with all price changes.

## LEGAL DECISIONS

### Shipment of Intoxicating Liquors

The Delaware Hazel Law (27 Del. Laws, c. 130) provides by section 5 that it shall not apply to the shipment or delivery to physicians or druggists of such liquors in unbroken packages not exceeding five gallons at any one time. Section 6 prohibits any person from bringing into local option territory any liquor greater than one gallon within 24 hours. The Delaware Constitution, art. 13, §1, provides for an election to determine whether the sale of liquors in certain districts shall be licensed or prohibited, and that, after a vote against license, no person shall thereafter manufacture or sell liquors except for medicinal or sacramental purposes. The Prescription Act. (26 Del. Laws, c. 147) requires all prescriptions for intoxicating liquors for medicinal purposes to be written by practicing physicians. It is held that, in view of the recognized necessity of liquor as a drug, and therefore readily to be obtained by those authorized to prescribe or sell it, the discrimination in favor of physicians and druggists was reasonable, and that the Hazel Law did not deny the equal protection of the law.

The Webb-Kenyon Act (Act March 1, 1913, c. 90, 37, Stat. 699), by its title purporting to divest liquor of its interstate character only "in certain cases," and prohibiting transportation of intoxicating liquors from one State into another, to be received, possessed, sold or used in violation of any law of such state, does not divest liquor of its interstate character in all cases, but removes the protection of the commerce clause only when the liquor is to be used in violation of any law of the state. Therefore the Hazel Law is held to be invalid as to a shipment and delivery of liquor from another state into a prohibition district of the State of Delaware for the receiver's personal consumption, a purpose recognized by the act itself to be lawful. But, though invalid as to such a shipment, the act is a valid enactment in so far as it regulates, limits or prohibits the shipment of liquor from one part of the state into a prohibition district in another part of the state. (Van Winkle v. State, Delaware Supreme Court, 91 Atl. 385.)

### Sale of Intoxicating Liquor by Druggist

It is held that, under Louisiana Act No. 66 of 1902, a druggist who, in a prohibition district, sold alcohol for medicinal purposes, without a prescription, was properly convicted. Under this statute it suffices to charge the offense in the words of the statute, and it is not necessary to state that the offense was committed in a prohibition district. (State v. Tullos, Louisiana Supreme Court, 65 So. 870.)

### Selling Cocaine, Etc., Without Prescription

Texas Penal Code, 1911, art. 747, makes it unlawful to sell, furnish, or give away cocaine or morphine, except upon the prescription of a physician. It excepts preparations recommended in good faith for cholera, etc., sales at wholesale to retail druggists, and to manufacturers or regular practitioners of medicine. It is held that an indictment for unlawfully selling, furnishing, and giving cocaine and morphine to one not having a written prescription of a physician was sufficient, without negating the exceptions as to sales in good faith for cholera, etc. (Brown v. State, Texas Criminal Appeals, 168 S. W. 861.)

### Distinction Between "Surety" and "Guarantor"

An agency contract to sell medicines and extracts within fixed territory required the agent to canvass the territory, keep a record of all goods sold, and to make reports of sales and collections and of all goods on hand, and to pay wholesale prices, and at the termination of the agreement to pay the whole amount remaining unpaid and return the goods on hand. A separate instrument recited that the undersigned jointly and severally guaranteed the payment of a specified sum for medicines, extracts, etc., in the manner provided for in the contract. This instrument was signed by two obligors at a place indicated by the words "Sureties sign here," and

an added statement read: "The a. w. mentioned sureties to be furnished, upon request, at any time, a statement of amount due the company, from the party of the second part." In an action against the agent and the two signers of the instrument it was held that the instrument created only a guaranty, and the signers were not sureties.

Contracts of suretyship and of guaranty have much in common—the undertaking in both is to answer for the debt, default, or miscarriage of another. The difference is that a surety insures the debt, is bound with his principal as an original promisor, is a debtor from the beginning; a guarantor answers for the debtor's solvency, must make good the consequences of his principal's failure to pay or perform, is bound only in case his principal is unable to pay or perform. From this difference, one consequence of importance in respect of the procedure to be followed in the enforcement of liability results. A principal and a surety, being equally bound, may be joined in the same suit; but a guarantor, being bound by a separate contract, must be sued separately. Judgment for the guarantors was therefore affirmed. (J. R. Watkins Medical Co. v. Lovelady, Alabama Supreme Court, 65 So. 52.)

### Intoxicating Liquors—Validity of Druggist's License—Transportation

A civil action was brought by a regularly licensed druggist and pharmacist in North Carolina against an express company to recover a statutory penalty for non-delivery of goods. The plaintiff also held a license from the sheriff of the county as a retail liquor dealer. He ordered six quarts of cognac brandy from a firm in Tennessee and paid charges thereon, but delivery was refused by the express company. The plaintiff alleged that it was his purpose to sell the brandy for profit, but only in the way of filling prescriptions in the bona fide pursuit of his calling, and this was well known to the defendant's agent. It appeared that the plaintiff had not applied for his license to sell liquor to the board of aldermen of the town in which he did business nor to the county commissioners, as required by the North Carolina statute, but had merely gone to the sheriff for his privilege license tax, and the sheriff had given him the license. The exception in the statute permitting the sale of intoxicating liquor by pharmacists on physicians' certificates, as an exception to the public policy of the State forbidding its manufacture and sale, does not, by the express terms of the provision, relieve druggists from complying with the law as to license and taxes. The plaintiff's license was therefore held to be invalid. As a sale of liquor by him would have been unlawful, it was held that the court would not aid him in this intended breach of the criminal law, nor penalize one who, knowing the facts, declined to deliver the liquor, in furtherance of his unlawful purpose. (Smith v. Southern Express Co., North Carolina Supreme Court, 82 S. E. 16.)

### Construction of Employer's Liability Policy

A drug company's employer's liability policy stated that the premium of \$113.90 placed therein was based or estimated upon data furnished in the schedule as to the amount of compensation paid employes, and, further, that the premium should be subject to adjustment if the compensation was greater or less than the estimated sum stated in the schedule. The compensation paid was in fact greater than the amount so estimated. It was held that the \$113.90, the amount estimated, was not conclusive of the amount of the premium, and the insurer could recover the additional amount shown to be due. (Fidelity & Casualty Co. of New York v. J. W. Crowds Drug Co., Texas Civil Appeals, 166 S. W. 1156.)

### Cash Coupons—Illegal Contracts

An offer by the proprietor of a drug store to give a piano at the end of a designated period to any person who shall present to him the largest amount of cash coupons, representing purchases from the drug store, is guilty of maintaining a lottery, and if he purchased the piano from a dealer who agrees to furnish the literature and advertising necessary to carry out the scheme, such dealer cannot recover the price of the piano and the advertising, inasmuch as it was an illegal contract and therefore not enforceable. (Main v. Mackey, 3 Pa. Co. Ct. 58.)



## SELECTED FORMULAS



### Antiseptic Powder for the Skin

Starch, in fine powder	3 pounds
French chalk	1 pound
Powdered orris root	4 ounces
Salicylic acid	10 grains
Essence of musk	20 minims
Essence of bergamot	30 minims
Oil of neroli	15 minims

Mix and pass through a sieve.

### Antiseptic Talc

Powdered talc	1 pound
Boric acid	2 ounces
Salicylic acid	2½ drams
Oil of eucalyptus	½ dram
Oil of thyme, white	20 drops

Mix well.

### Aromatic Castor Oil

Amyl acetate	10 minims
Gluside	20 grains
Absolute alcohol	1 fl. ounce
Castor oil, enough to make	20 fl. ounces

Mix the amyl acetate and the gluside (soluble saccharin) with the alcohol, and set aside until a clear solution is obtained, then add the castor oil. This preparation should be stored in filled and well-closed bottles.

### Curry Powder

Mace	1 dram
Allspice	1½ ounces
Cumin seed	½ pound
Turmeric	½ pound
Coriander seeds	1 pound
Black pepper	1 pound

Reduce all to fine powder, and mix thoroughly, passing through a sieve.

### Vanishing Cream

Zinc stearate	4 ounces
Precipitated chalk	4 ounces
Glycerin	4 ounces
Water	4 ounces
Oil of rose geranium (or rhodinol II)	30 minims

Mix the powders intimately and incorporate with the mixed glycerin and water by rubbing all together in a mortar, gradually adding the perfumes during the operation. The preparation may be tinted with carmine solution, if desired.

### Violet Witch Hazel

Liquid oil of orris	1 dram
Essence of jasmine	4 fl. ounces
Hamamelis water	54 ounces

Mix and filter clear through talcum. The solution may be colored pale green with chlorophyll, if desired. Recommended for use in place of bay rum, especially for use by barbers for application after shaving.

### Liquid Bandoline

Irish moss	2 ounces
Water	16 ounces
Boric acid	2 drams
Cologne water	2 ounces

Boil the Irish moss and boric acid with the water, strain, add water to make 14 fl. ounces, and mix with the cologne water.

### Sweeping Compound

Sawdust, dry	10 pounds
Paraffin oil	½ pint
Paraffin wax	2 ounces
Coarse salt	½ pound
Eucalyptus oil	2 ounces
Sea sand	4 pounds

Warm the paraffin oil and mix with the melted wax. Dissolve in the mixture any aniline color desired, add the eucalyptus oil and saturate the sawdust, finally incorporating the mixture with the sand.

### Polishing Paste for Windows

Castile soap	2 ounces
Boiling water	3 ounces

Dissolve and add the following in fine powder:

Precipitated chalk	4 ounces
French chalk	3 ounces
Tripoli	2 ounces

Mix thoroughly and dilute to the consistency desired with water.

### Silver Cleaning Soap

Cocconut oil	80 parts
Soda or potash lye, 38° B.	40 parts
English red	10 parts
Water	10 parts
Ammonium chloride	1 part

Heat the oil and lye together until saponification takes place; mix the coloring matter, water and ammonium chloride together, and stir into the soap mixture. Let the whole come to a boil, then remove from the fire.

### Polishing Cream

Denatured alcohol	400 parts
Spirit of ammonia	75 parts
Water	150 parts
Petroleum ether	80 parts
Infusorial earth	100 parts
Red bole (or white bole)	50 parts
Calcium carbonate	100 parts

Mirbane oil, enough to scent the mixture.

Mix.

### Furniture Cream

Oleate of ammonia	2 ounces
Solution of ammonia	2 ounces
Shellac varnish (1 in 8)	6 ounces
Linseed oil	6 ounces

Mix the solution and oleate, add the shellac, and shake well; then add the linseed oil and shake thoroughly.

### Furniture Polish

Dragon's blood	½ ounce
Oil of turpentine	6 ounces
Linseed oil	20 ounces
Hydrochloric acid	1½ ounces

Powder the dragon's blood and shake well with the turpentine. After a day strain into the linseed oil, and then add the hydrochloric acid.

### Piano Polish

Butter of antimony	1½ ounces
Alcohol	1½ ounces
Raw linseed oil	8 ounces
Cider vinegar, enough to make	16 ounces

Mix.

### Liquid Bluing

Soft Prussian blue	1 ounce
Oxalic acid	1 ounce
Water	1 quart

Dissolve the oxalic acid in the water, then add the Prussian blue. A very small portion suffices for a large amount of clothing. This formula is typical of most of the preparations on the market.

### Mixed Bird Seed

Canary seed, Sicily	10 ounces
German rape seed	2 ounces
Hemp seed	1 ounce
Millet seed	3 ounces

Mix.

### Rheumatic Elixir

Potassium iodide	1 ounce
Sodium salicylate	1 ounce
Wine of colchicum seed	2 ounces
Simple elixir, enough to make	16 ounces

Mix and dissolve. Dose: a dessertspoonful.





# FOREIGN ABSTRACTS

## NEW RESEARCHES ABROAD

**No Definite Principles in Cotton-Root Bark and Chamomiles—Several New Analytical Methods—Uniform Card Advertising to Physicians Needed—Grape Juice as a Vehicle and Solvent**

**A**MONG the most important papers reviewed this month are two emanating from the Wellcome laboratory, dealing with recent examinations of cotton-root bark and chamomile flowers. No definite substance to which a medicinal action could be ascribed was found in either. New methods of estimating tragacanth, petroleum derivatives in turpentine, glucose in urine, berberine, and terpenes in lemon oil are given. A novel suggestion from a Swiss physician points out the advantage of having pharmaceutical houses send out their advertising literature to physicians on cards of uniform size, so that valuable information contained thereon may be filed in a card index for future use. Another abstract shows some unexpected properties of concentrated grape juice, which appears to possess remarkable solvent powers for certain drug products. The properties of mercury benzoate in solution, especially in connection with sodium chloride, are discussed. An interesting paper draws attention to the possible reason for certain contradictory statements recently made regarding the properties of homeopathic triturations of radioactive bodies.

### Examination of Cotton-Root Bark—

This drug is official in the U.S. P. and the Indian and Colonial additions of the B.P., its use being based on its reputed value as an emmenagogue and hemostatic. The lack of chemical knowledge concerning it led Power and Browning to make a closer study. About 21 kg. of the bark furnished 3.07 kg. of a viscid, dark red alcoholic extract, yielding a small amount of a pale yellow essential oil, which gave the color reaction of furfural, and appeared to contain a little acetovanillone. From the aqueous liquid remaining after the distillation were obtained the following: A new phenolic substance, consisting of a dihydric alcohol,  $C_8H_{10}O$ , in too small amount to be fully investigated; a yellow phenolic substance, also a dihydric alcohol,  $C_{15}H_{16}O_3$ ; a sugar giving d-phenylglucosazone, and betaine to the extent of 0.18 per cent. of the bark. The resin was fractionated by extraction with various solvents. From the petroleum extract, a fatty alcohol,  $C_{24}H_{48}O$ , was isolated, which may be identical with the medicagol of Etard, found in 1892. A phytosterol was also found, as well as the hydrocarbon triacontane, oleic acid, palmitic acid, and more sugar. No alkaloid was present, and no tannin. (Power and Browning, *Pharm. J.*, 1914, p. 420.)

### Alkaloids of Papaver Orientale—

Gadamer reports that among the amorphous alkaloids of *Papaver Orientale*, in addition to thebaine and isothebaine, at least two bases of non-phenolic character are present, and probably not less than three others with phenolic properties. They are under further investigation. (Gadamer, *Arch. Pharm.*, 1914, through *Pharm. J.*)

### Substitute for Varnishing Negatives—

A solution is used containing alum 2 oz., tannic acid 60 grains, and water 16 oz. The negative should be immersed in this solution for not more than 4 minutes; if soaked longer, the film is liable to become so hard that it tends to crack and split at the edges. The solution can be used repeatedly, and will be found to serve the purpose of a waterproof varnish. The hardened film is so impermeable that water spilt on it can be wiped off with a cloth without marring the gelatin. (*Brit. J. Phot.*, 1914, p. 713; through *Pharm. J.*)

### Estimation of Concentrated Lemon Oils—

The amount of terpenes and sesquiterpenes left in a concentrated lemon oil is found as follows: Ten to twenty c.c. of the oil are treated in a flask with a saturated solution of sodium sulphite to determine the percentage of citral. Five c.c. of the citral-free oil are shaken in a large separatory funnel with 500 c.c. of alcohol cooled to about zero. The funnel

is placed inverted in a freezing mixture for 10 hours at zero, then hung in a stand until the alcohol layer becomes clear, which may require 2 days. The alcoholic solution, which contains the oxygenated constituents, is drawn off, and the residual hydrocarbons drawn off into a measuring glass. Drops of oil left in the funnel are washed into the glass with alcohol, and the volume of oil is measured. (*E. Sachse & Co., Perf. Essent. Oil Record*, 1914, p. 262; through *C. A.*)

### Grape Juice As Food and Medicine—

Monti, of Turin, has brought out a process for concentrating grape juice by freezing, which causes it to separate into ice, and a portion which is about three or four times as heavy as the original juice. To the heavy portion is then added an aqueous extract of the grape residues, which contains tartaric acid and tannin, and which improves the taste, the latter becoming pleasantly sour. To quench thirst the concentrated juice may be given to patients diluted with three or four volumes of water. A grape honey is formed by evaporating the juice at low temperature and pressure. This honey can be eaten on bread, or mixed with water as a drink. It has the remarkable power of dissolving albumen, casein, fibrin, and resins, and can be used like alcohol in the preparation of tinctures of rhubarb, guthan, ipecac, colchicum, etc. The solutions of meat, eggs, and milk are perfectly clear and keep indefinitely. Thus is afforded a means of giving in solution large amounts of food rich in albumen. The taste is very good. (*Bender, Münch. Med. Wochschr.*, 1914, p. 424.)

### Varieties of Shellac—

T. N., the standard grade of shellac, comprises about 60 per cent. of the yearly production. The letters stand for "truly native." The color is dark, but the low price gives it a large sale. M. G. shellac, in consequence of the addition of orpiment, has a lighter color ("medium grades" of orange). H. G. shellac forms the "high grades", of a fine orange color, and made from the Palas tree, without addition of orpiment, or very little. It is used for the finest furniture polishes, for picture frames, etc. Garnet shellac contains part of the coloring matter of the lac, and is much used in hat manufacture and in making shoe polish, either pure or with 10 per cent. of rosin. Button lac takes its name from its form; it resembles the orange lac, but contains more wax. Tongue lac is the same as button lac, but in a different form. The raw material, or "stick lac," is taken from the twigs of the lac tree, and contains pigment. Grain lac is like the former, but is granulated and washed, being partly freed from pigment. Kala, another name for a variety of button lac, is made from the residues of other grades, and contains some rosin. Bleached lac is an orange grade treated with chlorine. (*Oil and Color Trades J.*, 1914.)

### Uniform Advertising to Physicians—

Roch, of Geneva, discusses the usual fate of the advertising literature sent to physicians extolling the merits of new remedies. First, all of such material received may be thrown into the waste-paper basket, which after a long absence may not be a light task. Or, any one remedy may be selected and tested, to the great detriment of the patient's health and invariably of his pocket-book. Lastly, from the long list a few of the more serious-sounding offers may be selected, and arranged in order, so as to be found when needed. But this consumes much time. In order to make the advertising material of practical value to the physician, Roch proposes that all such matter be printed on cards the size of the Swiss postal card, 9 by 14 cm., and that on the front only objective facts, which are not open to question shall be printed, such as chemical composition, name, maker, dose, price, etc. The back of the card can be used for literature references. The cards can then easily be assembled in a valuable index. (*Roch, Corr.-Blatt f. Schweiz. Aerzte.*, 1914, p. 882.)

### Homeopathy and Radioactivity—

Bailey, in Chicago, is said to have found that the twelfth trituration of radioactive materials produces greater effects on the sensitive plate than the sixth. According to Boericke and Tafel, of Philadelphia, even the sixtieth decimal trituration of radium shows the presence of radium on the photographic

with 800 mg. of milk sugar. On the basis of these statements, it is assumed that the reactions of the triturations from 100 to 500 mg. in upward are stronger, which would be the case if the twelfth is stronger than the sixth. The amount of radium in 1 g. of D6 must be 100 times as great as in D12. If this is so, why has not Professor Bailey had this new method of obtaining metals from the emanation, the following tests. He prepared D1, D2 and D3 triturations of uranium nitrate, and placed 5 g. of each in parchment paper, spread over a few square centimeters of surface. These packets were laid on a sensitive plate for some days. D1 gave a dark spot, D2 a faint one, and D3 showed no action, as was to have been expected. He explains Bailey's observation by the fact that, since D6 and D12 practically contain none of the original substance, the activity must come from the milk sugar, which might have gained in activity from long contact with the mortar. He proved this by placing a mortar and a box of milk sugar on a sensitive plate. After three weeks the plate where the mortar had stood was darkened, and the rim of the box could also be made out, showing some radioactivity in each. That some radium can be demonstrated in D60 is not to be wondered at, but that it comes from the original substance may well be doubted. The mortar could easily be activated by the emanation. (Scheringa, Pharm. Weekblad, 1913, p. 1237.)

#### Berberine and Its Estimation—

Richter recommends the use of picrolonic acid for determining berberine in its drugs and preparations. Two and one-half g. of the coarsely powdered drug are exhausted in a Soxhlet with alcohol, and the extract evaporated on the water bath. The residue is washed into a flask with three portions of 5 c.c. of water, treated with 10 c.c. of 15 per cent. caustic soda, and 60 g. of ether, after which the flask is shaken for 15 minutes, and 1 g. of tragacanth is added. After the solution is clear, filter off 24 g. of the yellow ethereal solution, and add 5 c.c. of an approximately tenth-normal solution of picrolonic acid. The resulting precipitate is collected on a Gooch, washed with a little mixed alcohol and ether, dried and weighed. The weight obtained, multiplied by 56.1, gives directly the percentage of berberine in the drug. (Richter, Arch. Pharm., 1914, p. 192.)

#### Determination of Petroleum Oils in Turpentine—

According to Grimaldi and Prussia, all turpentines, since they consist largely of pinene, are attacked by mercury acetate solution, while tar derivatives, as benzene, toluene, and xylene, are not affected. In a 500-c.c. flask, the neck of which contains about 10 c.c. and is divided into fifths, bring 75 g. of mercury acetate, 200 c.c. of water, 100 c.c. of glacial acetic acid, and 10 c.c. of the turpentine under examination. Attach a vertical condenser, place the flask in a water bath of 50°, and leave it there for 2 hours, shaking occasionally. Cool, and add dilute nitric acid (2 parts of strong acid to 1 of water) in drops, until the flask is filled to the zero of the scale on the neck. After standing a short time, the volume of undiluted oils is read off on the neck. Pure turpentines give a homogeneous solution at the end of the operation, with only a few drops of any kind. The smallest amount of benzene which can be detected is from 6 to 12 per cent, while 1 per cent of toluene, as can be found. (Chem. Ztg., 1914, p. 111.)

#### Constituents of Chamomile Flowers—

Blanc and Inghel have investigated the heads of Belgian chamomile, *Matricaria inodora*, yielding an essential oil. The following definite compounds were isolated: 3,4-dihydroxy-cinnamic acid, a glucoside of apigenin, choline, inactive camphor, caproic, arbutin, urticantare, taraxasterol, and a phytosterol. The leaves also found a mixture of fatty acids, consisting of stearic, oleic, erucic, palmitic, and linoleic acids. A phytosterol is present. The bitter taste is apparently not due to any of these substances, but to dark colored and gummy matter. (Chem. Druuz., 1914, p. 376.)

#### Substitute for Celluloid—

Dr. Wm. S. Szlajski, Vienna, has recently patented an improved process for the manufacture of a substitute for celluloid. It consists in allowing 200 g. of glue or gelatin to become saturated with water, and then dissolving them by the use of heat until a thickish mass is obtained, into which 30 g. of casein and 50 g. of sodium silicate are stirred. The mixture, which may be colored with any suitable transparent coloring material, is poured in layers on level sheets of glass,

where it is allowed to dry. After drying is complete, the sheets are brought into a suitable hardening bath, such as tannin, alum, or chrome alum. Even before drying the mass becomes impermeable to water, and when completely dry is transparent, flexible, and entirely incombustible. (This substance is not properly a substitute for celluloid, as it must lack the plasticity which is the distinguishing feature of the latter, and might better be classed with galalith, etc.—Ed.) (British Patent No. 1223 of 1914.)

#### Mercuric Benzoate—

This salt is official in the French Pharmacopoeia, and has been recommended as most suitable for hypodermic injection. The fact that it is a normal salt makes it difficult to see why it should not be readily ionized in solution, whereas the superiority of the salicylate, which is really an inner anhydride, would be easily comprehended. The method of preparation used by the French Codex is most suitable; namely, the precipitation of a mercuric salt by sodium benzoate. But the product cannot be recrystallized from water, on account of its low solubility, 1 in 250, and the partial hydrolysis. When sodium chloride is used to dissolve it, decomposition occurs, and mercuric chloride is formed, and can be shaken out with ether. A solution commonly used, containing 1 g. mercuric benzoate, 0.75 g. sodium chloride, and 100 g. of water, is identical with one prepared from mercuric chloride 0.59, sodium benzoate, 0.72, sodium chloride 0.5, and water 100 g. The increased solubility in the presence of ammonium benzoate is due to the formation of a complex salt. The effect of mercuric benzoate on albumen is exactly the same as that of a solution of mercuric chloride with the same amount of sodium chloride, and if sufficient of the latter is present, no albumen is thrown down. (Rupp and Hermann, Arch. Pharm., 1914, Heft 252, p. 3.)

#### Estimation of Tragacanth—

Fromme has elaborated the following method, depending on the solubility of acacia and other adulterants in cuoxam, an ammoniacal solution of copper oxide. Variable results are obtained, and the test is useful only for approximate evaluations. Two g. of purified sand are placed in a strong test tube 16 by 150 mm. in size, with 0.1 g. of the powdered tragacanth to be tested, and both are well mixed by shaking. Add 1 c.c. of alcohol, 5 c.c. of water, and 20 c.c. of cuoxam. Shake well and set aside for several hours. Make a similar test with powdered tragacanth of known purity. By comparing the height of the deposits in both tubes, the percentage of real tragacanth in the sample can be roughly judged. (Fromme, Apoth. Ztg., 1914, p. 617.)

#### Use of Ossein as a Food—

In 1870, Frémy called attention to the value of ossein as a food. Shortly afterward, it was prepared from slaughter-house bones and issued as a ration during the siege of Paris, with very satisfactory results. It now appears to have fallen into disuse, although it contains just four times the nourishment of fresh meat. The amount to be taken daily is from 50 to 100 g. To obtain it, bones are decalcified by hydrochloric acid, then removed from the acid and neutralized with soda. The residue is then cooked, dried and granulated. In this form it is immediately ready for use, first being moistened for an instant with any liquid. The best way to prepare it is to soak it in water for 12 hours, in which time it swells. Then it is washed with water, and boiled in water for 10 minutes. After cooling any particles of bone are removed by picking. The pieces are then minced, and dried in a current of air at a temperature not exceeding 50° C. The product is then powdered coarsely, and may be used in any soup or broth. (Maurié, Compt. rend., 1914, p. 450; through Pharm. J.)

#### Simple Test for Glucose in Urine—

Measure 10 c.c. of the urine into a 200-c.c. flask, and make up to the full volume with water. Make up a solution of potassium carbonate, 2 oz. in 6 oz. of distilled water, filter, and add water to make 8 oz. To 20 c.c. of the diluted urine, add 10 c.c. of the potassium carbonate solution in a small flask, boil carefully for three minutes, cool, and dilute to 50 or 100 c.c. with water. Prepare a solution of pure glucose, containing 1 g. in 200 c.c. of water. Treat 20 c.c. of this solution in the same manner as the diluted urine. By observing the tints of the two solutions in glass tubes, and measuring the depth of layers of equal color, the percentage of glucose in the diabetic urine is readily determined. (Dimmock, Brit. Med. J., 1914, p. 399.)



## ? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

### Interpretation of Prescription Abbreviations

(R. V. McL.)—"Will you please explain the meaning of the abbreviations 'A. C.' and 'B. C.' as used by physicians in writing directions for prescriptions?"

Any opinion expressed on the interpretation of the above abbreviations should be based upon the manner in which they are employed by the physician in connection with the rest of the directions. As you have not submitted a copy of the prescription in which they were employed, an answer to your query is somewhat problematical, but it is quite probable that "A. C." stands for *ante cibum*, meaning "before eating," a very common phrase used by physicians in abbreviated form. As to the other part of your query, we cannot recall any common Latin phrase in abbreviated form used in prescription writing that begins or is represented by the letters "B. C." To interpret these one should have a copy of the prescription in which they appear. It is possible, however, that a mistake may have been made in transcribing, and that the abbreviated letters should be "P. C." instead of "B. C.," thus standing for *post cibum*, the Latin equivalent for "after eating," a phrase that is also frequently used by prescribers. In order to suggest a reasonable interpretation we should have the complete prescription, and if you will send us a copy, we shall endeavor to help you out of your difficulty. For a very complete list of Latin words and phrases used in prescription writing, with their corresponding contractions and English equivalents, we would refer you to the last edition of the Era Dose Book, pages 44 to 49 inclusive.

### Detection of Preservatives in Milk

(M. L. T.)—The following are the most usual tests recommended for the detection of boron compounds and formaldehyde in milk:

Take 20 c.c. of milk, add 10 c.c. of lime water, place in a porcelain dish, and evaporate to dryness. Burn the residue (in a fume closet) at as low a temperature as possible. Cool the residue, moisten with strong sulphuric acid, add alcohol, and stir well. Heat gently and apply a flame to the alcohol vapor—this will burn with a green color at the edges of the flame if boric acid or borax has been added to the milk.

Or, the ash of 20 c.c. of the suspected sample may be moistened with dilute hydrochloric acid and a piece of turmeric paper placed in the dish. Remove the paper and gently dry it; if the milk contained boric acid, the paper will turn a reddish-brown color, and if then treated with sodium carbonate solution, will become bluish-black in color.

Formaldehyde can be detected as follows: Take one-third of a test-tubeful of milk, add an equal volume of water, then add, drop by drop, down the side of the test-tube, strong sulphuric acid containing a very small amount of ferric chloride. If formaldehyde is present a violet ring will be formed at the junction of the liquids. In the absence of formaldehyde a slight green or brown tint only will be noticed. If the amount of formaldehyde is very small the color may take half an hour to develop.

Salicylic acid may be detected as follows: Acidify 25 c.c. of milk with acetic acid, boil, and filter. Extract the filtrate with an equal volume of ether. Shake the ether extract with a dilute (straw-colored) solution of ferric chloride. On separating, the aqueous solution shows a reddish-violet color when salicylic acid is present.

Benzoic acid is detected by proceeding as in the foregoing test, but shake the filtrate with an equal volume of solution of hydrogen dioxide before extracting with ether. By this treatment benzoic acid is converted into salicylic acid, which is then tested for by ferric chloride.

According to Wiley ("Foods and Their Adulteration"), there is very little adulteration of milk with chemical preservatives in the United States, the laws of all the States forbidding the use of boron compounds and formaldehyde for this purpose. According to the same authority, sodium benzoate may be used, provided its presence and the amount employed be stated on the label, but this substance is a poor preservative of milk, since milk is an alkaline body, and as such it does not tend to decompose the sodium benzoate and set the benzoic acid free, and it is only the free benzoic acid which is very active as a preserving agent.

### Dose of Croton Oil for Cattle

(R. D. C.)—"We are having some controversy as to the dose of croton oil which we notice is given in your Dose Book as 3 drams for cattle. We are told by some druggists that this dose will kill anything. Kindly give us some reference and authorities showing if as much as 3 drams can be given?"

The Era Dose Book gives the range of dosage for croton oil for cattle as from  $\frac{1}{2}$  to 3 drams, but recent veterinary medical literature seems to indicate that the maximum dose should not be more than 1 dram, and the statement of dosage should be corrected accordingly. Dun ("Veterinary Medicines") has this to say: "For horses, croton oil is too violent and irritating for safe and general use; dose, 15 to 25 minims. For cattle, it is sometimes valuable, operating with certainty when most other purgatives are ineffectual, and, if carefully used, is rarely attended with evil consequences, dose,  $\frac{1}{2}$  to 1 fl. dram. In obstinate constipation or torpidity of the bowels among cattle, half doses are given, with 20 or 30 grains of calomel, a pound of salts, or a pint of linseed oil; and few purgative mixtures are more effectual. The oil is best administered made into a bolus with linseed meal, or dissolved in castor or linseed oil or mucilage. The oil is sometimes dropped on the tongue, but unless freely diluted, is apt to irritate both tongue and fauces."

Hassloch ("Veterinary Materia Medica and Therapeutics") agrees with the foregoing as to dosage, stating that the oil "is a drastic purgative, producing copious watery evacuations. It is somewhat too irritant for general use on the horse, and is more often employed in cattle practice, since it acts quicker than aloes. Large doses act as corrosive poison. On the dog and pig its purgative qualities are not accompanied by as much irritation as with the horse."

Users of the Era Dose Book should correct the statement of dosage of croton oil for cattle (page 29, line 12 from bottom) to read " $\frac{1}{2}$  to 1 dr.," instead of " $\frac{1}{2}$  to 3 dr." as now given.

### Oleum Cinereum Benzoatum

(G. F.)—This is a modification of "oleum cinereum" of German origin, and recommended by Dr. Neisser in the treatment of syphilis. From our scrap book we take the following formula and method of preparation:

Oil of sweet almond .....	1 part
Benzoïn .....	4 parts
Sulphuric ether .....	8 parts

Mix, dissolve, and filter. Of this solution mix 1 part with 4 parts of metallic mercury, and rub together until the ether disappears by evaporation. Then add 40 parts of liquid paraffin, and continue rubbing until the mercury is thoroughly incorporated.

The more common formula for "oleum cinereum" (also known as "grey oil") is that of the British Pharmaceutical Codex, which is as follows:

Mercury .....	40 grams
Wool fat .....	26 grams
Liquid paraffin, enough to make 100 c.c.	

Sterilize the wool fat and liquid paraffin by heating to 120° C., maintaining that temperature for twenty minutes; then place the mercury and wool fat in a mortar, sterilized by rinsing it with alcohol and burning off, triturate until a homogeneous mixture is obtained, and add the liquid paraffin gradually until the product measures the required vol-

ume. Grey oil is applied by intramuscular injection (1 to 2 minims), preferably in the gluteal region, the injection being given about once weekly. It should be used with caution.

#### Preservation of Medicinal Roots

(H. H. M. & I. C.)—We know of no one book conforming to the specifications you outline descriptive of medicinal plants. There are large works on botany like those of Britton & Brown, 3 volumes, published by Charles Scribner's Sons, this year at \$9.00 which give a description of plants with illustrations, but the authors approach their subject only from the direction of botany, and say nothing about the medicinal value or commercial importance of medicinal plants. The various dispensaries give good information as to medicinal uses, but they are also silent on commercial values, and also much perplexed with regard to plant descriptions. However, it is probable that the various bulletins issued by the Bureau of Plant Industry, U. S. Department of Agriculture, Washington, D. C., may prove of service, for they contain at least some of the information you seem to be seeking. The following bulletins are particularly recommended: Bulletin No. 26, "American Medicinal Flowers, Fruits and Seeds"; Bulletin No. 89, "Wild Medicinal Plants of the U. S."; Bulletin No. 107, "American Root Drugs"; Bulletin No. 139, "American Medicinal Barks"; Bulletin No. 188, "Weeds Used in Medicine". We suggest you write to the Bureau of Plant Industry for a list of these bulletins from which you can make such selections as you may wish.

For curing and preserving medicinal roots, the following general directions may be of service: Roots of annual plants should be dug immediately before the time of flowering; of biennials, or perennials, late in the fall, or very early in the spring. If the latter, it should be immediately after the first appearance of the plant above ground. Perennial roots should not be gathered until after two or three years' growth. Rhubarb is allowed to mature for four or five years—asparagus till three years old. Fleshy or succulent roots require to be cut previous to drying, so as to expose a large surface to the air: the mode in which they are sliced, whether longitudinally or transversely, is of interest in judging of certain foreign drugs, such as calumba root, which is always met with in transverse slices, gentian in longitudinal, the English variety of colchicum cornus, cut transversely, that from the Continent entire, etc. The mode of cutting is little regarded by herbalists in preparing the indig-nous roots for the market. In all cases it is important that the root, or other part of the plant, should be thoroughly dried. In the case of taraxacum, parsley, and other succulent roots, it is necessary to apply a heat of about 150° F., to destroy the eggs deposited by insects, which, through neglect of this precaution, may occasion the speedy deterioration of the root by worms. For drying roots, recourse may be had to a barrel open at both ends, and having a network suspended in it for holding the roots; it is to be stood over the register of a common house furnace. The smaller and more fibrous roots, and especially those containing essential oils, require to be less thoroughly dried, and as soon as their condition will permit of it, should be carefully put into tight drawers, bottles or tin cans. The stems of herbaceous plants should be gathered after foliation, but before flowering, unless the flowers are to be used with the stem (Parrish).

#### Liver Spots

(Roy P.)—"Liver spots," or chloasma, consist of large, irregular brownish blotches, located principally on the forehead and face, and though so-called, medical men state that the liver has but little or nothing to do with their development. Derangements of the secretions, more especially those peculiar to women, favor their appearance. Nervousness, an irritated condition of any internal organ, and internal piles, are said to produce them. The treatment usually recommended is the same as that for freckles, one formula being as follows:

Corrosive sublimate .....	4 grains
Dilute acetic acid .....	2 drams
Borax .....	40 grains
Rose water .....	4 ounces

Mix. Apply to spots twice daily. Mark "Poison".

Fluidextract of dandelion in one-half teaspoonful doses, three times a day, continued for a long time, is also said to favor the removal of liver spots. In any course of treatment

an effort should be made to remove the cause of the blotches, and our advice would be for you to consult a reputable physician.

#### Dry Cleaning Cleanser

(J. C. A. & H. F.)—Various formulas are extant for cleansers of this character. Here are two:

(1)

Soap bark, ground .....	4 ounces
Powdered borax .....	4 ounces
Ivory or other good soap.....	4 ounces
Wood alcohol .....	16 ounces
Ammonia water, 16° .....	16 ounces
Boiling water .....	6 pints

Shave the soap fine and dissolve it in the boiling water. Pour the solution at once upon the soap bark and borax, stir well and let stand half a day, then strain or filter, adding enough water through the filter to make 6 pints, and add the ammonia water and wood alcohol. This mixture is recommended for the use of tailors for renovating and cleaning garments.

(2)

"Scientific American Cyclopedic of Receipts" gives this information under "dry cleaning soaps": Soaps soluble in benzine are employed for the dual purpose of assisting the cleaning process and to minimize the risk of fire. The following quantities give satisfactory results, parts by weight: Oleic acid, 5; caustic potash, 1; dissolve in methylated spirit, 4. These quantities are arranged to provide a slightly superfatted soap freely soluble in benzine. By increasing the quantity of oleic acid the solubility of the soap in benzine is increased. For brushing on the slab, an ordinary hard oil soap may be employed, green-olive oil soap being perhaps the most satisfactory. A brush dipped in benzine, and rubbed on a bar of this soap, dissolves enough to produce a plentiful lather when brushing the goods. When a solid or semi-solid benzine soap is employed—e.g., saponine—it is usual to make a stock solution (a 5 or 10 per cent. solution by weight) and to add the necessary amount of the stock to the machine. For use in the Barbe process, neutral soaps must be employed, those containing free acid being found to attack the galvanized fittings at the temperature to which the machine is raised.

#### Ammonium Hypophosphite

(T. A. M.)—We cannot give the formula for the proprietary article. However, ammonium hypophosphite may be made by bringing calcium hypophosphite and ammonium oxalate together in the presence of a little ammonia, or according to the following formula:

Calcium hypophosphite .....	6 ounces
Ammonium sesquicarbonate (translucent).....	7.23 ounces
Water, a sufficient quantity.	

Dissolve the calcium salt in 4 pints of water, and the ammonium salt in 2 pints of water; mix the two solutions, drain the resulting carbonate of calcium, and wash out the retained solution with water. The filtrate should then be evaporated carefully to dryness; then dissolved in alcohol, evaporated, and crystallized. This salt is deliquescent in the air, very soluble in alcohol and water, and, when carefully heated, evolves ammonia, leaving hydrated hypophosphorous acid. It is used for the same purpose as the other alkaline hypophosphites in doses of from 3 to 5 grains.

#### Yellow Ink for Stamping Leather

(E. P. C.)—A waterproof yellow ink for stamping leather may be made by rubbing up a little boiled linseed oil to which some varnish has been added and then incorporating a sufficient quantity of chrome yellow. Or make a stencil ink, as follows: Take of shellac, 2 ounces; borax, 2 ounces; water, 25 ounces; gum arabic, 2 ounces; yellow pigment, q.s. Boil the borax and shellac with water, until dissolved; then add the gum arabic and withdraw from the fire. When the solution has become cold, dilute with water to 25 ounces (or to the proper consistency) and incorporate the pigment.

Another vehicle which is claimed to be waterproof is made by dissolving bleached shellac 10 parts, Venice turpentine, 5 parts, and oil of turpentine, 10 parts, on a water bath; then incorporate 5 parts of chrome yellow. A little experimenting is necessary to produce a mixture of the right adhesiveness and fluidity.

## Jottings from Great Britain

(By Our London Correspondent.)

### The War and the English Drug Market

The drug market has recovered very considerably from the first effects of the war, and considering the circumstances the improvement is remarkable. Drugs and chemicals continue to arrive from practically all sources (except of course two), and though buyers are not making larger purchases than necessary to cover immediate requirements, they are much less timid than they were a few weeks after the commencement of the war.

Synthetic drugs and chemicals naturally continue very scarce and dear; but salicylic acid, salicylates, and acetyl-salicylic acid and a few other drugs which had not been manufactured in England before are now being produced in commercial quantities by British firms. The arrival of appreciable quantities of bromides from the United States has relieved the stringency in this market and prices are substantially lower than they were a few weeks ago. On the other hand, there is a considerable scarcity of botanical drugs; for instance, belladonna is fetching at least three times its normal price, and stramonium, which is an important ingredient of some of the popular English asthma remedies, is almost unobtainable. Citric acid, tartaric acid, cocaine, cream of tartar and essence of lemon are among the drugs the prices of which are tending downward. At the first public drug auctions held since the war began, the demand was quiet, and generally speaking, prices were lower. Codliver oil is fetching prices which are not much above the normal, and the value of morphine is kept in check by the large stock of Persian opium on the spot.

### The New British Pharmacopœia

The new British Pharmacopœia will come into force on Jan. 1, 1915, but a few advance copies have been exhibited with the object of giving manufacturers an opportunity of making ready to comply with the new conditions. The new volume is more remarkable by reason of the greater precision of processes and tests than by reason of the new additions. In fact, the number of drugs added is only 43, which is about half the number added to the previous edition. On the other hand, no less than 168 drugs and preparations that were official in the Pharmacopœia and Indian and Colonial Additions have been omitted. Of the new additions the most important are the following:

Acetyl-salicylic acid, adrenalin, barbitonum (diethyl-barbituric acid), benzamine lactate (beta eucaine), chloral formamide (chloralamide), cresol, diamorphine hydrochloride, ethyl chloride, guaiacol, hexamine, (hexamethylenetetramine), liquor cresolis saponatus, liquor formaldehydi, methyl salicylate, methyl-sulphonal, pelletierine tannate, phenolphthalein, resorcin, senna pods, strontium bromide, syrup of hydriodic acid, acetum cantharidini, unguentum cantharidini, unguentum lanæ compositum, unguentum plumbi subacetatis.

It will be observed that very few indeed of the so-called "new remedies" have justified their claim for official recognition. Of the 168 drugs and preparations omitted, the majority are seldom prescribed, but some of them on the other hand are not uncommonly used. The crude drugs omitted number 51, the chemicals 17 (the two most notable being the sulphocarbulates of zinc and sodium), and the galenical preparations 98 (including 3 aceta, 3 decocta, 7 emplastra, 15 extracta and extracta liquida, 8 infusa, and 16 liquores concentrati). Some surprise is expressed at the exclusion of sarsaparilla root, poppy capsules, elder flowers, henbane, and several other drugs which still have considerable popularity. Other excluded articles are cantharides (which is represented, however, by cantharidin), ammonium phosphate, gallic acid, silver oxide, arnica rhizome, bismuth oxide, gamboge, cerium oxalate, coca leaves (cocaine of course remains), saffron, elaterium, opium plaster, pitch plaster, green belladonna plaster, liquid extract of coca, extract of jalap, iron arsenate, iron phosphate, mustard, brandy, compound spirit of ether, sumbul root, tincture of aloes, tincture of arnica, figs, galbanum, hops, jaborandi, thyroid solution, musk, poppy heads, picrotoxin, black pepper, pitch, prunes, sassafras root, scammony (the resin remains), veratrine, etc.

Most of the recommendations of the International Committee on the Unification of Potent Drugs have been adopted, and this has necessitated changes in the strengths of 7 drugs and preparations, but the strengths of 33 other articles have

also been changed. Tincture of strophanthus is 4 times the strength of the old, tincture of opium is 33 per cent stronger, tincture of nux vomica is half the strength, and tincture of aconite about half as strong as before.

A considerably larger number of drugs and preparations are required to contain a definite proportion of the chief active constituent. For instance, aconite root must contain not less than 0.4 per cent of ether-soluble alkaloids; nux vomica is adjusted to contain 1.25 per cent of strychnine; belladonna leaves are required to contain not less than 0.3 per cent of alkaloids.

Limits for the proportion of lead and arsenic permissibly present as impurities in some 90 pharmacopœial substances have been laid down. The metric system alone has been employed for all pharmaceutical and analytical computations, but doses are stated in terms of both the imperial and metric systems. The O=16 system of atomic weights has been adopted, but no material change has been made in chemical nomenclature. The "mil" is recognized as a short official designation for milliter. The discarding of the imperial system in pharmaceutical computations is not popular among the older school of British pharmacists.

## NEW REMEDIES

*Ancson* is the trade name for a brand of acetone-chloroform. *Apicol* is a compound syrup of guaiacol with iron.

*Atropapacerin Injection* contains in each ampule 0.0005 g of atropine sulphate and 0.05 g. of papaverine hydrochloride.

*Bacidolin*, a preservative, contains benzoic acid and sulphites.

*Calcikose* is a guaiacose syrup of pleasant taste, containing lecithin.

*Cupronat* tablets are used in typhus fever, and contain 1 g. of copper-albumen, equal to 0.004 g. of metallic copper.

*Dissolvin* is a liquid iodine soap.

*Dixol* tablets contain 0.05 g. of antipyrin, 0.6 g. of acetyl-salicylic acid, and 0.0005 g. of sunjavin. The latter is prepared from an Indian species of the *Melanthaceae*. Used in gouty affections and rheumatism.

*Dr. Münch's Antiepilepticum* contains methylene blue and zinc valerate.

*Elixir Vigorosa* is a slightly fermented sweet Greek wine, with about 50 per cent of an alcoholic cinchona tincture.

*Foligan* is a harmless hypnotic and sedative, said to contain the active constituents of orange leaves.

*Gelonida Neurentica* contains cocaine, menthol, and a small amount of sodium bicarbonate, and is used in diarrhoea.

*Gelonida Somnifera* contains in each piece 0.25 g. of ervasin-calcium and medial, with 0.01 g. of codeine phosphate.

*Grabley's Physiological Mineral Salt Tablets* contain iron, manganese, calcium fluoride, magnesium silicate, calcium, sodium, and potassium glycerophosphates, calcium hypophosphite, magnesium peroxide, sodium sulphate and chloride.

*Katamen* is pyrazolon-phenyl-dimethyl-sulphamido-benzoate, used in dysmenorrhœa.

*Kodan*, for disinfecting the hands, contains chlor-metacresol in alcohol, with a substance derived from seaweed, which renders it gelatinous.

"*Koko for the Hair*" consists of rose water, glycerin, borax and a trace of alcohol.

*Kolarsin* is made from kola nuts, nux vomica, arsenous acid, and cinchona bark.

*Korrelatin-Poehl* contains maltose, hemoglobin, glycerophosphates, the non-specific immune body of milk, the so-called milk spermin, and similar materials.

*Krcarsan* pills contain arsenic and creosote.

*Lakine Balsam* contains 21 per cent. of quinine, mostly in the form of bromide, with thymol, eugenol, camphor, and eucalyptol.

*Lekosan* tablets contain lecithin, kola, and casein.

*Menthescin* contains the allyl ester of cinnamic acid, and of menthol, with a high-melting paraffin-like substance.

*Metranodina Sero* is prepared from hydrastis, viburnum, ergot dialysate, and cannabis indica. Used in dysmenorrhœa.

*Neorheuman* ointment contains free salicylic acid, and is said to be of value in ischias, rheumatism, nervous pains, etc.

*Nerostea* contains valerian with fluidextract of kola.

*Nori*: *Faec* is beer yeast suddenly dried at 120°, and containing no living cells or enzymes.

*Nourbital Ointment* is recommended by Neisser in the treatment of gonorrhoea, and consists of 6 g. of protargol, 24 g. of distilled water, 2 g. of alypin, 35 g. of anhydrous eucerin, and 35 g. of anhydrous lanolin.

*Hexal* is the hexamethylene compound of the omega-methyl-sulphonic acid of p-amidosalol. *Kaffeosal* is the caffeine compound of the same acid, and *Salition* is the corresponding sodium salt.

*Iodoglobin* is identical with di-iodotyrosin, or the so-called iodogloboic acid.

*Oxygen* is an oxygen bath containing perborates. The evolution of oxygen lasts for about 20 minutes.

*Oxypan* is the name given to vitamins prepared from rice, for combatting pellagra and beri-beri.

*Osteine* contains organic calcium silicofluoride and the phosphates from cereals.

*Panatin* is said to consist of codliver oil powder, glycerophosphate of lime, and lecithin.

*Peydal* is a dusting powder containing formaldehyde and Peru balsam.

*Providorin* is a formaldehyde soap solution, with 1 per cent. of tribromnaphthol.

*Purostrophan* is a crystalline preparation from *Strophanthus gratus*.

*Radexol* is the name given to a radioactive preparation of acetyl-salicylic acid.

*Siccocitin* is a palatable lecithin preparation, which contains the most important constituents of the nerve substance, and of milk.

*Tetrapyrin* tablets contains 0.05 g. of caffeine, 0.15 g. of pyramidon, 0.2 g. of acetyl-salicylic acid, 0.1 g. of guarana, and 5 per cent. of starch.

*Thymohypnin* contains a hormone of the thymus gland, prepared by a special process. Used in Basedow's disease, and goiter, as a hypnotic.

*Thyreoeduoicid* pills contain thyroid glands, theobromine-sodium salicylate, podophyllin, quinine hydrochloride, cascara extract.

*Tirisin*, a food product, consist principally of lecithin, calcium glycerophosphate, blood salts, albumen, and milk sugar.

### BRANCH BANKS FOR SOUTH AMERICA

New York Merchants are told of Established Financial Agencies—Commercial Methods and Trade Conditions

The establishment of branch banks in South America by the National City Bank and their probable effect toward making New York the money market for that continent, at least to the extent that American bills shall be paid in dollars on New York and not in pounds sterling on London, were subjects discussed by W. S. Kies, manager of the foreign trade department of the above named banking institution, in the course of an address delivered before 1000 merchants of New York City and the consul-general of practically all the South American and Central American countries, at the recent monthly luncheon of the Merchants' Association, held at the Hotel Astor.

Mr. Kies asserted that "New York cannot hope to become a financial city of world importance until the dollar becomes accepted and its value respected in the markets of the world."

According to Mr. Kies, the National City Bank has authorized the establishment of branches at Buenos Aires and Rio de Janeiro and intends to locate branches in other South American countries as rapidly as commercial possibilities justify. With the right to accept bills drawn against merchandise provided for in the Federal Reserve Act, there will be created in this city a market for a new and very high class commercial paper. The bill being accepted will result in a credit becoming at once available to the South American exporter, which can be used for the purchase of American goods. The branches likewise will be able to accept bills for responsible parties in South America, and the market for these bills being created, the exporting manufacturer will be enabled to realize upon his shipment without delay.

Mr. Kies enlarged upon the service which would be provided by these new branch banks. Reliable credit information will be available after the work of capable credit men now

at work in South America is completed. Commercial representatives at the various branches will study closely the local markets in an effort to develop trade opportunities for American merchants. A publication, called the "Americas," devoted to the upbuilding of trade between the two continents, will be issued. Trade bulletins and letters will also be used in keeping American merchants informed of trade opportunities, and financial and economic conditions in South America. A Foreign Trade Department has been organized and in connection therewith a bureau of statistical information for the purpose of digesting trade statistics, and methods of packing will be readily available, and the statistics vital to any particular trade can be readily ascertained.

Other speakers were John F. Fowler, vice president of W. R. Grace & Co., and Charles M. Pepper, former trade adviser, State department, Washington, D. C. The former pointed out how Americans were too often lacking in appreciation of the size of South America. "It is really a great continent, comprising quite apart from its three European colonies, ten distinct nations." He said that business depression had been general in South America previous to the war, and dependent as they were upon European capital, those countries have been struck a hard blow and have been left bewildered. It must be realized that the buying power of the South American countries has been terribly crippled and will remain so for a long time to come.

Mr. Fowler asked: "How can we dream of entirely replacing Europe in this trade?" Europe has 450,000,000 of both consumers and producers, while we have a population of only 100,000,000, most of whom are content with our own production. He laid emphasis, too, upon the fact that Europe has always been the large market for South American products and, reciprocally would naturally get the corresponding share of the return trade. Also, our trade with South America would be helped if this country can help those countries in their present financial dilemma. It is money that keeps trade alive.

Speaking of liberal credits, Mr. Fowler asserted it to be a fact that American merchants were really very liberal in credits in South America, much more so than "our home merchants would concede to domestic trade." Shipping facilities are surprisingly good. "Our trade with South America is relatively as well served with shipping facilities as are the principal ports of Europe or Asia or Africa. . . . And the ocean rates to ports 4,000 to 6,000 miles distant have been little, if any, more than we have to pay in domestic trade to ports only 600 or 800 miles away." Mr. Fowler concluded his remarks by presenting some excellent "Don'ts for exporters," by expressing the opinion that American manufacturers might better pack their goods well for the South American trade and charge fairly for the packing, and by emphasizing the fact that people in South America do not buy on sentiment, but that price and quality decide them. The speaker would adopt as his motto "Please the customer."

Mr. Pepper asserted that the merchants of this country had got past the point of looking on South America, or any other foreign market, as merely a dumping ground for the surplus products in occasional years. He stated that today, "we are in South America in iron and steel, and are able to compete with England or Germany in peace times, and to supply the deficiency in their supply which the war causes." Mr. Pepper is a great believer in permanent exhibits of goods. "The bigger the exhibit the more is the attention drawn to all classes of commodities, and the more imposing is the effect." The helplessness of the individual exporter places a premium on selling organizations in the South American field and they should be encouraged.

Mr. Pepper's answer to American merchants considering going into the South American field is, "that if you are going in at all it is not for a day or for a year but with the purpose of getting that market permanently, and that is the very reason why you should go in now, study the local conditions and requirements, get at the basic facts, find out all about the consumer, and take orders sparingly. But take some of them, and take them because they will mean much business in the future when normal conditions are restored, and the South American countries go on increasing their purchasing power, and instead of buying a billion dollars of foreign goods, as they do now, buy \$1,500,000,000.

Each issue of WEEKLY DRUG MARKETS contains the latest prices on articles you are interested in. Use them intelligently and save money.



# WOMEN IN PHARMACY



Conducted by EMMA GARY WALLACE

## A Patrician Package—Household Paper

WHILE the calamity howler is relating what desperately evil times the drug business has fallen on, the wide-awake, resourceful, and far-seeing woman pharmacist has recognized and welcomed the splendid modern paper products especially designed for household use, and has marked the profits thereon for her own.

The grocer, the department and stationery store may sell some, but bless you, what chance have *they* of corralling the trade if there is a lady Ph.G. attending strictly to business somewhere near? When Mrs. New-Mother comes to the drug store to buy baby food, nipples, baby soap, talcum, sponges, etc., etc., the wise little woman behind the counter inquires if she knows about the fine, soft, white absorbent paper dydees made especially for baby's use. She has at hand a cloth or rubber outside diaper and a paper dydec to show how this labor-saver is used as an inside lining. The normal cost being only a few cents a dozen, no more than baby's daddy pays for a cigar perchance, Mrs. New-Mother is delighted with the vision of easy traveling and visiting as well as home care and goes forth with a supply of these paper garments.

Do you realize, oh Woman Pharmacist, what it would mean to supply a fair percentage of the mothers in your town with these goods? How? Oh, newspaper advertising, personal letters, mailing list made from birth notices in paper and birth registry. Lots of ways. *The main thing is to set about it and keep at it.*

Then the paper towel trade is an item of importance. Paper towels afford *absolute sanitation, individual service, and economy*, for the expense of laundering soon duplicates the original cost many times. These towels come in large and small sized rolls with convenient metal holders to place in kitchen, bath room, or public wash room. They are simply invaluable. A roll can often be sold with a package of cold cream, as it is more absorbent than linen, for removing the cream from the skin. Other rolls will be welcomed by the auto owner—one for the garage and another to carry under the seat. Paper towels are the handiest things ever, when there is a picnic lunch or the need of cleaning the hands after a repair job. They will polish windows par excellence, they will clean up the brass and nickel fittings in a jiffy, or wipe up a grease or ink spill like a blotter. Sell paper towels to the housekeeper, to the nurse for use in the sick room, to the automobilist, to the local school boards, hotels, waiting rooms, Y. M. C. A., Y. W. C. A., clubs, hospitals, the various "Homes," church lavatories, and other institutions. Why, the field for paper towels is simply e-n-o-r-m-o-u-s. Cultivate it. It will yield a wonderful crop of good round dollars.

It is a safe venture that three-fourths of the people and institutions in *your* neighborhood who *ought* to be paper towel customers, have never given the matter a thought. Get a neatly painted board, screw in place a towel roll holder of each size—and go after business—literally go after it, or have some member of the store force spend spare time demonstrating. This ought to mean case-lot towel orders. Easy money!

And what about paper tablecloths and napkins? I mean the fine, soft, attractive ones which look like linen and cost no more than laundering? Girls' schools, bachelor women doing "light housekeeping," women with small families, women with large families, church entertainment committees, etc., etc., will all be glad to buy, provided you let them know about the goods.

Make a window display that will make your store the headquarters for these things. Set a table with paper goods—tablecloth, napkins, paper plates, drinking cups. Use candelabra with fancy tissue paper shades. Borrow or rent two figures from a nearby drygoods store, and dress one in a brown crepe paper Camp Fire Girl costume and the other in Boy Scout uniform. Easy to make with crepe paper and glue, or borrow real costumes. Have confections and soda water goodies on the table. Make the window pull for several de-

partments. Such a window will be out of the usual run. Be sure to ticket paper goods for sale with prices. This sells goods as well as entertains. Tourists' packages should go like hot cakes to regular summer vacationists and Southern winter resort travelers. Call their attention to these when you fit out their traveling medicine cases.

Housecleaning time is coming, therefore show some bureau drawers lined with spotless paper toweling; demonstrate how handy this same material is to wrap a fresh cake in to keep it perfectly fresh. Use a real cake, perhaps a special kind you are featuring at the fountain. Have a sign card tell how to wrap it properly and state price of paper per roll.

The sale on regular toilet papers is easy to hold if some fine brand of goods is featured. Quantity orders should be encouraged and deliveries made.

Paper trade of this nature has much to recommend it. There is no loss by shrinkage, the goods are pleasant to handle, easy to sell, in constant demand, and give a satisfactory profit. It has so many, many points of contact with the drug business itself that as a side line, it is all wool and a yard wide. The war is making linen high. Push paper!

## An Albany Drug Store Principal

HATTIE May Seely was born in Atton, Chenango County, New York, August 20, 1883. She graduated from Afton High School as valedictorian of her class in 1902.

Because of her brother, who was a young physician, she decided to become a druggist. Soon after leaving high school she spent two years as an apprentice under B. B. Hyde of Afton. She then entered the Buffalo College of Pharmacy, from which institution she graduated with honor in 1906. In July of the same year she accepted the position as pharmacist of the City Hospital of Rochester, N. Y. At this institution she was employed nearly four years. Her plans and ambition were to own and operate a store with her brother's assistance, but these plans were sadly terminated by his untimely death.



H MAY SEELY

After hesitating for a time, and with the assistance of her father and another brother, neither of whom were pharmacists, she opened a store in Albany, N. Y., in the fall of 1912, where they are now conducting a profitable drug business.

The following are a few comments upon her work as pharmacist in the Rochester Hospital by its superintendent:

"I am mindful that neither money nor thanks are any adequate recompense for the faithful, loyal service rendered. If you ever need anything in the way of recommends from me, I shall be glad to give them heartily. I know I shall never find anyone more careful and accurate in the drug department than you."

In her new field of labor in Albany, where she went a stranger, there is already favorable comment from the physicians and the public upon her work.

The success of Miss Seely's career has not made her conceited nor caused her to forget that there is yet much room for improvement and further endeavor. On the other hand, she is thankful she has been allowed to do her little toward proving that women are capable and should be allowed a place in pharmacy. She believes firmly that women of the right kind are especially fitted for this profession; that the pharmacist stands in much the same relation to the doctor that the wife does to the husband. The position of phar-



MRS. J. F. WATERHOUSE  
Chairman Board Directors



MRS. EMMA HOELZER  
First Vice-President



MRS. A. J. GROENLAND  
Treasurer

## W. O. N. A. R. D. Organization Ideals

In order that "Women in Pharmacy" may make its appeal both to non-professional and professional women, we present the first of a series of signed letters from various women who are prominent in organization circles. These little communications will reflect the opinions and aims of the foremost lay workers interested in broadening and strengthening the salutary influence of women in the field of pharmacy.

**T**HE action of the Philadelphia Convention in establishing a Scholarship is especially gratifying. By this means some worthy and ambitious student will be enabled to secure an education in Pharmacy.

"The Board of Directors of the W. O. N. A. R. D. will be very glad to receive the names of applicants. All our members and the women of their families are eligible. Particulars may be obtained either from myself or from our Secretary, Mrs. Nellie Florence Lee.

"This Scholarship is an important step and should tend to increase our membership, thus enabling us to accomplish more and more as time goes on. This is the earnest wish of all who have the welfare of the Organization at heart." (Signed) MRS. JESSIE F. WATERHOUSE, Chairman Board of Directors.

macist is not conspicuous nor is his or her work much before the public. Nevertheless one cannot deny that much of the physician's success depends upon the character and faithfulness of the compounder of the medicines he prescribes.

Miss Seely is a direct descendant of Puritan ancestry. On her mother's side she descended from Captain Roger Clapp of New England fame. Among her distinguished forebears is Captain Robert Seely, who came to New England with Winthrop in 1630. Her ancestors were among the early settlers of New York state.

In religion Miss Seely is a Presbyterian. She is a member of the New York State Pharmaceutical Association and was once awarded a prize for the excellence of a paper written for that body. She is a quiet, unassuming little lady, preferring to live simply and unostentatiously, believing there is nothing finer in the world for her than to spend her life in useful service for humanity.

## AROUND THE CIRCUIT

Louisville Chapter No. 11 held their October meeting in the assembly rooms of the Public Library. A new member, Mrs. George Boechman was welcomed. Professor Gordon L. Curry of the Louisville College of Pharmacy gave a stereopticon lecture on Botany which was very instructive and much enjoyed. On October 15th the Chapter gave a Five Hundred Party for their friends at the DeMolay Commandery, and a good time was the certain result.

"I believe the carrying out of the following resolution adopted at the Philadelphia Convention, 1914, will greatly benefit the coming generation and hope that each member will take it upon herself to do her part:

"Resolved, That greater effort be made by members of Chapters and individual members with young mothers, warning them against the use of narcotics and drugs for infants; also against the use of sample medicines left at the doors; also that speakers be sent to clubs and social centers to inform others of the dangers attending such use." (Signed) MRS. EMMA HOELZER, First Vice-President W. O. N. A. R. D.

"I sincerely hope to see the W. O. N. A. R. D. Scholarship a permanent feature of our work, and trust that through it we may be able to bring to the ranks of Pharmacy women whose work will be a decided asset to the profession as a whole." (Signed) MRS. ANNA J. GROENLAND, Treasurer W. O. N. A. R. D.

"Thought moves the world," but work keeps it moving. Let our slogan for the coming year be 'work.'" (Signed) MRS. LAURA B. WARN, Member Board of Directors, W. O.

## PANAMA-PACIFIC EXPOSITION

The dates from July 12th to 24th inclusive, 1915, are to be known in the Panama-Pacific Exposition Program as the "Pharmaceutical Period." That numerous features of unusual interest will be scheduled for these days is not to be doubted.

K. B. Bowerman, secretary of the California Pharmaceutical Association, has extended a cordial invitation to the ladies of the W. O. N. A. R. D. to be present and to arrange for a session at this time. This gentleman courteously offers to make arrangements for the Organization at practically any available date that may be selected.

With low railway rates, with ample hotel accommodations at reasonable figures, and with added attractions of the Exposition and of California, it is easy to believe that the year 1915 will be the accepted time for many to visit the City of the Golden Gate.

## Wisconsin's Historic Pharmacy Now Installed

A pioneer drug store, which will be of interest to druggists all over the country, has been made a permanent exhibit of the Wisconsin state historical museum at Madison. The pharmacy is stocked with an ample lot of phials, beakers, containers of various sorts and patent medicines of early days. Old-fashioned mortars, mills and quaint distillation equipment have their places in the interesting old store, and the shelves are stocked in accordance with old time standards. The material for the pioneer store, covering the period between 1835 and 1860, was collected by Prof. Edward Kremers, director of the school of pharmacy of the University of Wisconsin.



# NEWS SECTION



## MOSTLY PERSONAL

### Dr. Wiley Gives Birthday Dinner

On October 17th, Dr. Harvey W. Wiley celebrated his 70th birthday by giving a dinner party at Washington, D. C., to a few intimate friends, among them Dr. John Uri Lloyd, of Cincinnati, and Prof. Joseph P. Remington, the godfathers of his children. The dinner was followed by a "movie" entertainment, showing the former head of the Bureau of Chemistry with his wife and children on their farm at Bluemont, Va. Among the other guests were Prof. Chas. E. Munroe, of George Washington University, at one time Dr. Wiley's instructor at Harvard; Dr. W. D. Bigelow, a former associate; Dr. G. L. Spencer, who was one of Dr. Wiley's students at Purdue, and Dr. J. K. Haywood, of the Bureau of Chemistry. Much of the pure food served at the dinner was raised on Dr. Wiley's own farm.

On Oct. 19th Dr. Wiley attended another dinner at the University Club, Washington, at which he was installed as president of the National Association of Mouth Hygiene.

### S. A. Eckstein Celebrates by Working

S. A. Eckstein, president of the Wright Drug Co., first vice-president of the N. A. R. D., and one of the leading druggists in Milwaukee, celebrated his fifty-sixth birthday on Oct. 3. Mr. Eckstein, who said that he was fifty-six years young, observed the day by working at his store and attending to the business arising from the many organizations with which he is affiliated. Forty years ago Mr. Eckstein entered the drug store of I. N. Morton, when he chanced to see a "boy wanted" sign posted in the window. He informed Mr. Morton that he was the boy for the place and he was then told to take off his coat and set things aright in the store. At the end of the week he received an envelope containing \$2.

Besides owning his drug store and filling the office of vice-president of the N. A. R. D., Mr. Eckstein is chairman of the national legislative committee of the Wisconsin Ph.A.; chairman of the executive committee of the Milwaukee Ph.A.; president of Post B, Travelers' Protective Association; chairman of the press committee of the Wisconsin division, T. P. A.; supreme representative, Royal Arcanum; chairman of the Sane Fourth of July Commission in Milwaukee, and president of the Temple B'ne Jeshurun congregation.

### From Pharmacist to Health Board

DR. ALLEN J. McLAUGHLIN, who has been appointed State Health Commissioner of Massachusetts, under the new law which reorganizes the State board of health, is a registered pharmacist, with a certificate from the Michigan State Board. Dr. McLaughlin was born in London, Ont., June 26, 1872, graduated from the London Collegiate Institute, then went to Detroit, where he entered the drug business, and in 1892 passed the State board examination. He was appointed apothecary the same year in Harper Hospital, and in 1893 entered the Detroit College of Medicine, graduating in 1896, and taking up the active practice of his new profession for three years at Berrien Springs, Mich. He then entered the Government service as temporary assistant surgeon at the U. S. Marine Hospital, New York, remaining there two years,

when, for some months, he saw service in the hygienic laboratory at Washington. His next assignment brought him to the medical ward of the marine hospital in New York again.

In 1903 he was ordered to Naples, and while there was transferred to Hamburg to study cholera, which had broken out there. Later he went to Berlin to study cholera conditions in Prussia. The study of preventive measures for malaria at Naples, of conditions during the plague in Trieste in Austria, and cholera in the Philippines next came under his eye. In 1908 he was appointed assistant professor of public health at the Philippine Medical School. In 1910 he was placed in charge of an investigation of sewage pollution of interstate and international waters, and completed a sanitary survey of the great lakes from Duluth, Minn., to Ogdensburg, N. Y., and of the Missouri river from Sioux City to its mouth. Following the determination of a case of true Asiatic cholera in Boston, in July, 1911, Dr. McLaughlin was charged with putting into effect the new regulations regarding immigrants from infected districts. His salary in the new position will be \$7500.

### Pharmaceutical Personalities

—O. G. Poilvert, proprietor of the Maplewood pharmacy, Fall River, Mass., returned not so long ago from a three months' stay in France, most of that time being spent in the province of Normandy, where he visited his aged father whom he had not seen in 30 years. Mr. Poilvert also called on relatives in central and southern France, meeting nephews and nieces hitherto unknown to him, owing to his long sojourn in America. He was in Paris when the war broke out and witnessed the mobilization of the French troops. Unable to ship for home, he returned to Normandy and remained with his father until he succeeded in getting passage aboard the steamer Chicago, at Havre. In reviewing the situation in Northern France, Mr. Poilvert observed that the citizens responded to the call to arms most readily, marching to the front with apparently little concern.

—Capt. Isaac E. Emerson, who controls the Emerson Drug Company, manufacturers of Bromo-seltzer and other preparations, at Baltimore, got back from Europe about the first of October after a somewhat exciting experience as the result of the war movements on the other side. He sailed from New York the first week of July aboard the Vaterland, and was at Frankfort when the war broke out. He started motoring down the Rhine with the intention of going to Holland, but found himself unable to get gasoline, all of the supply having been commandeered for army purposes. He put his machine in storage and returned to Frankfort, where he stayed the greater part of the time, suffering little inconvenience and being treated with great courtesy by the Germans.

—E. H. Burfield, pharmacist at the E. P. J. Harms drug store, Hutchinson, Minn., and a companion, narrowly escaped drowning while hunting in a small steel boat on Bear Lake. The wind blew the boat around broadside to the waves, and it capsized. As it went over, both men grabbed its sides and were supported because of the air chambers with which the craft was equipped. The druggist had on heavy hunting clothing, a sweater and a pair of heavy rubber boots. He managed to work off the boots and to climb up on the boat and shed his coat and sweater. His companion meanwhile made the woods echo with his calls. Two boys responded by rowing out and bringing the men to shore. Mr. Burfield's automatic Remington lies in eight feet of water, place unmarked.

—**Lynn Fort**, of the Lamar & Rankin Drug Co., Atlanta, Ga., upon his return from the N. W. P. A. meeting at Indianapolis, was quoted in the local press of his city to the effect that during his trip through Kentucky, middle Tennessee and Ohio, where grain, hay and stock are raised, he was particularly impressed with the evidences of prosperity he saw, which were quite in contrast with those of the cotton belt. He expressed the opinion that any section which depends upon one crop alone is treading upon dangerous ground. He said: "I trust present conditions will bring so forcibly to the people of the cotton states the folly of the one-crop system that they will never depend so largely upon cotton as they have done heretofore."

—**Dr. A. R. L. Dohme**, president of Sharp & Dohme, manufacturing chemists at Baltimore, has thrown himself into the fight of the railroads for higher rates. He maintains that the petition of the railroads ought to be granted and has issued a statement to the effect that the American lines are carrying goods as cheaply as European roads in all cases, and from 25 to 75 per cent. cheaper than in some. He adds: "If the railroad credits are not established soon there can be no doubt that the greater portion of the six billions of the securities held abroad and of which the major portion is probably railroad securities, will be unloaded upon our markets at the very earliest opportunity."

—**Joseph Koenig**, a Cincinnati druggist, got back home recently after a highly exciting European trip, including two months spent in Germany after the outbreak of the war. He had almost given up hope of getting back for a long time, as he found on arriving at Rotterdam with a party of other American citizens that steamer reservations were made for many sailings ahead; but he was able to secure a ticket turned back by an American on the steamer Noordam, then four days past due and presumably a victim of the war, and when the steamer finally turned up he became one of her passengers. "There is no place like Cincinnati," declared Mr. Koenig.

—**A. M. Hopkins**, manager of the Dow string of drug stores in Cincinnati, is a golf fiend of the most virulent type, and he recently provided his friends who are similarly afflicted with a remarkable story of a tie game, which was the more remarkable in that his opponent was also named Hopkins. The two Hopkins set out to play the nine-hole course at the Hamilton County Club, one winning the first three holes, the other the next three, and tying the last three. Playing the course over again, the same thing resulted, and they decided to call it a draw and lay off for the day.

—**Theodore H. Busch**, formerly one of the best known druggists of Davenport, Ia., and his wife, Mrs. T. H. Busch, recently celebrated their 25th wedding anniversary at the Davenport Outing Club. Covers were laid for about 50 guests at the elaborate six-course dinner that was served. The club rooms were beautifully decorated for the occasion and the table was arranged in the form of a good-luck horse shoe. In the evening, Mr. and Mrs. Busch were assisted in entertaining their guests by their son Ralph Busch, a well-known jeweler of Davenport.

—**Walter O. May**, proprietor of the Red Cross pharmacy, in Piqua, O., for several years, recently disposed of the store to W. B. Sanders, of Cincinnati, who has been associated with Louis Heister, one of the best-known prescription pharmacists in the Queen City. Mr. Sanders took charge at once, as Mr. May desired to secure immediate release from the cares of business on account of his health, which has been poor for some time. He has not announced his plans for the future, further than that he will take a long rest.

—**F. H. Bentz**, of the Fort Wayne Drug Co., Fort Wayne, Ind., and Mrs. Bentz, recently entertained 75 or more guests, including 35 officials and employes of the company, at their beautiful country home, "Wildwood," Lima, Ohio. The affair was in the nature of an all day picnic, features of which were noon day dinner, an address by the proprietor, an inspection of house and grounds, songs by the "chorus," athletic contests, etc. The Fort Wayne contingent motored over to "Wildwood."

—**Ed. W. Calvin**, druggist and horseman, Newman, Ill., was recently seriously injured while exhibiting a team of spirited horses in the show ring. In turning suddenly the horses are said to have become frightened. They turned too short and the light rig was upset. Mr. Calvin was thrown out with considerable force, breaking his leg near the hip. His

shoulder bone was also broken and he suffered other injuries about the chest.

—**John J. Murphy** of South Boston, formerly a prominent pharmacist in that section of Boston, has been appointed to a position in the office of Mayor Curley of Boston, and will have charge of certain editorial work of the City Record. Mr. Murphy resigned his position as secretary to Congressman James A. Gallivan two months ago to become a candidate for the democratic senatorial nomination in his district, but failed to make it.

—**Fred W. Connolly**, one of the best known Boston druggists, returned from Europe early in September, after a varied experience in the war zone. With his wife and son he was in Frankfort when war was declared. He left Germany via Holland and reached home via Rotterdam, London, and Montreal, Canada. He spoke well of the treatment accorded him by the Germans, and praised the work of the American consuls.

**George H. Benkhardt**, for the last thirteen years advertising manager for the Smith, Kline & French Co., Philadelphia, has severed his connection with the company and is now seeking a business connection with a house that can use his special knowledge and ability. His experience covers a period of more than twenty years not only in advertising, but buying, selling and shipping as well.

—**Representative Thomas W. White**, of Newton, Mass., one of the most prominent Republicans in the State legislature, has been appointed by Governor Walsh as a member of the State Board of Efficiency and Economy. As the many duties require the occupant to give his full time to the position, it means his retirement from the drug business until the expiration of his term of office, at least.

—**H. J. Holst**, druggist of Bloomington, Nebr., who originated Brighten-up Day in his city last spring, was one of five in the entire country to receive either an honorable mention or a prize and a write-up, with illustrations, in a leading magazine of the country. The press of Bloomington expressed its appreciation of the desirable advertising which resulted to that city.

—**Ed. Engelbright**, druggist at Cook, Minn., who returned recently from Belgium, where he went to claim his interest in his father's estate, states that he saw enough of German operations while abroad to convince him that the Kaiser's army will triumph. His estate is at Liege and his property was damaged by the firing on both sides, his dwelling being badly shattered.

—**Charles E. Hoffman**, assistant manager of the Riker-Jaynes store at 143 Sumner street, Boston, and his wife, who was Miss Kathryn Brennan, were recently tendered a complimentary dinner at the Quincy house. Thirty of their friends were present. Following the dinner came a reception and dance in the hotel parlors. A purse of gold was presented in behalf of the party by C. A. Smith.

—**Charles L. Gapen**, druggist at Ottawa, Ill., who served as first lieutenant of Company C, Third Illinois regiment, during the Spanish-American war, has just received pay for part of his services at that time. Three years after the war he put in a claim for furlough pay. After years of red tape he has received a check for \$233.34, but it cost him \$71 attorney's fees to get the money.

—**William F. Silvers**, druggist, who is proprietor of the store at Onderdonk and Gates avenues, Ridgewood section, Brooklyn, has notified those in charge of his business that he has arrived in London but could not get steamer accommodations. He attributed his inability in this direction to the fact that so many Americans are endeavoring to leave Europe on account of conditions there.

—**A. S. Coody**, 30 years of age, a graduate pharmacist, secretary and treasurer of the Lucedale Drug Company, at Lucedale, Miss., president of the Mississippi State Pharmaceutical Association, an editor of "The Issue," a political journal published at Jackson, Miss., and active in State politics, is mayor-elect of his city. A pretty good record for 30 years!

—**Otto Lane**, owner of a drug store at Prospect street and Bloomfield avenue, Passaic, N. J., for 28 years, has mysteriously disappeared. He left a note asking his brother to manage the store for the benefit of his wife and daughter. His wife fears that because of business troubles he may have taken his life.

—**Carl Pftzing**, the Mason City, Ill., druggist, has received a letter from his son, Paul, who is living in Chicago, and who reports that he heard while on a recent trip through the stock yards that the English government had placed an order for a large number of the western bronchos that were broken in at the yards.

—**Eugene S. Bernadas**, druggist at 2800 Magazine street, New Orleans, had an exciting chase after a thief he discovered in the act of ransacking his store. Mr. Bernadas and the burglar raced backward and forward, until the latter made his exit through the broken window by which he had entered. Nothing was stolen.

—**Augustus Yergey**, a prominent Reading, Pa., druggist, will think some time before he again goes out for a ride on his mendacious bicycle. While out for a "spin" recently, he was precipitated over the handle bars of the wheel when the brake refused to work. His injuries, while slight, were sufficient to keep him from business for a week.

—**Thomas Aiken**, formerly with J. G. Godding & Co., Boston, is now manager of Thomas W. White's pharmacy in Newton, and since Mr. White's appointment as a member of the State Board of Efficiency and Economy, has full charge of the business.

—**H. J. Mentzer**, the Washington, Pa., druggist, for at least once will have to waive his exemption in the interest of the law. Mr. Mentzer has been drawn to serve as a juror for the special term of Common Pleas Court during the week of November 16, at Chambersburg, Pa.

—**E. V. McAllister**, the West Side, McHenry, Ill., druggist, presented a large McHenry pennant to George Brailsford, a baseball player, for the home run the latter made in a recent game. This is the second pennant this popular druggist awarded during the past season.

—**W. Q. Harris**, general manager of the Berry Drug Co., Columbia, Miss., was painfully burned when a bottle of hydrochloric acid fell from a shelf above his head and broke on the ladder upon which he was standing, the acid spilling all over both of his legs.

—**Professor Edward Kremers**, dean of the University of Wisconsin School of Pharmacy, recently delivered a lecture on "The Evolution of the Pharmacist and His Life," in the St. Louis College of Pharmacy. The lecture was illustrated with lantern slides.

—**George D. Case**, of Milledgeville, Ga., nominated for the position of State drug inspector by the Board of Pharmacy, will be appointed by Commissioner of Agriculture J. D. Price and will go into office July 1, 1915. The Georgia attorney-general has issued an opinion to that effect.

—**William M. Beall**, president of the Beall & Steele Drug Co., Steubenville, Ohio, is vice president and a director of the new Steubenville Bank & Trust Co., recently opened in that city.

—**W. B. Ackerman**, former proprietor of the Rexall drug store of Stroudsburg, Pa., has turned farmer, and so successful has he been on his farm at West Chester that he is preparing to build. Quite a change.

—**Thomas A. Burke**, assistant manager of the Riker-Hegeman Co. drug store at New Britain, Ct., and Miss Susan A. Murray, of Danbury, were married recently in the latter city.

—**Chester L. Woodbury**, druggist of Malden, Mass., and Miss Laurice B. Flagg, of Marlboro, were married recently at the home of the latter's parents. Following their honeymoon they took up their residence at Malden.

—**Carl T. Buehler** and Miss May Albright, of St. Louis, were married Sept. 30. Mr. Buehler is with the Metropolitan Pharmacy.

—**Clarence R. Sizemore**, chief chemist for Pfeiffer Chemical Company, St. Louis, and Miss Rose Mueller were married recently in Louisville, Ky.

—**Max P. Ladwig**, of St. Joseph, Mich., a member of the Knaak Drug Co., which has stores in St. Joseph and Stevensville, was married recently to Miss Martha Abraham.

—**John Wright**, druggist at Penrose, Colo., was recently married to Miss Alma Hunt, of Florence. Mr. Wright has just erected a new store building in his city.

—**F. R. Fleming**, recently of the Soo, now a pharmacist at Farrell's drug store, Munising, Mich., was recently married to Miss Louise Kenz, of Bond la Well, Wis.

—**Ed. Still**, manager of the Kahn drug store, De Kalb, Ill., fell from a ladder some time ago but at last report was recovering nicely.

—**Thomas Flynn**, pharmacist of Bloomington, Ill., is a patient at St. Joseph's hospital in that city. He is suffering from an affection of the throat.

—**Lucian D. Lyons**, the druggist at St. David, Ill., recently married Miss Zella Murphy, who has been employed at the Cuba (Ill.) pharmacy for several years.

—**George Tanner**, a druggist, Douglas, Ga., is reported to have shot and killed a negro, who first cursed and shot at him.

—**W. D. Lacy**, proprietor of the Red Cross drug store, Peoria, Ill., is out again after seven weeks in the hospital, as a result of two operations.

—**E. S. Smythe**, proprietor of the Smythe Drug Co., North Fort Worth, Texas, returned recently to his store after an illness of two months or more.

—**O. J. Ohlinger**, of Canton, O., has accepted the management of the Diver drug store at Alliance.

—**C. H. Mount** is now general manager of the Wherrett-Mize Drug Company, Atchison, Kansas.

—**Marcus Gerbrick**, druggist at Stanford, Ill., has been appointed postmaster of that city.

## OBITUARIES

### ROBERT A. CARSON

Robert A. Carson, president of Brannon & Carson Co., wholesale and retail druggists, Columbus, Ga., and one of the best known and most beloved citizens of that city, died at his residence after an illness of 12 days of typhoid fever. Mr. Carson had not been well during the past several years, but had been able to attend to business until a week previous to his death.

Mr. Carson was prominent in the business, social, educational and civic affairs of Columbus. He served for a number of years as president of the board of trustees of the Columbus public schools, and under his administration the school system was expanded and new buildings erected. He was formerly vice-president of the National Bank of Columbus, and was a director of this institution when he died. He was also a director of the City Mills Co. He had been engaged in the drug business for 43 years. He came to Columbus in 1871 from Macon county, where he was born and raised. He entered the employ of the late A. M. Brannon, who conducted a wholesale and retail drug business. Six years later he married Mr. Brannon's daughter. In 1879, the firm of Brannon & Carson Co. was organized, with Mr. Carson as president and general manager. He served actively in this capacity until his death. He was 61 years of age. One brother and two sisters survive him.

### RECENT DEATHS

—**Frank Cundall**, druggist of East Greenwich, R. I., and well known as a business man throughout Rhode Island, is dead. He was 61 years of age. Mr. Cundall was a member of Cundall & Earnshaw, druggists, East Greenwich, and proprietor of the Ocean View Hotel at Block Island. He was born at Mystic, Ct. In 1887 he bought out Congdon Brothers, druggists, East Greenwich, and two years later married Miss Effie Ball, the only daughter of the proprietor of the Ocean View Hotel at Block Island. Since 1882 he has managed that house. In the same year he took Arthur Earnshaw into the drug business. His annual custom was to visit his home in Ortega, Fla., each winter. He was past master of King Solomon lodge, A. F. & A. M., and a member of the Seventh Day Baptist church at Ashaway.

—**Charles D. Rounds**, druggist and banker of West Pullman, Chicago, was found dead in his bank. A gas jet was open, it is said. Twenty-two years ago Mr. Rounds came to West Pullman from Plano. He secured employment as a clerk in the village drug store. By his industry he was soon enabled

to buy the establishment. He made it the finest drug store in the outskirts of Chicago. According to the story, his first bank was unloaded upon him and Rounds unexpectedly found himself a banker. His various banking and other business enterprises proved very successful until the Lorimer-Munday claim of banks "went up." Just recently he was asked to explain \$20,000 worth of fictitious notes. His wife survives him.

—**William Wynn**, champion wing shot, and for many years a widely known druggist of Brooklyn, N. Y., died recently at the residence of his daughter from general debility after a long illness. Mr. Wynn had a store at Fulton and Bond streets for half a century. Dr. Wynn was best known as a crack pigeon shooter. For many years his name was at the head of most of the handicap wing shooting matches held on Long Island and he was also widely known throughout the country as a crack shot. He was born in Canada, near Niagara Falls, 80 years ago. He was a member of Altair lodge, F. & A. M., and Constellation chapter, R. A. M., and was one of the organizers of the Brooklyn Ph. A. A daughter and two grandchildren survive.

—**William Bernard Bird**, Boston, one of the pioneer drug manufacturers of the country, died at Brookline, Mass., of pneumonia which developed following an operation for appendicitis. He was 72 years of age. Mr. Bird was born in Brookline and attended the public schools of that town. He entered business under his father, who was of the firm of J. A. & W. Bird, dealers in extracts, chemicals, etc. He was a member of the Dry Salts' Club, the Boston Chamber of Commerce, and the Paint and Oil Club. He was known in downtown circles as one of the few remaining business men classed as "gentlemen of the old school." A wife, two daughters and one son survive.

—**William D. Burdette**, a pioneer business man and druggist of Marlboro, Mass., died at the home of his daughter in that city in his 80th year. He was born in Lancaster, and was educated in Newton and Allentown. In 1860 he went into the drug business, retiring in 1907. He was a member of the Marlboro school committee for nearly 25 years and its chairman for many years. He was a trustee of the Marlboro Public Library, associate justice of the Marlboro police court from the date of its founding until 1909, and a trustee of the Marlboro Savings bank since its inception. He was president of the bank for a time. One daughter and a son survive.

—**Charles Glass**, for many years a prominent druggist of Carlville and Mason City, Ill., died at his home in the latter city after an illness of four weeks. He was 70 years of age. He served for three years without furlough during the Civil war. At the close of the war he entered his father's drug store. About 30 years or more ago he went to Mason City, where he purchased a drug store and took up his residence. About a year ago, finding himself in poor health Mr. Glass returned to Carlville and built himself a home, in which he resided with his sister.

—**Joseph A. Irvine**, one of the most highly respected citizens and business men of Leesburg, Ind., died at the age of 67 after an illness extending over several months. Mr. Irvine located in Leesburg 30 years ago and was engaged in the drug and dry goods business for many years. He was postmaster for several years and 11 years ago organized the Peoples' bank of Leesburg. Of this institution he had been cashier for a number of years. He was a member of the Odd Fellows and K. of P. lodges. His widow and three sons survive.

—**John Tyler Granger**, one of the best known druggists of Lynn, Mass., died at his home of pneumonia. He had been in the best of health until stricken less than a week before his death. He was 45 years of age and had been in the drug business from the age of 15. Six years ago he entered the firm of Bulfinch & Granger. He was a member of the Bay State lodge, I. O. O. F., Lynn Encampment, the Lynn Historical society and the Massachusetts Ph. A. Mr. Granger was of a sunny disposition and had many friends.

—**T. R. McEwen**, veteran druggist of Youngstown, O., died at his home at Garrettsville, where he had lived for the past four years. He was well advanced in years, but his death was not expected so soon. Mr. McEwen conducted the Eagle drug store in West Federal street for some time, later forming a partnership with F. F. Lyons and still later going into

partnership with William Breaden and conducting a store on the South Side. A widow and one son survive.

—**James G. Anderson**, for 18 years part owner of the drug store at Bedford and Atlantic avenues, Brooklyn, N. Y., died at Guelph, Ontario. Mr. Anderson had been ill for several months and four months ago returned to his old home in Canada for rest. Bright's disease developed and death followed shortly. He had lived in Brooklyn for 20 years. For the last 13 years he had had as a partner A. C. Hutton, the firm name being Hutton & Anderson. He was unmarried.

—**Frederick Weismann**, druggist of Union Hill, N. J., who was once a member of the New Jersey legislature, committed suicide in his store at Union Hill by taking cyanide of potassium. He was released recently from the Hudson county penitentiary, where he served 18 months for the illegal sale of heroin and cocaine. He was 34 years of age and left a wife and two children.

—**Jules C. Richard**, the New Orleans druggist who was shot in the back by a salesman with whom he had done business, died at the Charity hospital after making a seven-day fight for his life. His spinal column was severed by the bullet which was fired while his back was turned to his assailant. The shooting occurred in Acme drug store No. 5, New Orleans.

—**Harry D. Hutton**, 53, druggist of Washington, D. C., was stricken with heart disease while in his store and died before the arrival of a physician. He was to have been married shortly. With Samuel L. Hilton, he had conducted his drug business for 25 years. He was a member of Dawson lodge, F. & A. M.

—**Thomas B. Whaley**, 35, died at his home at Norfolk, Va. He had been connected with the local drug trade of that city for years. Recently he conducted his own drug store at Ocean View. He was a member of Montauk Tribe, No. 55, Improved Order of Red Men. A widow, a son and a daughter survive him.

—**Charles F. Reichardt**, superintendent of the drug department of Colburn, Birks & Co., wholesale merchants, Peoria, Ill., died following a stroke of apoplexy. He was about 70 years of age, and had been with his firm 45 years or more. Two sons and one daughter survive.

—**Julius M. Furer**, one of the oldest druggists of Sheepshead Bay, N. Y., died at his home from complications brought on by advancing age. He was born in Germany, on May 24, 1860, and came to this country at 19 years of age. He settled in Sheepshead Bay more than 30 years ago.

—**James E. Cooney**, druggist, Rochester, N. Y., died after a long illness. Previous to death, he conducted the Cooney pharmacy at 888 Dewey avenue. He was secretary of the Rochester Pharmaceutical Society, in which capacity he had served for several years.

—**J. C. Huber**, 75, head of the Huber-Fuhrman Drug Co. and Huber Bros., Fond du Lac, Wis., and a former president of the common council of that city, died at his home after a long illness. He was born in Switzerland, but had lived here for more than 50 years.

—**George C. Schoettle**, formerly a druggist of Collinsville, Ill., and well known in Troy, died at his home after a long illness due to cancer of the stomach. He was 48 years old. His funeral was conducted under the auspices of the Masonic fraternity.

—**Dr. J. N. Murdock**, 86, a pioneer wholesale druggist and physician of Parkersburg, W. Va., is dead after a brief illness. A son, Allen C. Murdock, mayor of Parkersburg, survives.

—**R. E. Love**, druggist at Sparks, Nev., for more than six years, died at his home at Reno. He was a native of England and was 74 years of age. The body was shipped to Oakland.

—**Thomas Frost**, 75, for 48 years a druggist and 18 years postmaster at Siegel, Ill., died after a few hours' illness. He resigned as postmaster a week previous to his death.

—**Charles C. Dunbar**, druggist, died at his home in Baton Rouge, La. A wife and three children survive. He was a member of Jefferson lodge, F. & A. M.

—**Jesse Zimmerman**, 63, prominent druggist of Lockport, N. Y., for more than 40 years, was found dead in bed; heart disease.

—**Ernest Haberdosh**, 31, prescription clerk, Wakefield, Mass., found dead beside roadway; cause of death a mystery.

## Features of the National Wholesale Druggists' Annual Convention

**President Lattimer's Views on the Problem of Drug Distribution—Uniform Freight Classification Urged—Valuable Suggestions on Fire Prevention—Closer Co-operation with Pharmacists Advocated—Important Legislation—How the Buying Club System Works—Dr. William Jay Schieffelin's Resolution Relating to Railroad Rates—Conservative Buying Recommended.**

The fortieth annual convention of the National Wholesale Druggists' Convention, held at the Claypool Hotel, Indianapolis, was well attended. President George W. Lattimer's address was a comprehensive effort, containing some very pertinent observations on problems of current interest to the trade. In the various committee reports were incorporated much that should prove instructive to the retailer, as well as the wholesaler. In this direction, the reports of the committees on credits and collections and fire insurance, should receive special attention. Dr. Henry P. Hynson made an eloquent appeal for active participation by wholesalers in the affairs of the A. Ph. A. Dr. William Jay Schieffelin presented a strong special report on the railroad rate situation and his resolution calling for the opening of the case of the railroads was adopted. The list of officers who were elected was published in the October ERA. The association meets next year at the Hotel Potter, Santa Barbara, Calif., in the week beginning September 27.

### President Lattimer's Address

President Lattimer, after outlining general business conditions as affected by National legislation during the past year, got down to matters of more direct interest to the members and the trade. He averred that the association's connection with the Chamber of Commerce of the United States of America and the National Fire Protection Association had been beneficial. The association participated by voting on referendum No. 7 in regard to the creation of an interstate trade commission and referendum No. 8 on trust legislation for regulating business practices, sent out by the Chamber of Commerce to its membership. Both provisions have become laws.

Uniformity of state and national laws was strongly urged by President Lattimer. Anent the abolishment of the guarantee legend he asserted it to be a question whether this provision, because of its abuse by the dishonest, did not do more harm than good. Of the Harrison bill, he said, that while all would have preferred that it should stand as recommended by the Drug Trade Conference, the trade is to be congratulated upon the framing of such a measure, which, while commercially unprofitable, is yet so beneficial to the people.

The report was quite general in scope and developed many subjects. Almost the entire burden of a war tax on proprietary medicines would fall on the independent, full price retail druggist, and would thereby be class legislation of the most objectionable kind. Parcel post is increasing the details of the wholesale drug business materially. The drug trade will be obliged to adjust itself to the increased expense of smaller and more frequent orders. As to membership, while the number of wholesale druggists is gradually growing less, there is a very gratifying increase in the number of associate members. There are still more wholesale druggists in the country than are needed for the economic distribution of the class of goods handled by the drug trade.

The United States will undoubtedly profit more as a result of the European war than any other country in the world. Its manufacturers will surely be forced to produce many of the items now secured from foreign sources. The country has been shown very forcibly the need of improved marine shipping facilities.

President Lattimer's observations upon the problems of drug distribution are exceeding interesting. He said:

"The problem of the most economical, efficient and complete method of distribution from producer to consumer is to-day one of vital interest to the manufacturer, wholesaler and dealer in drugs and medicines. If, after careful investigation, the mail order, department store, chain store or co-operative buying club is found to be the most economical and efficient method, these will gradually supersede the old ways.

"According to the most advanced students of economics to-day the most complete, efficient and economical method for the distribution of drugs and medicines is through the manufacturer, wholesaler and retailer, owing to the immense variety and the wide distribution necessary to reach the sick in every section of the country."

### Treasury in Good Condition

Treasurer S. E. Strong reported a balance on hand in the sum of \$10,789. Total receipts had amounted to \$28,001, and total disbursements, \$17,211.

As chairman of the committee on membership, Benjamin A. Jackson, of Providence, reported that 30 letters had been sent out soliciting active members, and 850 letters soliciting associate members. Of follow-up postals, 854 had been sent out. In addition, Mr. Strong had written many personal letters to fellow jobbers asking their assistance. The results were hardly adequate for the large amount of labor involved.

The committee on membership proposed the following applicants, who were later elected:

Active members—Bagby Howe Drug Co., Louisville, Ky.; Burwell & Dunn, Charlotte, N. C.; Huntington Drug Co., Huntington, W. Va.; Fritts & Wiehl Co., Chattanooga, Tenn.

Associate members—Allen Pharmacal Co., Plainfield, N. J.; F. W. Berk Co., Ltd., London, England; Chicago Heights Bottle Co., Chicago Heights, Ill.; Daggett & Miller Co., Providence, R. I.; Davidson Rubber Co., Boston; Hynson, Westcott Co., Baltimore; Kopps Baby's Friend Co., York, Pa.; Liquid Carbonic Co., Chicago; Gerhard Mennen Chemical Co., Newark, N. J.; S. B. Penick & Co., Marion, N. C.; A. L. Webb & Sons, Baltimore; National Fruit Products Co., Boston; Jefferson Distilling and Denaturing Co., New Orleans, and Walker Soda Fountain Co., Chicago; De Vilbiss Mfg. Co., Toledo, O.; Gould Witch Hazel Co., Boston.

B. B. Gilmer, of Houston, Texas, chairman of the committee on credits and collections, reported that in response to a list of a dozen questions mailed to members he had received many frank replies. During the past year, only one member had adopted uniform terms on drugs and sundries—a change, which, if universal, the committee observed, would be of pronounced advantage. A considerable number reported a growing tendency on the part of customers to deduct cash discount after the stated period for such had expired. Most of the members so reporting, while recognizing the evil as a pernicious one, felt that they were forced to condone such offenses because of the attitude of competitors. Too much emphasis, in the opinion of the committee, could not be used in urging upon all the members the vital importance of requiring rigid adherence to specified terms. The replies showed that there had been no increase during the past year in the number of those who pay their bills within the cash discount period. On the other hand, it appeared that a greater number of days' sales are being carried by the jobbers.

This committee reported that over-solicitation continued as great an evil as ever. No firm will take the initiative. The committee did not believe that the arrangement suggested in the following question would accord with sound business principles: "Does the committee approve the closing of old accounts in notes (series forms) payable monthly, in amounts as agreed, all goods purchased thereafter to be paid for and discounted within the time specified, and the continued allowance of cash discount on current purchases where the notes, or any of them, have not been paid because of the customer's efforts to take care of current purchases owing to the cash discount feature?"

One member suggested that an interest rate of 10 per cent. on matured accounts would increase the number of cash discount customers and transfer a large part of the banking business done by wholesale druggists to the bankers, where it belongs.

The committee advocated fuller co-operation in the frank exchange of credit information. It recommended active interest in local or credit men's associations, and, through them, in the work of the National Association of Credit Men. It advised energetic assistance to efforts being made looking to the enactment of laws governing fraudulent statements made for the purpose of securing credit.

### Uniform Classification Needed

The report of the committee on transportation was presented by Chairman Lynn Fort, of Atlanta, Ga. Mr. Fort outlined the changes which had materially affected transportation during the past year, among these being the Panama

Canal toll exemption clause, the five per cent. increase in freight rates in Central Freight Association territory, the decision of the Supreme Court sustaining the ruling of the Interstate Commerce Commission governing the long and short haul clause, the readjustments of interstate express rates and the reduction in parcel post rates. The long and short haul ruling will encourage shipment from foreign markets at the expense of the local distributing centers. The five per cent. freight increase will cause an enormous additional cost to the shippers. The bill now before Congress providing for uniform freight classification should receive the support of every shipper.

The committee expressed the opinion that this country needs a permanent merchant marine large enough to take care of its commercial interests, and a navy strong enough to protect it. The committee asserted that the service rendered the drug jobber by the express companies is preferable to the parcel post, for the following reasons: Parcels are collected, receipts given for parcels, indemnity for loss or damage up to \$50 is provided without additional fee; special containers not required for liquids, and numerous commodities excluded from the mail are accepted for transportation. Chairman Fort expressed the opinion that all poisons and compounds containing poisons should be admitted to the mails, except those the handling of which would endanger the lives of the department employes.

#### Fire Insurance Suggestions

James W. Morrisson, of Chicago, presented the report of the committee on fire insurance, which was very extensive. Among its most important features were its reference to Supreme Court decision assuring the Insurance Superintendent of Kansas of his right to compel a reduction of insurance rates of about 12 per cent in Kansas, and denying the right of a reciprocal company to a license under a Missouri statute defining certain classes of indemnity contracts, prescribing regulation therefor, and fixing a license fee. The act was declared unconstitutional. Nevertheless, in the opinion of the attorney-general of Missouri, the same having been handed down following the decision in the above case, inter-insurance was not brought to an end in Missouri. On state regulation of insurance, Mr. Morrisson said, in part, that while discrimination between states probably does exist, the remedy may not be as simple as it seems, and that for any state, the only permanent way to materially reduce insurance cost is to reduce the fire loss.

The committee suggested that each member on his return home use his influence to help get a proper State fire marshal law if his State has none, or to strengthen an existing unsatisfactory one. The committee found it hard to believe that among all the cities represented in its membership there were but fourteen commercial organizations actively at work to prevent fire waste. It suggested that each member work with his local commercial organizations to lessen the fire loss tax on the business of his city. It recommended that the members take under consideration the inadequate insuring of drug stocks by retailers. Very often the retail druggist is not informed about insurance, and frequently knows nothing about policies or the companies issuing them.

Regular inspection of wholesale drug plants by some member of their respective organizations was urged by the committee. Hazardous articles should be properly safeguarded. Members should ascertain the defects they are charged for in their insurance policies. Some of these may be easily corrected. Each member should have the officer in charge of the nearest fire station familiarize himself with the plant. This may save valuable time in case of fire.

In the discussion which ensued following the presentation of the above report, G. Barret Moxley, of Indianapolis, heartily seconded the advice incorporated therein anent the necessity of the retailer keeping up his insurance. The wholesaler should check up the retailer, especially if he is inclined to carry a considerable line of indebtedness. "A fire extinguisher in a retail store will prevent many a fire," said Mr. Moxley, in approving another suggestion that the members offer fire extinguishers for sale to retailers. He also approved of the suggestion that the members endeavor to establish a Fire Prevention Day in their respective cities.

Certain features of the report of the committee on paints, oils and glass, chairman, W. T. Harper, of Ottumwa, Ia., are particularly interesting. In the words of the committee:

"The department of the wholesale drug business pertaining to proprietary lines of pharmaceuticals has not grown com-

mensurate with other lines of trade. It has been taken away from us by physicians being supplied by physician supply houses whose business has been taken away from our customers, the retail druggists. It also has been taken away from us by the proprietary pharmaceutical houses going with their lines direct to the retail druggist as preferred account. Between these two avenues of loss the inroads into that department of our business have kept it from increasing in volume as it should.

"The druggist sundries and stationery lines have been largely taken up by both exclusive stationery stores and by dry goods and department stores, so that this has had the effect of either depreciating the amount of sales in these lines or they do not keep pace with the increased volume that the business should show. Notwithstanding this curtailment, some of the wholesale druggists of the country are pushing this department of the business and are getting results. It has come to the attention of the chairman of this committee where a salesman representing the druggist sundries department of a wholesale drug house had annual sales amounting to \$100,000 in his territory."

Dr. Henry P. Hynson, of Baltimore, made an earnest plea in behalf of the American Pharmaceutical Association. He advocated a more active connection between the wholesale druggists and the A.Ph.A. As members they could exercise great influence. "There is no place in the world where you can do more effective work in this matter of making the American druggist a better business man and a better risk than you can in the Commercial Section of the A.Ph.A., and, therefore, I bid you all a hearty welcome to that section especially."

Dr. Hynson asked for the appointment of a committee of six to confer with similar committees from other National pharmaceutical organizations upon the establishment of a National congress to act upon questions of country-wide importance to pharmacy. President Lattimer stated that the legislative committee would have all the powers of acting as a conference committee as suggested by the speaker.

Harry B. Thompson, representing the Proprietary Association of America, stated that proprietary medicines escaped the war tax because the burden upon the druggist would be so great and the trouble involved in the collection of the revenue would be so disproportionate to the total revenue received from that source that it was not wise to impose the tax on proprietary remedies.

#### Important Legislation

In his report as chairman of the committee on legislation, the chairman, Charles A. West, of Boston, commented favorably upon "the most notable step" yet taken in the advancement of uniformity of food and drug laws, the establishment of a Division on Uniform Federal and State Laws by the United States Department of Agriculture. He commended this action for the warm endorsement of the members. His committee recommended that the association designate an official delegate each year to represent it at the annual meeting of the Association of American Dairy, Food and Drug Officials. One or more delegates should also be sent to the twenty-fourth annual conference on uniform State laws held in Washington Oct. 14th.

Mr. West asserted that never before in the history of the country had so many important bills been enacted in one year affecting the entire business community as during the past twelve months. He cited the tariff act, the new currency bill, completely reconstructing the banking and currency system and providing for foreign branches of domestic banks; the Federal Trade Commission law, the Clayton bill, supplementing the anti-trust laws, etc. He expressed the opinion that a general law is necessary to cover all evil commercial conditions now existing or which hereafter may be devised, thereby being sufficiently flexible to meet the changing conditions of commerce.

Discussing the question of price maintenance, Mr. West said that no doubt steps will soon be taken to establish improper price cutting as a species of unfair competition, and thereby establish a controlling precedent. It would hardly be practical to enact special law to provide against every individual unfair competition. A general law will be equally and generally effective.

Mr. West's committee reiterated its recommendation of the previous convention that as soon as the national narcotic law has been finally adopted consideration be immediately given to a national poison law. Anent the efforts to eliminate para-

graph one, section seven, of the Food and Drugs Act, respecting drugs sold under names recognized in the U.S.P. and N.F., the committee deemed it of importance that a suitable resolution should be adopted affirming the association's position and urging members to persuade their Congressmen and the members of their State legislatures to study the subject thoroughly and consider well the effect of such elimination. The committee's report included an extensive resumé of State legislation, a short history and resumé of the bichloride legislation attempted and enacted during the past year and outlined miscellaneous legislation affecting the wholesale trade.

The committee on proprietary goods, headed by William P. Ritchey, of New York, presented an interesting report. It was brought out that the regulations so far proposed by the postal authorities for the mailing of proprietary preparations containing quantities of so-called poisonous ingredients, have not proved of practical value to proprietary manufacturers and the general handicap to their mailing operations has not been appreciably reduced. It was also asserted by this committee that associate members should receive preference when orders are being placed by active members. The practice of advance dating was condemned as demoralizing and unprofitable. The practice of giving bonus goods was also condemned as an element of unsoundness and as conducive to speculative propensities in the conduct of business.

That a close insight into the actual workings of the buying club system shows that the system is not a step to create a closer relationship between producer and consumer, was the assertion of this committee. The committee was gratified to report a waning in buying club activities and no new undertakings on old lines are now in progress. Manufacturers are coming to realize that the system of buying clubs and chain stores cannot replace the jobber, as the combination is generally localized within neighborhood ranges, and is restricted in its selling operations. The committee was further gratified in being able to report that a number of manufacturers had increased their discounts during the year. The committee did not question the conclusion, previously presented, that small and frequent purchases are to a great extent the cause for the increased cost of conducting a wholesale drug business. In the drug, chemical and pharmaceutical branches this has been met by an increase in the selling price that covers the increased cost of handling.

#### Dr. Schieffelin's Resolution

Dr. William Jay Schieffelin, chairman of the special committee on railway rate questions, concluded an exceedingly interesting and pertinent report, in which he outlined the railroad rate situation and pointed out the crisis now confronting the railways, and, through the railways, the entire country, by introducing the following resolution, which was adopted:

"RESOLVED, That this association respectfully ask the Interstate Commerce Commission to reopen the rate case and consider the plea of the railroads for increased revenue."

Another resolution, also proposed by Dr. Schieffelin, was adopted. It follows:

"RESOLVED, That the Bureau of Animal Industry be requested to provide that all foreign biological laboratories exporting biological products for animal use shall be inspected under the same standard used in inspecting biological plants in the United States."

The committee on arrangements for 1915 meeting, through A. S. Brooks, the chairman being absent, reported that the Hotel Potter, Santa Barbara, Calif., had been chosen. The convention will be held in the week beginning September 27.

James W. Morrisson, chairman of the committee on workmen's compensation and employers' liability, agreed in his report with a Wisconsin member who had written in that it was his belief that a proper analysis of accidents happening on all insurance risks would develop that jobbers and big retail stores are paying many times more than it costs to carry the risk and that the manufacturer is paying less than it actually costs. The committee thought that the rates were based less on hazard than on what it was thought the traffic would bear. The committee believed that the insurance companies have a mistaken idea of the amount of hazard peculiar to the wholesale drug business.

The committee on commercial travelers and selling methods, headed by Lee M. Hutchins, of Grand Rapids, Mich., reported that if the annual get-together meetings could be followed by systematic committee work throughout the year either in zones or otherwise, a vast amount of good could be accomplished. The apparent inability to overcome over-solicitation and the allowance of cash discount beyond the reasonable terms, were other points touched on in the report. In replying to the committee's questions, it developed that from 5 to 40 per cent. of the business of the various members came in without solicitation.

In part, the report of the Board of Control, chairman, Charles Gibson, was as follows:

"The Board would like to see individual houses make greater effort to correct the abuse of allowing cash discount after the discount date has expired. It considered the record of having received only five per cent. of its business unsolicited as absolutely fatal to any business and an indication of inefficiency. The Board agreed with a previous report that the most successful travelers are those who are trained by the houses in which they are employed. To pay a traveler a fixed amount and permit him to pay his own expenses is a mistake—he will pass towns which should be covered. All prices should be fixed and established by an expert pricer in the home office. Collection by traveling men should be done away with as soon as possible. The Board recommended the use of maps and thumb tacks where they are not introduced."

The Board offered the following resolutions:

"RESOLVED, That the N. W. D. A. assist every effort being made for the enforcement of laws governing fraudulent statements made for the purpose of securing credit.

"RESOLVED, That we recommend to the members of our association in various States an effort to secure a bulk sales law."

#### Conservative Buying Recommended

The Board could not recommend too strongly conservatism in buying at present prices. The danger, it pointed out, was that members will be tempted to buy merchandise which will remain in stock after the market has begun to decline. "We all know how hard it is to sell goods on a declining market."

The Board recommended that fire marshal laws should be passed and put into effect in all States where this has not already been done; that the members should use their utmost efforts to prevent fire waste in the U. S., that members try to obtain proper legislation to bring reciprocal insurance companies under State supervision, that members take advantage of the information obtained through the association's membership in the National Fire Protection Association of Boston, etc.

The Board indorsed the suggestion that an advisory council of merchants and leading citizens, such as has been established in New York City, be instituted in all our large cities. It also indorsed the stand taken by the committee on the subject of uniform legislation. It approved the appointment of three delegates to the conference on uniform State laws held at Washington, October 14, 1914. The Board believed that the national bankruptcy act has failed of its purpose to afford proper relief to honest debtors and at the same time protect the interest of creditors. It recommended that effort be made through amendment to this act to so change the method of procedure under it that it may accomplish the purpose originally intended.

The Board presented resolutions commending the establishment of a division on uniform Federal and State laws by the U. S. Department of Agriculture, authorizing the appointment of an official delegate to attend the annual meetings of the American Dairy, Food and Drug Officials, indorsing the effort to legalize price maintenance, recommending and urging the enactment of a national poison law which will bring about uniform poison legislation, expressing hearty sympathy with the proposal to obtain practical and uniform legislation in regard to sale at retail of bichloride of mercury tablets, and requesting the press of the country to refrain from publishing reports of suicides and accidental poisoning by the use of drugs, chemicals, etc.

The Board recommended that the N. W. D. A. continue to co-operate with all organizations having for their object the standardization and proper labeling of drugs, chemicals, etc. The Board also recommended that the committee on legislation make a special study in regard to poison laws, and suggested that in case sellers omit the guarantee from the package it be given on each invoice. It agreed with the report that it is absolutely necessary for the jobber to have the date of purchase of goods returned for credit.

The Board offered resolutions incorporating the following points:

That the N. W. D. A. appreciates the action taken by a number of manufacturers during the year who have increased

their discounts to jobbers, that proprietors who have not already done so be requested to make reasonable concessions; that the N. W. D. A. condemn the practice of manufacturers in going for "goods" and that attention of manufacturers of proprietary articles be called to statistics compiled by W. A. Haven and that possible arrange a schedule that will afford them a margin of profit on fractional quantities that will compensate them for the additional expense and detail required to supply them to the trade.

Other recommendations and resolutions promulgated by the Board provided for the following:

The endorsement by the association of the bill now before Congress providing for a uniform freight classification; the presentation of a request that the railroad rate case be reopened and the plea of the railroads for increased revenue be considered; that the N. W. D. A. continue its membership in the Chamber of Commerce of the U. S. A.; that the incoming president appoint a committee of three to confer with similar committees of other organizations to confer upon the advisability of forming a congress of national drug and pharmaceutical bodies under the auspices of the A. Ph. A., and that the results of the conference be reported to the various organizations and to the A. Ph. A. at their annual meetings in 1915.

The report of the Board of Control was adopted as presented.

#### Entertainment Features

The entertainment provided for the wholesalers was various and in some features decidedly novel. Ranging from the president's reception in the ballroom of the Claypool to a special exhibition race on the great Speedway and a night tour of a magnificent pharmaceutical laboratory, operated as by day solely for this occasion, this phase of the convention program will establish a record in the history of the association. A musicale for the ladies at the home of Mr. and Mrs. J. K. Lilly, a tea tendered the ladies at the home of Mrs. William Scott, a banquet at the Claypool and a visit to French Lick Springs, where Thomas Taggart officiated as host, were other features.

No provisions had been made for the evening spent at the laboratories of Eli Lilly & Co., the committee having planned a theater party for that occasion. At a late date, it was obliged to announce the cancellation of the party and it was suggested that the guests visit the laboratories of the above company. The officers of the company acquiesced and the laboratories were kept in full operation. Nearly 500 convention guests visited the plant during the evening. President J. K. Lilly and Mrs. Lilly received, and special guides were placed in charge of the various parties, of which there were nearly 40.

Every department was in operation and the entire plant was brilliantly lighted from top to bottom. By following a selected route the time of the tour was reduced to two hours. After the tour, refreshments were served in the assembly room of the science building.

#### Ohio Ph. A. Opposes Tax on Drugs

Following a special meeting of the Ohio State Pharmaceutical Association held at Columbus, where some of the leading druggists of the State met to consider means of voicing their opposition to the tax on drugs and proprietary medicines proposed as an emergency revenue measure in Congress, Theodore D. Wetterstroem, of Cincinnati, made public the following telegram which was sent to the senators and representatives from Ohio on behalf of the organization: "The Ohio State Pharmaceutical Association most strenuously objects to the placing of the proposed tax on proprietary medicines, which in many instances are necessities. A similar tax was placed on proprietaries during the Spanish-American war, with the result that the manufacturer increased cost of same to the retail druggists by 6 per cent. This proposed tax would again increase the cost of proprietaries and add to the burden already borne by the druggists through the increased cost of all drugs caused by the war tax."

Mr. Wetterstroem stated, on his return to Cincinnati, that the Association will co-operate with the national organization in attempting to prevent any tax on drugs, on the ground that they are necessities, which should not be taxed. Another important step taken at the meeting was the appointment of a committee of three to meet with a like committee from the A. Ph. A. and with the authorities of the State University, to take steps toward the cultivation in Ohio of medicinal plants.

#### FREERICKS AGAINST PROPOSED AMENDMENTS

##### Believes Proposed Law Will Permit Commonwealth to Sell Drugs As Well As Insurance

Wisconsin druggists are in receipt of a letter from Frank H. Freericks of the American Druggists' Fire Insurance Co. of Cincinnati, Ohio, urging the pharmacists to vote against the constitutional amendments, which aim to allow the State of Wisconsin to engage in the insurance business, but which, it is believed will allow the State to engage in almost any line of activity. These proposed amendments will be voted upon this fall. Mr. Freericks expresses the fear that the State may sometime attempt to go into the drug business and he asks the druggists of the State to take action. The letter, sent out on the stationery of the American Druggists' Fire Insurance Co., says:

"If the State is to go into the insurance business how long will it be before the State will go into the drug business? The ingenious argument is made, that if the State goes into the insurance business, it will sell insurance cheaper. We know that the State cannot possibly sell insurance as cheap as we sell it, and believe that it will need to sell at a much higher price. In this particular case, it will also mean, to take bread and butter from thousands of men throughout Wisconsin, who are now in the insurance business to place it with men who are looking for political jobs.

"The greatest obstacle to proper political life is the political machine built up for individual purposes. If the State goes into the fire insurance, it will enable politicians to build up an enormous machine controlling thousands of men.

"The settlement of fire losses is frequently involved with differences of opinion. If the State goes into the fire insurance business, the policyholder will practically be compelled to take, in settlement for his loss, what some minor employe of the State department will decide to give him. If the insured is not satisfied to take what the State will give him, he, of course, can bring suit, but what chance does the individual policyholder stand against the State as compared with his advantage in case of dispute with an insurance company.

"Needless to say, we are asking your co-operation because of self interest."

#### Maryland Drug Firm Drops Ancient Name

What is said to be the oldest drug firm in Maryland and perhaps in the entire East has gone out of existence in so far as the name is concerned. This is the firm of Dawson & Jenkins, which was founded as far back as 1778 at Easton, Talbot county, Maryland, the place having been conducted under that name since then. The personality of the partners or the real ownership has changed from time to time, but the firm continued to be Dawson & Jenkins, until recently, when Thomas H. Jenkins, a descendant of an original member, withdrew from active business, and James Wright, the present owner, dropped the ancient device, deciding to go on under his own name. Mr. Wright had been employed in the store for years.

#### Seidlitz Manufacturers in Financial Straits

BALTIMORE, Oct. 15.—Attorney S. Howard Millikin and J. Frank Supplee, Jr., were appointed receivers for the Lemon Seltzer Seidlitz Company, manufacturers of seidlitz powders and other medicinal preparations at 7 South Gay street, in the Circuit Court No. 2 recently, and bonded in the sum of \$900. The bill of complaint, filed by H. Gamse & Bro., lithographers, alleged that the company owed them \$528.29, and was insolvent. The company consented to the receivership, stating that owing to the financial depression and inability to realize promptly on its large investments it was unable to meet its obligations.

#### Illinois Ph. A. Activities

The proceedings of the 35th annual meeting of the Illinois Pharmaceutical Association were recently distributed to the members. President Baum has appointed a political committee auxiliary to the legislative committee and which comprises two druggists from each county in the State, 102 members in all. Plans are now being made for amending the pharmacy law. A meeting of the Executive Committee of the Illinois Ph. A. will be held in Chicago in November to consider these plans and to take action on other association matters, including decision as to place of next annual meeting.



## DEVELOPMENTS EASE SOCIETY'S WORK

### Kings County Ph. S. Need Not Fight An Obnoxious War Tax and Is In a Stronger Position on 182

Since the October meeting of the Kings County Pharmaceutical Society, held at the Brooklyn College of Pharmacy, State Attorney-General Parsons has handed down his opinion and the Board of Health ordinance 182, and Congress has passed and the President has signed the war tax bill, from which medicines and proprietaries have been eliminated. These two events have placed a different perspective on much of the proceedings of that meeting, inasmuch as the members discussed at some length the injustice of the then seeming right of the Commissioner of Health to override the laws of the State and also the injustice of legislation which would make retail druggists alone pay the war tax on fixed price medications. The druggists are now in an excellent position for the prosecution of a test case, should the Board of Health make one necessary, while the other cause for agitation is removed.

Dr. Wm. C. Anderson, chairman of the legislative committee, reported on the Harrison bill situation to the effect that this measure was still in conference, having been passed by the House of Representatives in one form and by the Senate in another. The conference has yet to report and the bill probably will not pass at this session.

Wm. Morgan, chairman of the trade matters committee, was instructed to conduct the society's detail work on the basis of previous years. J. H. Rebfuss' suggestion that the committee distribute to physicians blotters containing official formulas was received with approval. Mr. Morgan suggested that the detail man advise physicians not to write prescriptions for high-priced or unobtainable foreign synthetics. Otto Raubenheimer suggested that it might be well to advise prescribing, where possible, sodium in preference to potassium salts. The committee was empowered to purchase 200 A.M.A. manuals of the U.S.P. and N.F. The sum of \$100 was voted the committee to continue its work. A recommendation that the society hold trade matters meetings once a month in the college building was referred with power to act to a joint committee consisting of the trade matters and affairs pertaining to pharmacy committees.

Otto Raubenheimer presented an interesting explanation as to why aspirin had gone up in price. He got his version from Hugo Schweitzer, he said. The duty on salicylic acid had been raised and it was hard to get. The duty, however, is only 10 per cent. But the acetic anhydride used in the process of manufacture is not made in this country and cannot be obtained from abroad. The manufacturers in this country now have to distill their own anhydride.

A proposition to shorten and coin synonyms for N. F. names was referred to a committee.

The sum of \$50 was voted for the use of the New York Pharmaceutical Conference.

Treasurer Adrian Paradis reported a balance on hand of \$351.82.

According to T. J. France, chairman the committee on supervision, the college has enrolled 185 juniors and 154 seniors, the largest classes in its history.

## N. Y. BRANCH HEARS ASSOCIATION REPORTS

The first meeting of the 1914-1915 season of the New York Branch of the A.Ph.A. was held at the New York College of Pharmacy on the evening of Oct. 19th, and although the program was largely routine, the meeting was a most enjoyable one. For the first time in many months so many members were present that the seating capacity of the meeting room was overtaxed, and several were forced to make use of other pieces of furniture besides chairs. Prof. H. V. Army presided, with Frank L. McCartney as secretary.

After the regular opening procedure, Dr. Geo. C. Dickman presented his report on the progress of pharmacy, which was cut rather short to make room for the many association reports to follow. In his abstract of recent legislative developments, Dr. Wm. C. Anderson related the progress and death of the amended Section 182 of the Sanitary Code. The feeling was unanimous that the conclusion of the whole affair was the only logical one, in view of the contradiction between the new section and the Boylan law.

Caswell A. Mayo then gave an interesting and amusing account of the late meeting of the A.Ph.A. at Detroit. He called

attention to the smoothness with which the machinery of the meeting had run, and brought in a number of personal touches which were enjoyed fully by all present. Dr. Wm. C. Anderson then presented his account of the meeting of the N. A. R. D. at Philadelphia in August, which was fully covered in the September ERA. Dr. Wm. Mansfield related his adventures at the New York State Pharmaceutical Association meeting at Saratoga Springs, and was followed by Dr. Jeannot Hostmann, with an account of the New Jersey Pharmaceutical Association meeting at Lake Hopatcong. The latter association seemed to be pressing the New York State association very hard in the matter of membership.

Mr. Mayo stated that the papers presented before the Scientific Section of the A.Ph.A. were not of transcending importance this year, and that in all probability the Ebert Prize would not be awarded. He spoke in such glowing terms of Prof. Edward Kremers' lecture on "Historical Pharmacy" that the chair appointed him an informal committee of one to endeavor to bring Prof. Kremers to New York to repeat the lecture. Discussion of the reports in lighter vein became general.

## Philadelphia Branch, A. Ph. A.

At the first regular monthly meeting of the Philadelphia Branch of the A. Ph. A. held on Oct. 6 at the Medico-Chirurgical College, Dr. F. E. Stewart called attention to the proposed tax on medicines by Congress and offered a resolution condemning the same, which was adopted and ordered to be sent to the proper officials at Washington. The full text of the resolution is as follows:

"Resolved, That the Philadelphia Branch of the American Pharmaceutical Association most earnestly protest against the imposition of a revenue tax upon medicines, because it becomes a discriminating tax upon retail druggists, in that it will not be paid by the manufacturer or the ultimate consumer, but by the retail druggist as can be shown by the history of the Spanish-American war tax."

The programme of the evening consisted of reports of the delegates to the various State and National pharmaceutical meetings held during the summer. The meeting of the A.Ph.A. was interestingly reviewed by Prof. J. W. Sturmer; Charles Rebfuss gave his impressions of the Philadelphia convention of the N.A.R.D., and Dr. R. P. Fischelis reported the events which took place at the meeting of the Pennsylvania Ph.A. at Buena Vista. Professor C. H. LaWall gave the monthly summary of current pharmaceutical literature.

J. H. Brewer and J. Atley Dean were unanimously elected to membership. President Cook read the resignation of Secretary-treasurer R. P. Fischelis and it was accepted with the regrets of the association. Professor J. Edward Brewer was unanimously elected to fill the vacancy and an auditing committee was appointed to verify the accounts of the treasurer.

Professor Cook in reporting to the committee on A.Ph.A. headquarters, stated that this committee had not concluded any definite plans owing to the resignation of the chairman, Howard B. French. The appointment of a new chairman was postponed until the next meeting.

The reports of the delegates were discussed by F. M. Apple, S. C. Henry and F. E. Stewart.

The next meeting will be held on November 3d, and the chief topic for discussion will be the preparations of the new National Formulary.

## Adulteration of Rose Oil—

Admixture of geranium oil may be recognized by the higher saponification number and refractive index, and the practice is now prevalent of adding stearoptenes, ceril, etc., to restore these figures to the proper values. The iodine number of several Indian or Turkish geranium oils lay between 230 and 250, that of the French oils between 170 and 176.3, while that of true rose oils was between 170.8 and 189.1. The refractive reading of Palmarosa oil and other oils used as adulterants is greater than 70. For French geranium oil it is more than 60, whereas no genuine rose oil had a greater value than 48, with 44 as the lower limit. Careful adulteration is very difficult to detect, and a determination of all constants is required. The Bulgarians are preparing a rose-concrete by extracting the flowers with benzin, over 300,000 kilos of roses being worked up in this way each year. The constants of this product are also given. (Petkow, Z. Oeffentl. Chem., 1914, p. 491.)

FROM AMONG THE ASSOCIATIONS

At its recent meeting of the American Medico-Pharmaceutical League, S. F. Brothers announced that 331 new members had been elected during the past 17 months. A letter from the New York State Department of Health was read, stating that it was to the effect that under the new law the signature of a prescribing physician was his full name, including the initial of his middle names, if he has more than one, and the surname in full. "John David Smith" would be written as "John D. Smith."

The Chicago Association of Drug Clerks at a recent meeting, presided over by H. L. Sherman, adopted a resolution endorsing a one-hour working day. This resolution will be circulated for signatures among all the clerks and employers in the city. As a motive for the movement the clerks point out that because they never get a day off in which to rest, they are likely to make mistakes and thus jeopardize human life.

Druggists of Yellowstone, Stillwater, Big Horn, Musselshell and Carbon counties, Montana, have organized the Midland Empire Retail Druggists' Association, and have elected as officers: President, Charles J. Chapple, of the Chapple Drug Co., Billings; vice-president, J. W. Corwin, Park City, and secretary, Fred Russell, Broadway pharmacy, Billings. The new organization aims to bring about a closer relationship among the members and to protect their co-operation.

The Missouri Valley Medical Society at its recent meeting, held at Colfax, Ia., endorsed the Harrison anti-narcotic bill.

The Douglas County (Nebr.) Retail Druggists' Association, through a committee, is arranging plans whereby the entire membership may attend the Panama Exposition. This will include many of the druggists of Omaha.

The executive committee of the Texas State Ph.A. met recently in the Chamber of Commerce at Dallas and adopted resolutions, which if enacted into law will practically eliminate the sale of habit-forming drugs except upon prescription. A revision of the State pharmacy law was also discussed, the members of the committee expressing the opinion that the law should be more exacting of applicants for license, etc. Among those in attendance were President Walter D. Adams, of Forney; Secretary E. G. Eberle, of Dallas, and John W. Covey, of Fort Worth.

The Iowa State Ph.A. executive committee, in session at Mason City recently, selected Clear Lake as the next place of meeting. Date of meeting will be June 8, 9 and 10.

The Arizona Ph.A. recently adopted resolutions strenuously protesting against the proposed amendment to the State constitution which would virtually prohibit the importation and sale of alcohol for any purpose, or under any pretense by druggists or other persons or by medical men in the treatment of the sick. The acting secretary was instructed to request the aid and support of the Arizona Medical Association in its effort to defeat the proposed amendment.

The Mississippi State Pharmaceutical Association, through President J. C. McGee, has purchased a bale of cotton at ten cents per pound. The members are being congratulated upon being good B-A-B'ists.

The Women's Club of the Allied Drug Trade of Chicago held its first fall reception and luncheon at the Hotel Sherman. A tableau of Chicago, presented by Mrs. George Miyen, assisted by Miss Florence Zuber and Miss Esther Pelikan, was the principal feature of the affair. Mrs. Louis Didier was in charge of the program, which consisted of songs by Mrs. Ruth G. Babler, violin solos by Arthur de Macy and interpretative dancing by Miss Marcella Briggs. Mrs. William Gallagher was social chairman of the day and was assisted in receiving the members by the club officers.

The members of the Greater New York Pharmaceutical Society, at its recent meeting at Saengerbund hall, Brooklyn, decided to fight for a continuation of the suspension of the enforcement of Board of Health ordinance 182. President Lewis asserted that the household remedies affected by the ordinance were needed in every home. Dr. Thomas Dixon, president of the Federation of the Medical Economic League, who was to have delivered the principal address at the meeting, was unable to attend, and sent his regrets.

The druggists of Brunswick, Ga., have organized and elected the following officers: President, J. Sidney Roberts; vice-president, A. S. Branch; secretary and treasurer, S. C. Josie. Every retail druggist in that city is a member. The organization will meet every month and will consider every question of interest to the local trade. The first business consummated was

to close all drug stores on Sundays between the hours of 11 A. M. and 2 P. M.

ANOTHER IMPOSTOR ACTIVE

EDITOR THE PHARMACEUTICAL ERA—

Reading in your October issue of two impostors plying their trade reminded me of an experience I had on September 13th. At about 2 P. M. of that day, which was Sunday, I received a phone call at my home in New York City; the caller gave the name of Mr. Shirley of the Standard Drug Co., Cleveland, Ohio, to whom we sell. He said that he had just arrived from Boston on his bridal tour, and saying that he would like to see me for a few minutes, asked for directions to reach my house. After his arrival we conversed for about half an hour, and then came his tale of woe, to the effect that while on the train his pocket had been picked by a fellow passenger, a young man, who had taken his purse with \$400, and his watch. I anticipated his request by offering \$5 or \$10, and he accepted the latter sum, saying that he would return it at my office Monday morning.

I asked for a card of identification, and he gave the natural explanation that all his cards, with the exception of one, had been taken with his purse. The remaining one read:

..... :  
: :  
: STANDARD DRUG COMPANY :  
: 9th & Bolivar Road :  
: Cleveland, Ohio :  
: Represented by W. E. SHIRLEY. :  
: :  
: .....

Which card I now have. When he did not arrive by Tuesday morning, I wrote to the Standard Drug Co., explaining the matter. They replied that their Mr. Shirley had no brother, nor did they have anyone else in their employ of that name; that the newcomer was a fraud, and that they had forwarded a complaint to the New York police. The description I gave the detectives was "man about 28 years old, dark complexion, smooth face, weight about 150 lbs., wore dark clothes, stiff black hat." As yet, I have heard nothing more.

Yours very truly,  
E. D. BRASHAW,  
c/o Robertson Candy Co.

New York, October 15, 1914.

W. O. N. A. R. D. Organization Rules

The following alphabetical rules for efficient organization work are being widely copied. They come from the ready brain of the Secretary of the W. O. N. A. R. D. They will bear careful reading and daily living. It has been proposed that this alphabet be printed upon a card and sold for the benefit of the General Federation of Women's Clubs.

- A.—Aid with your present at all meetings.  
Answer this question: What kind of an organization would yours be if every member in it were just like me?
- B.—Be on time, especially at Committee meetings.
- C.—Call on the sick; visit those in trouble. Co-operate.
- D.—Do not refuse to serve in any capacity when requested to do so.
- E.—Enthusiasm will put everybody to work, so nobody can shirk.
- F.—Faithful to every promise made.
- G.—Give unstintingly of love, trust and energy.
- H.—Hope for complete success in all work undertaken.
- I.—Ignore all slights.
- J.—Justice to all.
- K.—Keep in close touch as possible with your membership.
- L.—Loyalty to principles and the cause you are working for.
- M.—Meet all appointments promptly.
- N.—Never give up. Keep everlastingly at it.
- O.—Onward and upward. A little every day.
- P.—Put your best self into what you do and say.

- Q.—Quality of work, rather than quantity, be your aim.
- R.—Report everything of interest to the Club, but never gossip or make unkind remarks.
- S.—Stand back of the officers you have chosen.
- T.—Take hold and help lift, do not hinder others.
- U.—Use tact. Bear in mind always—it is not so much what we say, as how we say it, that arouses interest or provokes opposition.
- V.—Volunteer your services in every emergency.
- W.—Wide open eyes to see the wrongs you may help to right, and the great need of workers in every phase of life.
- X.—Exchange smiles.
- Y.—Yield not to indifference.
- Z.—Zealous for the good reputation of your organization.

NELLIE F. LEE,  
President Philadelphia Chapter No. 6  
W. O. N. A. R. D.

**LABELING OF MEDICINES**

**Pertinent Suggestions from the Bureau of Chemistry Regarding Manufacturers' Claims**

WASHINGTON, Oct. 15.—In answer to many inquiries as to proper labeling for medicinal preparations to comply with the Food and Drugs Act as amended, the Department of Agriculture, through the Bureau of Chemistry, has issued the following suggestions to makers and proprietors of medicinal preparations:

1. CLAIMS OF THERAPEUTIC EFFECTS.—A preparation cannot be properly designated as a specific, cure, remedy, or recommended as infallible, sure, certain, reliable or invaluable, or bear other promises of benefit unless the product can as a matter of fact be depended upon to produce the results claimed for it. Before making any such claim the responsible party should carefully consider whether the proposed representations are strictly in harmony with the facts; in other words, whether the medicine in the light of its composition is actually capable of fulfilling the promises made for it. For instance, if the broad representation that the product is a remedy for certain diseases is made, as, for example, by the use of the word "remedy" in the name of the preparation, the article should actually be a remedy for the affections named upon the label under all conditions, irrespective of kind and cause.

2. INDIRECT STATEMENTS.—Not only are direct statements and representations of a misleading character objectionable, but any suggestion, hint, or insinuation, direct or indirect, or design or device that may tend to convey a misleading impression should be avoided. This applies, for example, to such statement as "has been widely recommended for," followed by unwarranted therapeutic claims.

3. INDEFINITE AND SWEEPING TERMS.—Representations that are unwarranted on account of indefiniteness of a general sweeping character should be avoided. For example, the statement that a preparation is "for kidney troubles" conveys the impression that the product is useful in the treatment of kidney affections generally. Such a representation is misleading and deceptive unless the medicine in question is actually useful in all of these affections. For this reason it is usually best to avoid terms covering a number of ailments, such as "skin diseases, kidney, liver and bladder affections," etc. Rheumatism, dyspepsia, eczema and the names of many other affections are more or less comprehensive, and their use under some circumstances would be objectionable. For example, a medicine should not be recommended for rheumatism unless it is capable of fulfilling the claims and representations made for it in all kinds of rheumatism. To represent that a medicine is useful for rheumatism, when as a matter of fact it is useful in only one form of rheumatism, would be misleading; such statements as "for some diseases of the kidney and liver," "for many forms of rheumatism," are objectionable, an account of indefiniteness.

Names like "heart remedy," "kidney pills," "blood purifier," "nerve tonic," "bone liniment," "lung balm," and other terms involving the names of parts of the body are objectionable for similar reasons.

4. TESTIMONIALS.—Testimonials, aside from the personal aspect given them by their letter form, hold out a general representation to the public for which the party doing the

labeling is held to be responsible. The fact that a testimonial is genuine and honestly represents the opinion of the person writing it does not justify its use if it creates a misleading impression with regard to the results which the medicine will produce.

No statement relative to the therapeutic effects of medicinal products should be made in the form of a "testimonial" which would be regarded as unwarranted if made as a direct statement of the manufacturer.

5. REFUND GUARANTEE.—Statements on the labels of drugs guaranteeing them to cure certain diseases or money refunded may be so worded as to be false and fraudulent and to constitute misbranding. Misrepresentations of this kind are not justified by the fact that the purchase price of the article is actually refunded as promised.

**Chicago Drug Club Elects Schaper President**

At the recent regular meeting of the Chicago Drug Club, held at the Hotel Sherman, the following officers were elected:

President, Henry F. Schaper; first vice-president, Charles E. Knight; second vice-president, Joseph A. Swanson; third vice-president, H. M. Moffett; recording secretary, John Pteetz; financial secretary, John M. Schwalbe; treasurer, Carl A. Abrahamson; sergeant-at-arms, Iver L. Quales; member of board of directors, Ad. Umenhofer; chairman of the entertainment committee, Peter J. Roth, and vice-chairman of entertainment committee, W. C. Comstock.

Commodore Iver L. Quales officiated as toastmaster at the usual social session which following the meeting. A high-class program of five cabaret acts furnished the entertainment for the evening. Following this feature, a delicious "Dutch" lunch was served with plenty of liquid refreshments and smokes.

The membership of the club has now exceeded the 500 mark and more than two-thirds of the members were present on this enjoyable occasion.

**French Perfumers Victims of War**

M. Paul Jeancard, of the firm of Chiris, Jeancard & Cie., the well-known French perfume house, was badly wounded in one of the engagements on the French battlefields, and is now reported to be recovering at the Lyons Hospital.

M. Jean Sicard, of Pierre Sicard & Cie., another French perfume firm, joined his regiment at the front, and was reported as missing on September 22nd. Since that date no news has come from him, and it is believed that he has been killed.

The Grasse, France, "Revue" mentions MM. Morena and Henri Bompard, perfumers, as among those citizens of Grasse who are reported to have been wounded.

**Photographic Paste**

- Wheat flour ..... ½ pound
  - Alum ..... 1 dram
  - Boric acid ..... 1 dram
  - Water ..... ½ pint
- Make a smooth paste and add
- Acetic acid ..... 1 fl. ounce
  - Water ..... 1 pint
- Mix and heat with constant stirring until nearly gelatinous. If too stiff, add more water. When nearly cool add
- Oil of cloves ..... 20 drops
- Phenol or other preservative may be used if desired.

**Homeopathic Pharmacopoeia**

(W. H. W. & S.)—There are two homeopathic pharmacopoeias recognized by practitioners of the Hahnemanian schools of medicine in this country, viz., "The Pharmacopoeia of the American Institute of Homeopathy," published by Otis Clapp & Son, Boston, Mass., and the "American Homeopathic Pharmacopoeia," published by Boericke & Tafel, Philadelphia, Pa. As we have stated, both books are considered equally authoritative by homeopaths, and may be purchased through any dealer in medical books. The U.S. Pharmacopoeia is the only pharmacopoeia that is recognized by name in the text of the Federal Food and Drugs Act.

The Philippine Islands produce nearly 10,000,000 gallons of alcohol yearly. Most of the entire product is made from the sap of the pipa palm that grows in great abundance in various swamps of the country.

## SCHOOLS AND COLLEGES

### New York College of Pharmacy

The first meeting during the 85th college session, of the New York College of Pharmacy, was held October 6, among those in attendance being William H. Carpenter, Ernest Stauffen, W. R. Ryan and Robert Lehman, all of whom had graduated from Europe but a few days previous. They were gathered at the time war was declared. At this meeting, the graduating seniors who had passed the fall examinations, graduated.

Edward O. Agor, Edward A. Atwood, Edward Cragg, Jr., George Franceschi, Anthony Galateria, M. P. Gordon, Ludwig J. Grier, Abram S. Levy, Clarence S. Lord, Jerome L. Martin, Daniel W. Odell, Rose Ofrías, T. G. Osborn, Roy M. Todd, Duncan Rose, Robert Schwarsens, Samuel Siegel, Daniel M. Toomey and Samuel B. Wright.

On October 15, Dean Rusby gave a public lecture at Columbia University, on South America. On November 14, at the New York Botanical Garden, he will deliver a lecture on the effect of radium on field crops.

At the time the registration books for the 85th session were closed, the following totals had been reached:

Junior class, 287; senior, 168; first year university, 20; second year university, 19; post graduates, 5; food and drug course, 1; evening course, 13; special students, 7, and summer course, 32.

Of the last year's university class, the following are at the College of Physicians and Surgeons.

Louis V. Mango, Charles Weinreb, Benjamin H. Crystal, Harold T. Brotherton, Jerome H. Martus, Isidore Ritten and Harry Wirklich.

Edward Eichacker is at the Long Island Medical College.

An interesting collection of pharmaceutical, chemical and botanical works dating back to the 16th century are on exhibition in the library.

### University of Illinois School of Pharmacy

Two hundred students, 108 juniors and 92 seniors, is the total enrollment of the University of Illinois School of Pharmacy which has just opened its 55th session.

Miss Frances E. Wells, '05, was married September 23rd to Benjamin T. Robinson. Mr. and Mrs. Robinson will reside at Mortons Gap, Ky.

Andrew B. Helstrom, '11, and Miss Hilda C. Johnson were married at Minneapolis October 5th.

Thomas H. Wile, '05, of Texarkana, Ark., is the proud father of a girl, born September 22nd and who has been christened Frances M. Wile.

Karl V. Gambell, '14 and Miss Margaret M. Barr were married September 2nd. The young couple will reside at 1149 East 61st street. Mr. Gambell is pharmacist for Vander Bogart & Ross.

### Iowa State University College of Pharmacy

C. G. Park, '98, was called to Iowa City recently by the death of his mother, Mrs. Margaret Park.

Edward Schenkenberger, '09, who is now located at Fairview, Montana, recently underwent an operation for appendicitis.

The first Varsity football game of the season occurred October 2, the State Teachers' College being beaten 95 to 0.

Phi Delta Chi has announced the following pledges: Loron Marsh and R. E. Everly, Canton, Ill.; W. R. Jennings, Red Oak; R. E. Nejdig, Iowa City; C. A. Pates and H. S. Potter, Jefferson; W. F. Meads, State Center, and C. B. Anderson, Sheldon.

M. F. Coontz, '09, is again affiliated with the Red Cross Drug Co. at Waterloo.

F. E. Judy, '08, has sold his drug store at Council Bluffs to Mr. Schwan, of Wiota.

D. H. Schalekamp, '10, who has been in the employ of Schuster, at Cherokee, has purchased a part interest in a pharmacy at Sutherland.

Ernest Simpson, '11, has purchased the interest of his partner in the business of Simpson & Walters, Waterloo.

The Mortar and Pestle society entertained the new students on the evening of Oct. 2. Games and contests of special interest to pharmacists added pleasure to the occasion. Dean

Teeters spoke briefly of the advantages of membership in such an organization. Mr. Doden in behalf of the alumni spoke of the value of college and university spirit. Miss Campbell as president invited all to become members.

Among the members of the State Ph.A. legislative committee are the following graduates: J. H. Jericho, '80; J. H. Keneffick, '91; C. C. Narum, '06; J. M. Alexander, '07; R. W. Harvey, '07; J. D. Royer, '08; J. A. Anderson, '09; J. H. Rickman, '10, and E. D. Corr, '08.

Philip Sijtle, '09, of Clinton, recently made a short visit to the college.

W. T. Coffman, '04, was in the city recently. He is traveling for the Thompson Malted Milk Co. with territory west of Denver, in which city he resides.

Mr. and Mrs. Elmer Steele announce the marriage of their daughter, Emma Minerva, to H. E. Weld on September 16, at Richland. Mr. Weld graduated in 1912 and soon after went into business at Richland.

C. A. Scrimceour, '03, has disposed of his pharmacy at Belle Plaine to A. F. Bender.

P. K. Huston, of Allerton, Iowa, senior pharmonic, is a candidate for the varsity football team.

The Phi Delta Chi fraternity gave a smoker to the new students in the College of Pharmacy recently. Phi Delta Chi members stand high in scholarship and are real live boosters for the college.

### University of Oklahoma

The school year opened on September 24 with quite an increase in enrollment. The four-year course in pharmacy has eleven students. The school now offers the Ph.G. degree for two years' work and the Ph.C. degree for three years' work. The B. S. in Pharmacy degree will be offered for four years' work.

Professor C. H. Stocking, dean, attended the annual meeting of the A Ph.A. at Detroit.

Professor Edwin DeBarr, head of the department of chemistry, has returned from a year's study in Germany. Dr. DeBarr did research work in industrial and organic chemistry while abroad.

Howard Cain, Ph.C. '14, is located at Bristow, where he is engaged in pharmacy.

Clarence Nichols, B.S. '14, is enrolled in the graduate school of the University of Michigan.

C. P. Murphy, Ph.C. '13, was a visitor between trains the last week. He was on his way to inspect a couple of stocks of drugs with the idea of purchasing.

Charles Walls, who expects to take his degree in June, is representing the School of Pharmacy on the Varsity football team. He has been playing a good, consistent game at half back.

Claude Johnson has been appointed assistant in pharmacy for the school year in place of Paul Mills who was unable to return.

Edwin Houston, Ph.C. '12, writes that he and Mrs. Houston are very pleasantly located at Ardmore, where he has a good position in the Coleman Drug Store.

Rho chapter, Phi Delta Chi, is very pleasantly located this year in a ten room house on the Boulevard.

### NEWS FROM THE COLLEGES

The application of the Philadelphia College of Pharmacy for registration in New York State was denied by the New York Board of Regents at its recent meeting at Albany.

The Southern College of Pharmacy at its recent exercises, held at the Atlanta Theater, Atlanta, Ga., graduated 35 students. Dr. A. R. Holderby delivered the commencement address, and Dr. L. F. Stephens conferred the degrees.

Extensive plans are being made for the establishment of a drug garden at the University of Nebraska, at Lincoln. The garden will be one of the largest of its kind in the country. The pharmacy department at the present time has a small drug garden which is near the road testing laboratories, in which location the sun is too hot and the space available is too limited. While in the East this summer, Dean Rufus A. Lyman had a consultation with Dr. W. W. Stockeberger, who has charge of the government gardens at Washington. The latter was very much interested in Dr. Lyman's plans. The universities of Michigan, Wisconsin and Minnesota have drug gardens, smaller, however, than the one in making at Lincoln.

## BOARD EXAMINATIONS

### KANSAS

Ellsworth, Oct. 10.—W. E. Sherriff, secretary, announces the names of the successful applicants who took the recent examination of the Board of Pharmacy at Leavenworth as follows:

Pharmacists: J. Murrell Aldridge, Kansas City; Ernest E. Gates, Galena; G. G. Hall, Salina; Clarence R. Kenney, McFarland; Harry E. Price, Kansas City; Anthony K. Snyder, Winfield; Chris Yager, Hiattville; Louie K. Bacon, Holton; Wesley F. J. Bass, Leavenworth; Emsley L. Johnson, Lawrence; Ralph T. McAnly, Wellington; George L. Reif, jr., Leavenworth and Claude B. Wandell, Lawrence.

Pharmacists registered on diploma from recognized colleges of pharmacy: Charles A. Benkleman, McDonald; Earl L. Warren, Sedan; Wm. F. Rau, Wakefield; Sidney Grant Gwinner, Chamute; Roy L. Miller, Hays City; Tudor M. Stevenson, Oberlin; Albert J. Dowis, Cherokee; W. Lee Turly, Fredonia and Myrtle D. Randall, Cherokee.

Pharmacists registered by reciprocity: Charles H. Miller, Junction City; L. L. Mulnix, Potwin; Chas. W. Carlisle, Emporia and Wm. V. Drennan, Kansas City.

Pharmacists restored to the register: Leonard A. Doan, Pittsburg; J. J. Ebnother, Hill City; O. B. Rees, Great Bend; Fred J. Pfaff, Pittsburg; B. F. Mouser, Kansas City; Delton Sparr, Bluff City; F. B. Snyder, Wellington; Ray C. McCoy, Partridge; Geo. F. St. John, Kansas City; J. M. Hutchinson, Jewell City; A. J. Genette, Clifton; Francis A. Lake, Ozawkie; J. C. Jordan, Wichita; Harry Romigh, Wichita and G. J. Southworth, Medicine Lodge.

Duplicate certificates issued: W. H. Kinney, Coffeyville. Temporary certificates issued, L. H. McNaught, Girard; Glen Martin, Oneida and Fern L. Robertson, Udall.

Licenses were also issued to 219 merchants. The next meeting of the board will be held at Ft. Scott on Nov. 18 and 19. Applicants desiring to take the examination should notify the secretary at least five days before the meeting.

### IOWA

Des Moines, Oct. 10.—Twelve candidates out of a class of forty-one were successful in securing state pharmacy certificates at the recent examination. Their names follow: Fred S. Bryant, Des Moines; O. E. Ferguson, Dallas Center; J. R. Gurtel, Des Moines; Batzer A. Jessen, Arcadia; Bretislav Kubicek, Des Moines; Glen E. Mase, Washington; Irl D. Mix, Oskaloosa; Leo K. Nelson, Carroll; Walter A. Nigg, Merrill; Henry G. Ravelling, Rock Rapids; Charles E. Westering, Des Moines; Clarence Wraya, Bloomfield.

### NEW YORK

Albany, Oct. 15.—At the September examinations of the New York State Board of Pharmacy, held at New York City, Buffalo, and Albany, the following applicants were successful:

Pharmacists: Edward Martin Cole, Irving F. Richmond, George James Donovan, Leo Ganbarg, Abraham Lichterman, Julius Siegel, Orrin Hertz, Jacob Wesserman, Joseph Potechin, Alfred F. Calvelli, Nicholas Joseph Vitale, Louis Friedman, Robert Danchig, Samuel Bean, Isadore Hamburger, Herman Cohen, Anton J. Martinek, Herman Katzen, Kate Kramer, John D. A. Hogan, William Banchefsky, Edmund Bentkowski, Harry A. Bartholomew, Manfred Simon, Morris Stuzin, Edward Cragg, jr., Joseph Rollo, Alexander Kramer, Isadore Weissman, Bessie Weiss, Harry Edward Gittelman, Adolfo LoFaro, Moses A. Schoenwald, David H. W. Johnson, Max Rosen, Milton Fisher, Francesco Gliberti, Benjamin Jospoy, Carl Henry Hergert, Albert Stern, Jerome Francis Laverty, Nicholas LoVece, Edward J. Kodet, Abraham Kramer, Gaetano Portoghese, David B. Lawrence, Charles B. Laspia, Schlioma I. Krinker, Elmer Jannace, Lester E. Dougherty, Arthur Le Grande Jayne, Frank Mendola, Edward F. Cuffney, Charles J. Turks, Lynn E. Akins, Homer H. Bury, Claude Tolman Spaulding, Joseph J. Lojaco, John Abner Handy, Frank W. Tyler, Edmund S. Krysztafkiewicz, Ellis Everett Burdick, Neil E. Morgan, Thomas Francis Fletcher, Charles A. Mitchell, Warren Elmer Doll, David B. Ashton, Frank S. Hayes, Stanley J. Fisher, Roswell W. Kinnie, William Francis Loucks.

Druggists—George Randall Cogswell, Julius M. Reider, Asa B. Lemon, Edward W. Seifert, Harold Chandler Clark, William Cullman, George Katelus, Joseph Wolf, Joseph A. Algeo, Frederick Beverly Morse, Roy M. Barr, Harry Aaron Stetler, Ernest C. Stoll, Madison W. Washburn, Sherman Lynn Hickok, Everett Floyd Reid, William J. Lawson, D. Marshall Brown, Carl E. Miller, Carl J. Rizzo, Francis B. Casey, William F. Miller, Harold A. Granger, Patrick E. Kiley, Anthony G. Bankert.

### NEWS OF THE BOARDS

The Iowa State Pharmacy Commission is demonstrating that it is worth more than the \$30,000 per year it costs the State. It is now getting after the pedlars who are enabled to handle dangerous drugs through a clause in the State law which exempts dealers in proprietary medicines and domestic remedies. Under the law only registered pharmacists may dispense preparations containing opiates or intoxicating liquors, but the law has not until now been strictly enforced. The position of the board is reinforced by the fact that some years ago the attorney-general of Iowa ruled that pedlars could not sell drugs of such content. The commission is now requiring

that the manufacturers of medicines handled by pedlars submit labels that go on their packages. As the labels must state the exact amount of opiate or intoxicant contained in the medicinal preparation, the medicines which pedlars may not sell will soon be ascertained. The commission will get after those pedlars found selling the forbidden preparations.

The Kentucky Board of Pharmacy was recently upheld by the Court of Appeals at Frankfort when Chief Justice Hobson in an opinion affirmed the Jefferson circuit court, which had refused to C. C. King an order requiring the State Board to grant him a license on a certificate issued to him by the State of Georgia. A rule of the Kentucky Board is to the effect that certificates issued to pharmacists in other states will not be validated by it until after the holder has practiced for a year as a pharmacist in the state in which he secured his original license. The court held that the rule was a reasonable one.

C. Lewis Diehl, of Louisville, Ky., has been appointed to the Kentucky State Board of Pharmacy by Governor McCreary. He will serve for a period of five years and succeeds Robin H. White, of Mt. Sterling, former president of the Board. Mr. Diehl was recommended by the State Ph.A.

The Indiana State Board is conducting an investigation to ascertain just what conditions exist in the State as to the maintenance of "blind tigers" by druggists, and the sale without prescriptions of cocaine and other narcotics. Four registered drug clerks employed in drug stores not owned by pharmacists, were recently summoned to appear before the petition of the railroads ought to be granted, and has between "wets" and "drys," say the members of the Board.

The Illinois State Board of Pharmacy has revoked the licenses of John H. and Charles A. Montgomery, owners of a drug store at 2604 South State street, Chicago. The Board acted after reviewing the list of convictions and a case pending against the brothers, involving the sale of cocaine and other drugs without proper prescriptions. John H. Montgomery, a Democratic candidate for alderman of the Second ward last spring, on a charge of selling cocaine illegally was found guilty in a sealed verdict returned in a municipal court in Chicago on Oct. 1.

Despite the action of the Georgia State Board at Macon on July 24, when it recommended George Case, of Milledgeville for the position of State drug inspector, T. A. Cheatham, of Macon, remains in that capacity. As far as is known he has been a very efficient and satisfactory official. The law provides that the inspector can be removed only on definite charges, and no charges have been filed. It is further provided that the State commissioner must fill the position from among recommendations made by the Board of Pharmacy.

The Mississippi Board of Pharmacy, according to an open letter sent out by Secretary W. W. Ellis, of Fernwood, will see that the law relative to the registration of poison sales is enforced. Druggists must obtain proper poison registers and make the required entries. The board will also enforce the law requiring that drug stores must at all times employ a registered man.

### NEW INCORPORATIONS

The Long Drug Co., Columbus, O., capital stock, \$5,000; to conduct a drug store; incorporators, A. Y. Long, D. R. Long, H. H. Long and G. L. Long.

The Henry Lindholm Co., Cleveland, O., capital, \$25,000; to establish a "string" of drug stores; those interested are H. L. Lindholm, Georgia Lindholm, H. S. Cooper, Adele Cooper and L. E. Robinson.

The Thomas-Morrison Co., Struthers, O., manufacturing druggists; capital stock, \$10,000; incorporators, C. H. Thomas, J. H. Morrison, Mrs. C. H. Thomas, Mrs. M. E. Morrison and J. F. Pearce.

The Garrett Drug and Stationery Co., Bluefield, W. Va., capital stock, \$50,000; to handle drugs and similar lines; incorporators, R. M. Garrett, W. G. Given, R. R. St. Clair, S. H. Bradley and L. J. Cutler, all of Bluefield.

The Blau Medicine Co., Arctic, R. I., capital stock, \$100,000; chemicals and real estate; incorporators, Paul E. Gervais, Joseph Gendron, Alphonse Ouevillon, all of West Warwick.

Theatre Pharmacy Co., Mitchell, S. D., capital, \$25,000; incorporators, L. J. Welch, T. J. Spangler, Fred H. Scott, Wm. A. Scott and J. C. Wood.

Synthetic Chemical Co., Manhattan, capital, \$10,000; to do chemical business; E. E. Holmes, G. E. Holmes and W. E. Holmes.

The Dentor Co., Inc., Manhattan, capital, \$25,000; to manufacture patent dentifrice; incorporators, L. Bergman, J. L. Mendel and C. Schwartz, New York City.

The Royale Drug Co., Boston, capital, \$1500; incorporators, Harry B. Ross, Samuel A. Oppe and Catherine E. Noyes.

The Old Colony Chemical Co., Boston, capital, \$50,000; incorporators, Forrest A. Rowell, Parker H. Litchfield and George A. Webster.

W. A. W. Curry Corp., Manhattan, capital, \$250,000; drugs, etc.; incorporated, S. I. N. Vause, H. P. Freese and G. A. Knobloch.

The Acme Drug Co., Cleveland, O., capital, \$20,000; incorporators, R. S. Link, Joseph Goodman, Henry O. Wavio, William J. Scher and George A. Mitchell.

Broadway Pharmacy, Norwich, Conn., granted certificate of dispensing.

Central Pharmaceutical Co., Seymour, Ind., capital, \$100,000; incorporators, H. A. Washburn, W. C. Sumner, S. N. Quillen and others.

The Twentieth Century Medicine Co., London, O., capital, \$5000; incorporators, John Bramlet, H. C. Gist, G. H. Hartman and others.

Henry C. Blair, Jr., New York, capital, \$250,000; to do a general drug, chemical and pharmaceutical business, and to deal in hospital supplies and general merchandise; incorporators, T. L. Green, M. M. Hill and R. S. Fletcher.

Mitchell Medicine Co., Alexandria, La., capital, \$200,000; to conduct a general wholesale and retail drug business and stores in which drugs of all kinds may be bought, kept and sold, etc.

The Speedway Remedy Co., Shelby, O., increase in capital from \$100,000 to \$250,000.

Barber Medicine Co., Barre, Vt., capital, \$50,000; subscribers, Charles N. Barber and Bessie C. N. Barber, Jr., of Barre.

Crown Supply Co., New York, capital, \$25,000; to deal in barbers', druggists', merchants', vendors' supplies; incorporators, W. H. Pritchard, L. and F. Wiltshchek, 64 East 125th street.

Bay-Roma Tonic Co., capital, \$5,000; selling agents and distributors; incorporators, J. R. Roth, S. Rendel, M. A. Franzblau, 164 W. 110th street.

Beaucaire Drug Co., Inc., Manhattan, capital, \$25,000; drugs, chemical and toilet preparations; incorporators, R. W. Hallock, P. A. Van Heeden, J. F. Jack.

The Dean Drug Co., Los Angeles, Calif., has petitioned to have its name changed to the Dickinson Drug Co., W. R. Dickinson, president and general manager, having acquired a large amount of stock. The company when it was incorporated in 1897, was known as the Sale & Son Drug Co., the Tanner Drug Co. in 1901, the Off Drug Co. in 1903, and the Dean Drug Co. in 1907.

Kenyon & Wheeler, Great Falls, Mont., capital stock, \$40,000, of which \$300 has been subscribed; to do a general wholesale and retail drug business; incorporators, Frank O. Wheeler and Clarence E. Kenyon, of Great Falls and E. H. Lang, of Butte.

Ideal Chemical Mfg. Co., Pittsburgh, Pa., capital, \$20,000.

American Camphor Corporation, Wilmington, Del., capital stock, \$500,000; to manufacture, sell and deal in and with chemicals of all kinds; incorporators, Herbert E. Latter, W. J. Maloney, Oscar J. Reichard, all of Wilmington.

The Spalding Drug Co., New Haven, Ct., capital stock, \$35,000; officers and directors: President and treasurer, Clarence G. Spalding; vice-president, Arthur W. Malley; secretary, Edward B. Spalding of New Haven. The president holds 348 of the 350 shares of stock.

Elliott Drug Co., Elmira, N. Y., incorporators, E. L. Mayo, T. C. Gerity and H. W. Elliott.

Binghamton Hospital Supply Co., Inc., Binghamton, N. Y., capital, \$50,000, to deal in surgical, medical, chemical and scientific apparatus, etc.; incorporators, Herbert E. Woodward, Clarence L. French, Chas. E. Demeree.

The International Drug Co., Cleveland, O., capital, \$10,000; incorporators, M. E. Tettebach and others.

The Bauer-Tennant Drug Co., Cleveland, O., capital, \$10,000; incorporators, M. Tennant and others.

The Schaffner Drug Co., Ashtabula, O., capital, \$25,000; incorporators, J. E. Allport and others.

The Excel Drug Co., Battle Creek, Mich., capital, \$3,000.

Kensington Cork Mfg. Co., Pittsburgh, Pa., capital stock, \$10,000; treasurer, Albert C. Gutekunst, 1503 Lawrence st., Philadelphia; directors: Mary Stoy, Albert C. Gutekunst, George Thumm, all of Philadelphia.

E. E. Sutherland Medicine Co., organized under the laws of Kentucky with a capital stock of \$400,000, has been granted a license to do business in Missouri. Of the company's capital stock, \$10,000 is to be used in Missouri, in which State it has an office at St. Louis.

Mutual Soda and Seltzer Mfg. Co., St. Louis, Mo., capital, \$5,000; incorporators, Henry Scherf, J. J. McNamara and Chris Busse.

John Trulson Co., Princeton, Ill., capital stock, \$10,000; to retail paint, drugs, merchandise, etc.; incorporators, John Trulson, John M. Rombo and L. R. Davis.

The Cat's Eye Chemical Co., Rochester, N. Y., capital, \$10,000, company begins business with \$5,000; incorporators, S. A. Doody, E. F. Kelly and Chas. Schomski, all of Rochester.

Norwood Drug Co., Chapel Hill, Va., capital stock, \$10,000 authorized and \$2,000 subscribed; to do a general drug business; incorporators, E. G. Norwood, E. P. Norwood and M. E. Merritt.

Anti-Bacilli Remedy Co., Attica, Ind., capital, \$10,000; to manufacture chemicals and medicines; incorporators, W. C. Archer, B. S. Orr and J. Lake.

St. Louis Serum Co., National City, Cal., capital, \$2,500; to manufacture and sell anti-hog cholera serum; incorporators, Wm. G. Peters, Patrick Murphy and J. B. Messick.

Fragro Co., Inc., Manhattan, capital, \$100,000; to manufacture perfumes, toilet articles, etc.; incorporators, H. O. Coughlan, J. F. Curtin, S. A. Anderson, N. Y. C.

The Partola Mfg. Co., New York City, has increased its capital stock from \$125,000 to \$500,000.

La San Co., Covington, Ky., capital stock, \$1,000; to manufacture and sell medicinal preparations; incorporators, M. J. Brown, R. A. Flanagan and L. F. Brown, all of Kenton county.

The Milmore Corporation, South Bend, Ind., capital, \$5,000; to manufacture and sell chemicals, etc.; incorporators, H. C. Elmore, C. L. Miller, Charles A. Carlisle.

Vecto Chemical Co., New York City, capital, \$5,000; incorporators, Guenther Hoecker, A. F. Hansel, F. G. Law.

St. Marks Laboratories, Manhattan, capital, \$10,000; patent medicines; incorporators, H. Canter, C. C. Dillon and W. A. Schlaicht.

Fine Herb Co., Philadelphia, capital stock, \$10,000; treasurer, Lawrence F. deBayarde; directors: Horace F. McCann, L. E. deBayarde, Wayne Whipple, all of Philadelphia.

The Melbane Pharmacy Co., Wilkes-Barre, Pa., capital stock, \$5,000; treasurer, A. Ramsey Melbane; directors: D. C. Melbane, R. Ramsey Melbane, Donald Melbane, Rom. S. Melbane, all of Wilkes-Barre, Pa.

Proprietaries Eliminated From War Tax Bill

The war revenue bill, signed by President Wilson October 22, and which becomes effective December 1 insofar as the adhesive stamp taxes provided for are concerned, passed both houses of Congress with all reference to proprietary medicines eliminated. When first proposed, this measure included a provision for the taxation of such medicaments, but the united drug trade put up a strenuous fight against a tax which would be shouldered solely by the retail druggist. This opposition, and the anticipated high proportionate expense of administering the tax no doubt led to the action taken.

Provisions for adhesive stamp taxes which are of particular interest to the retail druggist follow:

Telegraph and telephone companies, one cent on each message over 15 cents.

Senders of telephone or telegraph messages on each over 15 cents, one cent. (Company must collect the telegraph or telephone tax from the person "paying for" the message.)

Perfumery and cosmetics and other similar articles: For and upon every packet, box, bottle, pot, phial, or other inclosure containing any essence, extract, toilet water, cosmetic, vasline, petrolatum, hair oil, pomade, hair dressing hair restorative, hair dye, tooth wash, dentifrice, tooth paste, aromatic cachous, or any similar substance or article, by whatsoever name the same heretofore have been, now are, or may hereafter be called, known, or distinguished, used, or applied, or to be used or applied, as perfumes, or as applications to the hair, mouth, or skin, or otherwise used, made, prepared, and sold or removed for consumption and sale in the United States, where such packet, box, bottle, pot, phial, or other inclosure, with its contents, shall not exceed at the retail price of value the sum of 5 cents, one-eighth of 1 cent.

Where such packet, box, bottle, pot, phial or other inclosure, with its contents, shall exceed the retail price or value of 5 cents, and shall not exceed the retail price or value of 10 cents, two-eighths of 1 cent.

Where such packet, box, bottle, pot, phial or other inclosure, with its contents, shall exceed the retail price or value of 10 cents and shall not exceed the retail price or value of 15 cents, three-eighths of 1 cent.

Where such packet, box, pot, phial or other inclosure, with its contents, shall exceed the retail price or value of 15 cents and shall not exceed the retail price or value of 25 cents, five-eighths of 1 cent. And for each additional 25 cents of retail price or value or fractional part thereof in excess of 25 cents, five-eighths of 1 cent.

Chewing gum or substitute therefore:—For and upon each box, carton, jar or other package containing chewing gum of not more than \$1 of actual retail value, 4 cents; if exceeding \$1 of retail value, for each additional dollar or fractional part thereof, 4 cents; under such regulation as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may prescribe.

Essence of Cherry

Table listing ingredients for Essence of Cherry: Benzoic acid 1 part, Acetic ether 5 parts, Benzoic ether 5 parts, Oenanthic ether 1 part, Glycerin 3 parts, Rectified spirit 100 parts.

Mix with an equal bulk of water and filter bright through kaolin.

Imitation Maraschino Essence

Table listing ingredients for Imitation Maraschino Essence: Essence of almond (1 in 10) 12 minims, Oil of neroli 2 minims, Essence of vanilla 20 minims, Essence of jasmine 4 minims, Alcohol 2 ounces.

Mix.



### SIDE CROP FOR GINSENG GROWERS

**Goldenseal Offers Possibilities, but Market Limited, Labor High, and Special Cultivation Necessary.**

WASHINGTON, D. C., Oct. 15.—Goldenseal is a native drug plant of admitted commercial value, which is rapidly becoming scarce, and farmers who have had experience with ginseng may find in goldenseal an admirable side or succession crop. This is the opinion of one of the U. S. Department of Agriculture's drug-plant specialists, whose pamphlet, "Goldenseal Under Cultivation," has just been issued as Farmers' Bulletin 613. Goldenseal, known to the pharmacist and physician as *hydrastis*, is native to open woodland where there is ample shade, good natural drainage, and an abundance of leaf mold. It is most abundantly found in Ohio, Indiana, West Virginia and Kentucky, though it grows west to Minnesota, south to Georgia, and in southern New York. It is not grown in Europe on a commercial scale and the United States exports quantities of this drug to Germany.

In general, drug plants are difficult to grow, labor costs are high, and the market limited. These drawbacks are true of goldenseal, but ginseng growers who are already equipped for the culture of exacting woodland plants, but whose ginseng crops have been attacked by pests and diseases, should meet with some success with goldenseal. The latter requires essentially the same conditions as the other crop, but is easier to grow being far less subject to disease and attacks from mice.

#### Steady Advance in Market Price

There began to be a commercial demand for goldenseal about 1860 and since then its use has become world-wide, although most of it is consumed in this country. It is valued solely for its remedial properties and was commonly used by Indians and early settlers as a remedy for sore mouth and inflamed eyes; also as a bitter tonic in stomach and liver troubles.

Until about the year 1880 the prices paid for crude goldenseal rarely ranged over 8 to 12 cents a pound, these prices, as a matter of course, being based on the actual cost of collecting and curing the material where it was abundant. In 1890, however the approaching scarcity of the root was manifested by rising prices, and at the close of the next decade the cost had advanced to an average of 58 cents a pound. Early in 1904 the price passed the dollar mark, the year closing with wholesale quotations varying from \$1.35 to \$1.50.

With the exception of slight fluctuations in 1912, which were apparently the result of overcollection, there has been a steady advance in the price of the dried root, both wild and cultivated. The prices paid to growers and collectors of goldenseal for the last three years have ranged from \$3 to \$4.25 a pound, and these prices are thought to afford a fair basis of profit in goldenseal culture, even after taking into consideration the rather exacting requirements of the plant and its relatively slow progress toward commercial maturity.

#### Not an Easy Crop to Grow

It costs about \$1,500 an acre, exclusive of the value of the land, to start a goldenseal plantation. This includes the average cost of propagating material, but makes no provision for irrigation during dry weather. Of course, special conditions, such as local cost of labor, lumber, and fertilizers will influence this estimate. This outlay might well discourage those who wish to cultivate the plant on a large scale, but small home and experimental plantings may usually be started

at a very small cost. In any case the plan requires special care and suitable conditions at all stages of its development.

Goldenseal takes considerable time to develop. If it is grown from seed under favorable conditions it only reaches its best development for market after about five years. If it is grown from root buds or by division of the rootstock, it reaches its best development in three or four years. Successful growers have outputs of about 2,000 pounds of dried root per acre after five years from seed. Better showings might be made by well-equipped small growers.

#### Limited Market and Danger of Overproduction

A market for goldenseal is found with the crude drug dealers and manufacturing druggists in most large cities. This root is also handled on commission and is readily purchased by fur buyers and traders in miscellaneous forest products. The estimated annual consumption, however, is only 100 tons, and as only about 500 acres would be needed to produce that amount, overproduction would be easy. Prospective planters should bear this in mind as well as the fact that this estimate makes no allowance for the wild supply of the root which is still a factor, although rapidly decreasing. The new bulletin referred to above, goes into great detail regarding methods of cultivation, and may be had free on application to the Division of Publications, U. S. Department of Agriculture, Washington, D. C.

### ONE DRUGGIST WHO KNEW HOW

As an example of how to approach the Senator or Congressman who represents you in Congress, when your business interests are threatened by proposed legislation, the ERA prints this letter from E. H. Cone, Inc., of Atlanta, Ga., to Senator Hoke Smith.

It is a straight-from-the-shoulder communication; tells its story quietly and effectively. Read it:

Atlanta, Ga., October 10, 1914.

HON. HOKE SMITH,  
Washington, D. C.

Dear Sir:

Re: War Revenue Tax on Druggists.

We fail to see the justice of the Government's policy of the proposed tax on druggists.

Why not tax every retailer in the United States?

Why tax us for selling merchandise that takes a less profit than many other lines?

Our sales of ready made medicines are half what they were ten years ago. Our overhead expenses are more.

I cannot understand why we are picked out as a tax target. The Government must have the Revenue; but why not take in more classes?

Hundreds of drug items have advanced since the war. Our loss. Alcohol has advanced twice—probably in anticipation of the tax. Our loss.

When you had in mind Gasoline Tax this seemed right. I own a machine and I am willing to pay a tax on gasoline. This will reach all classes.

Why not tax the auto manufacturer and his big profits? The classes, and not the masses, can stand the tax.

We fail to see the justice of exempting the hardware, clothing, department store and like merchants, and letting the "corner druggist" carry the load.

Why not tax the objectionable trading stamp and coupon?

It looks at a distance as if this tax act will stand for several years.

An investigation will show that 95 per cent. of the druggists in the United States are not breaking even on their drug sales. Were it not for cigars, soda water and sundries, one-half of them would go out of business.

We are willing to pay our share of taxes, but we protest against the discrimination made.

Will you not use your influence to have it equalized?

Very respectfully,

E. H. CONE, INC.

COPY TO  
Hon. W. S. West and  
Hon. Schley Howard.

HOW TO REACH DEALERS

National Distribution Economically Secured Through the Business Press

By J. J. PHOENIX

Business, Brady Knitting Co., Delavan, Wis.\*

It is a well established fact that in every line of business there are in excess of 100,000 retail stores and traders.

Trade papers, trade journals and class journals find ready and increasing circulation in this great dealer army indicates that the business press which today is being covered with remarkable ability.

In my travels I gain the retailers' attitude toward the trade press. I interview merchants in my home town, Delavan, Wis., among 25,000 inhabitants, only 85 miles from Chicago, and in other towns, with keen competition locally and from nearby cities. I have seen in building up an excellent trade center. Out of 100 merchants questioned, three did not take trade papers—77 were subscribed for 18 trade and class journals.

Every salesman expresses his appreciation of and indebtedness to the journals he received.

The trade press is a tremendous utilizing force for good in business, and its influence is so powerful with the dealer—its power is never demanded. Primarily and rightly the trade merchant stands between manufacturer and consumer, guarding alike the interests of each, even though it has been said that the manufacturer must assume the responsibility for the sale of his product to the ultimate consumer.

Therefore it seems logical that the manufacturer and jobber desirous of distribution economically and quickly effected, should approach the dealers through the trade press. A case in point is a page from the autobiography of our company.

Some years ago the Brady Knitting Company brought out a new knit goods article of great promise. We were known to a small clientele with limited distributing power, and the jobbers' field was occupied with several makes of similar appeal. As the article was not only useful but invested with the style element, it was necessary to secure immediate and wide dealer connection. We put our problem up to the publishers of our dry goods trade papers. We had known these men for many years, they were friends and counselors in the problems connected with our retail store. We knew them as big, able successful men in the dry goods trade, and we followed their advice to undertake a mod est trade paper campaign in the leading clothing and dry goods journals. The results were immediate, were well nigh overwhelming. At an expenditure of less than \$6000 in trade papers and follow-up advertising we sold over 8000 new accounts with not a dollar of consumer publicity. True, we were fortunate in the article, the time and conditions, but the trade press publicity brought us the dealers' attention and our merchandise the rest. We then began national consumer advertising and hope ever to continue.

Nation-wide dealer acquaintance, good will and influence can be secured through this trade press advertising at a mere fraction of the cost of sufficient national advertising to create consumer demand forceful enough to make the merchants stock goods. I have in mind the experience of two makers of soft drinks. The first with small capital, used trade papers and personal solicitation—the first year on the verge of failure, in two years a fine business established, and then national consumer publicity constantly followed with great success. In the second case a really delicious soft drink was produced, and out of a \$100,000 capital, \$75,000 was spent in consumer papers, city dailies, magazines, temperance and church papers the first season. There were consumer inquiries, a smile here and there at the fountains and cafes, few dealers' accounts, and the waters of oblivion closed over another unsuccessful venture.

An article well advertised in the trade press has advanced letters of introduction that open the merchants' doors upon the salesman's arrival. Notice, this has been a hard year on the knit goods trade, the reduction in tariff let in much foreign goods, the mild winter left stocks upon merchants' shelves, the uncertainty as to the future frightened; all combined to hold up trade. Our company met the situation with increased

\* Paper read at the Ninth Annual Convention of the Federation of Trade Press Associations held in Chicago, Sept. 24-26th, 1914

trade paper advertising, colored inserts, featuring novelties, etc., and up to Sept. 1st our shipments exceeded any previous year. EXPERIENCE HAS TAUGHT US THE VALUE OF THE TRADE PRESS INTELLIGENTLY USED.

NEWSPAPER ADVERTISING INCREASED

St. Louis Druggists Using More Space—Special Appeals Employed in Effort to Capture Trade

Competition among the downtown drug stores in St. Louis is keener than ever. Where there was some advertising every few days several years ago, drug store advertising space has increased recently until drug store ads are as regular as the paper. Wolff-Wilson's advertisement carries the banner—"The Price Cutters." Judge & Dolph's slogan is—"The Price Makers." The five Johnson-Enderle-Pauley stores—four of them downtown—advertise cut prices. The Hook store has also gotten into the ad space.

But the stores are not relying on prices to capture all the trade. They make special appeals, such as, for instance, this latest one by Judge & Dolph stores:

MAKING IT SAFE TO BUY DRUGS

Precautions that seem almost unnecessarily severe and extreme are observed in all three of our stores. It costs us hundreds of dollars each month to render mistakes impossible, but it is worth it to be sure that neither inferiority or substitution—intentional or unintentional—frustrates the mission of drugs and medicines.

To such an extent do we enforce this care that when your physician prescribes, or you ask for, any make of any standard drug, none other, however meritorious it may be, is used. To a strict observance of this policy, adopted years ago, we base our belief that eventually every buyer of drugs in St. Louis will buy from us or insist on our methods being adopted by the druggists they patronize.

But why take chances? Make assurance doubly sure! Go to Judge & Dolph!

Johnson-Enderle-Pauley stores' advertisement leads with this appeal:

..... :  
: :  
: COURTESY—SERVICE :  
: :  
: To each individual customer, and to each :  
: individual who will become a customer, is :  
: the slogan and aim of every employe of the :  
: Johnson-Enderle-Pauley Drug Co. :  
: :  
: .....

The advertisement also carries the banner—"Five Quality Drug Stores"

Wolff-Wilson's also frequently carries advertisements with appeal other than that of the list of cut prices. One of their favorites for top lines is—"Get it at Wolff-Wilson's." Another favorite catcher—"Every Day is Bargain Day at Wolff-Wilson's"

Here is the appeal of the newest store, the Hook, which is part of an advertisement of cut prices:

"Delicious Sodas—Served with pure fruit syrups and the best ice cream obtainable. The scrupulous cleanliness that pervades the entire establishment has won the favor of discriminating folk.

"A Restful Retreat—Seven separate booths, each seating six persons, where you and your friends may partake of light refreshments served in a manner that will make you want to come again.

"A modern drug store where you get more or pay less. Not only do we sell at prices that are fair but we give you the kind of service particular people appreciate. You will find our clerks courteous and competent; prescriptions are filled only by graduate pharmacists of long training and thorough efficiency.

"Cut prices on everything everyday to everybody. It means that a child can buy as advantageously as the most experienced adult. It means that you can get what you want at a price within reason without having to haggle, not only to-day but to-morrow, next week and for all time that the Hook Drug Company continues in business.



"If the people of St. Louis really wish to lower the cost of living and keep it lower they will see that Hook Economy Drug Store is patronized. One Hook store in a community does more toward knocking out high prices than all the theories you can assemble."

## FROM THE BUSINESS FIELD.

**The Swift Specific Co.**, Atlanta, Ga., has joined the Buy-a-Bale-of-Cotton movement on a big scale and, it is reported, will buy between now and January 1 about \$100,000 worth of cotton at 10 cents per pound. R. L. Hood, manager, is quoted to the effect that his company's investigations prove conclusively that the resumption of normal business in the South depends on the cotton market. "Very little money is changing hands at this time even for payment of outstanding obligations and this condition is going to continue until there is some market for cotton." The company's directors were enthusiastic over the plan to purchase and retire 2000 bales of cotton at 10 cents per pound. The company, the report goes, is notifying every retail and wholesale druggist in the Southern States that it will take their cotton at 10 cents in payment for their purchases.

**The Powers-Kelly Drug Co.**, Waco, Texas, is in receipt of a letter from the managing director of the National Anti-Substitution league complimenting the drug firm upon its efforts to protect the public from being forced to accept substitutes for the goods they desire to purchase. The letter expresses the hope that the slogan, "Get what you ask for," will be accepted as a living truth in connection with Powers-Kelly's business methods. This firm has earned laudable publicity in another direction. It has hit upon an original method of helping along the B-A-B movement. In its window is a bale of cotton surrounded by 500 10-cent packages, the money realized on the sale of which will go toward the purchase of another bale. A crowd watches the cans disappear.

**Brown & Allen**, Atlanta, Ga., will open a magnificent new drug store at Whitehall and Alabama streets. The soda fountain will be a feature. The old and well known store of this company was founded 23 years ago and has had a most successful career. It was the meeting place of thousands of people every day. The soda fountain dispensed drinks by the million, and the drug and prescription department enjoyed a huge patronage. E. C. Brown, of the firm, asserts that the new store will measure up in every particular to the old one and will, in addition, make a stronger bid for popularity by reason of its increased and improved facilities for better service.

**The American Camphor Corporation**, incorporated for the purpose of manufacturing gum camphor, it is reported, has secured a building in Philadelphia, on the southeast corner of Lehigh avenue and Edgemont street. In this, says the report, is being fitted the pioneer plant in the manufacture of camphor in this country. Some of the product will be available for pharmaceutical purposes, but most of it will go to manufacturers of celluloid. Equipment for giving the factory an output of 25,000 pounds a day will be installed and by mid-winter the plant will be in complete operation. A by-product will be glauher salts, about five tons per day of which will be turned out.

**Haverhill** (Mass.) druggists are not likely to be haled into court because their weights have not been sealed, at least not for the present. The State Sealer of Weights and Measures had announced that he intended to consummate a general roundup, but on coming to town he discovered that the city sealer had not been supplied with the requisite apparatus, which costs about \$50. The local authorities argued that although they might be breaking the law by not purchasing the apparatus, they certainly would be breaking it by spending unappropriated money. And, anyway, they said, the law, which was passed last June, called for an "annual" inspection, and the druggists had until June 1915.

**Walker & Gibson's** new building at Albany, N. Y., now under construction and which will face Broadway at Orange street and extend through to Montgomery street, will be one of the show places of that city. It will have a frontage of 90 feet and depth of 200 feet. The wall will be of concrete reinforced with steel and overlaid with dark tapestry brick. It

will have a gray stone base and a very elaborate stone entrance with an imposing stone pillar at each side of the vestibule supporting a carved arch. The cornice will also be constructed of stone with a carved center piece above the main entrance. The equipment for handling goods in the building will be of the most modern sort.

**The Ellis-Lillybeck Drug Co.**, Memphis, Tenn., is being sued for \$100,000, damages by A. Thweatt, who formerly traveled for the drug firm. Thweatt, it is reported, was arrested some time ago and tried on a charge of embezzlement at the instance of his employers. He was acquitted. He claims his house owed him about \$1,400 and refused a settlement. He collected \$800, which he refused to deliver until he was accorded an accounting. According to the report, the company contends that even if they did owe him money, he had no right to appropriate collections to his own use, and that if he was not guilty of actual embezzlement there was at least probable cause for having him indicted.

**The Jacobs Pharmacy Co.**, Atlanta, Ga., has purchased the triangle at the intersection of the Peachtree and Roswell roads, at a purchasing price estimated to be approximately \$120,000 per acre. The plot contains about 5,000 square feet. The company will erect a two-story brick building, with ground space reserved for a drug store. The triangle thus sold has for a long time blocked the widening of the Boswell road. A petition will be presented to Joseph Jacobs requesting that he give a strip ten feet wide for the desired improvement. It is argued that the gift would be an advantage to Mr. Jacobs in that it would result in more street traffic and will make a proposed trolley line possible.

**C. R. Hillberg & Co.**, Brocton, Mass., has been dissolved and Frank T. Youngquist, a partner for 20 years, becomes sole proprietor of the company's Central street drug store. He relinquishes his interest in the Campello store of the company, of which Mr. Hillberg becomes the owner. Mr. Youngquist has managed the Centre street store for more than 20 years and was employed there for five years previous to taking charge there. It has grown from a small one-clerk establishment to one requiring the services of Mr. Youngquist and five assistants. The stores will continue under the same firm name.

**The Nagle pharmacy**, conducted by the late Thomas S. Nagle, at Allentown, Pa., for many years, has been purchased from David J. Nagle, executor of his father's estate, by Edwin F. Gehringer. The store is one of the oldest drug stores in the city, having been established by Wm. F. and E. J. Danowsky more than 50 years ago. Inquiries had been received from prospective purchasers of the store, but Mr. Nagle respected the wishes of his father in turning the store over to Mr. Gehringer, who had been in charge for the past six years. Mr. Gehringer is a Philadelphia C. P. graduate, also a post graduate of that institution.

**The Alton Drug Co.**, Alton, Ill., recently awarded 45 pieces of china dishes and 10,000 votes in the Booster campaign it is conducting, to the winner in its post card writing contest. The person who could write on an ordinary regulation size government post card the words "Alton Drug Company" the greatest number of times was to be the recipient of the dishes. There were 38 participants and all did fairly well. On many of the cards the writing was legible only with the aid of a glass. The young lady who won first prize wrote 5,895 words on the card. Second place wrote 5,508 words. The cards made an interesting window display.

**Andrew R. Cunningham**, proprietor of the Standard Drug store, 14 Gratiot avenue, Detroit, Mich., will celebrate the silver jubilee of his entry into the drug field of that city, by moving from 14 Gratiot to 155 Woodward avenue. After moving, Mr. Cunningham's five stores will each be known by the title, "Cunningham's drug store." The new store will have one of the largest photographic departments in the city. Twenty-five years ago Mr. Cunningham purchased a store at Monroe and Joseph Campau avenues, which he still conducts. He recently established a store in the Kresge building.

**Salem, Mass.**, druggists recently conferred with the mayor of that city who endeavored to impress upon them that if any of them had heretofore been engaged in the illegal traffic of liquor such a practice must be stopped immediately. If they were disobeying the law in this respect they would be treated in the same manner as all other illegal liquor sellers. A conviction for a violation of the liquor law would be conclusive evidence of the illegal use of their certificate.

**The Schempf Drug Co.**, Fort Atkinson, Wis., which succeeded to the ownership of the Lighny pharmacy, in that city, on September 5, has been sold to Winterburn Bros., of Marshfield, Wis. After purchasing the store, Mr. Schempf suffered a nervous breakdown and his family decided to sell the store immediately. The business will be under the personal management of C. F. Winterburn, Ph. G., for several years past a manager of the Sexton pharmacy, Marshfield.

**E. F. Mykrantz** has opened his seventh retail drug store in Columbus, Ohio, this latest link in his "chain" being located at North High street and Ninth avenue. Over 12 years ago, Mr. Mykrantz conducted a drug store in New York City, but was persuaded by relations to come to Columbus. He opened his first store at 23 South High street. Besides his stores, Mr. Mykrantz is interested in the exploitation of goods under his own name. He believes in "popular prices and advertising."

**Marion Huffman**, druggist, Bellaire, O., won the jury's verdict in a suit for damages recently brought against him. The plaintiff sued for \$1000 damages and alleged that she had been persuaded by the defendant when she entered his store to have a prescription filled. She charged, it is reported, that the druggist maliciously took hold of her and used improper language. The jury was out but a short time and returned a ballot favoring the defendant.

**The Georgian Pharmacal Co.**, Atlanta, Ga., through its president, James M. Lumley, has notified its patrons, it is reported, that it will accept in place of cash for bills due, and also for credit on a purchasing account during the coming year, two bales of cotton from each customer at 10 cents per pound. The company requests customers to "use your influence to prevent more than a 50 per cent. crop being planted next year."

**Clyde Grady**, will, in the very near future, re-occupy the building at Smith Mills, Ky., in which he conducted his drug store previous to the conflagration which destroyed that city August 30th. His old quarters are being remodeled and put in condition for the resumption of business at the old stand. Meanwhile, he is trying to cater to his patrons in a building too small for the amount of stock he carries.

**J. M. Diller**, druggist at Skilton, O., is being sued for \$5000 damages by Mrs. Nora McFarland. The plaintiff claims that on July 7 she applied at Diller's store to have a prescription for laudanum filled, but instead she was supplied with 60 cents' worth of a certain poisonous drug, she avers, which caused her to become so sick that she was unable to attend to her household duties for more than two months.

**Morrison's** new drug store at East Eighth and Cherry streets, Chattanooga, Tenn., has been formally opened to the public. The proprietor, Mark Morrison, is well known to Chattanoogaans, having formerly managed the Live and Let Live drug store, and his corps of salesmen, pharmacists and soda men will be recognized by acquaintances formed while they were connected with other local drug stores.

**The Collins Drug Co.**, Collins, Miss., owned by Otho S. Mayfield, has been thrown into involuntary bankruptcy and a receiver has been appointed to conduct the business. The petition alleges that Mr. Mayfield, while insolvent, transferred a portion of property to one or more creditors, and "concealed or removed a part of his property with the intent to hinder, delay or defraud his creditors."

**Reed's pharmacy**, Market and Marion streets, on the South Side, Youngstown, O., has established a branch to be known as Reed's Prescription pharmacy, at Burke and North avenue, North Side. The opening of St. Elizabeth's hospital has made a drug store in this section a necessity. A complete stock of surgical instruments will be carried. A soda fountain is another feature. Wayne Anderson is in charge.

**Otto Raubenheimer's** Verona pharmacy, 1341 Fulton street, Brooklyn, N. Y., recently received its annual visit from burglars. Their haul is generally worth about \$400 to \$500. This year they got only about \$100 worth of stock. Mr. Raubenheimer is indebted to a neighbor who resides above his store and whose walking around the apartment scared the thieves away.

**R. Douglas Mathews** and Glenn H. Tanner, doing business at Grand Rapids, Mich., under the name of the Hill Drug Co., have been sued for \$1,000 damages, alleged to have been caused by the defendants selling the plaintiff's husband intoxicating liquors. Plaintiff claims, it is reported, that this

is the probable cause of the neglect of the husband of herself and of his alleged abuse.

**M. R. Puckett**, proprietor of the Star drug store, Bartlesville, Kans., must pay \$800 to Mrs. Ida Pitcher, a jury, it is reported, having found that the plaintiff was damaged to that extent by the explosion of a bottle of gasoline which she had purchased from the drug store for wood alcohol. She sued for \$10,000 damages.

**Reid's pharmacy**, Columbus, Ga., is in the hands of a receiver, an involuntary petition having been signed by creditors. The receiver is quoted to the effect that Mr. Reid estimates his stock and fixtures to be worth approximately \$14,000. The total claims of creditors, it is said, will not exceed \$8,000 or \$9,000.

**C. Ernest Montanye**, of Gloversville, N. Y., and Henry Gross, of Johnstown, have purchased the pharmacy in South Main street, Gloversville, owned and conducted during the past year by George A. Ross, of Glens Falls. Mr. Montanye is a graduate of Albany C. P. and has had 16 years experience in the business. Mr. Gross is also an A. C. P. graduate.

**The Neuralgyline Co.**, Wheeling, W. Va., purchased the entire interest of J. G. Dodson, in The J. G. Dodson Medicine Co., manufacturers of Dodson's Liver-tone, Atlanta, Ga. The consideration in the deal, which occurred on October 1st, is said to have been around the million dollar mark. The new holders will inaugurate an extensive advertising campaign.

**Riker-Hegeman Co.** will open its third store in Philadelphia, having leased a store in the Vernon building, north-west corner of Germantown and Cheltenham avenues, in the business center of Germantown. The lease is for 10 years and involves the payment, it is said, of an aggregate rental of about \$100,000.

**The Owl Drug Co.**, of Hattiesburg, La., composed of F. E. and E. J. Williams, have answered to the bill of complaint filed against them by the Coca Cola Co., of Atlanta, Ga. They deny that they have been substituting a syrup of their own make for coca cola. They assert that they make a syrup, but sell it as their own product.

**The Yahr & Lange Drug Co.**, of Milwaukee, well known wholesale drug house, is now entirely settled in its recently purchased building at Chicago and East Water street. The structure is six stories high and has been remodeled into one of the finest wholesale drug establishments in the north-west.

**Charles Mauch**, Easton, Pa., has opened a branch laboratory at Northampton Heights, for the manufacture of medicines. A retail store will also be established at that place just as soon as the business justifies it. Mr. Mauch also intends to manufacture physicians' supplies, for which his experience particularly fits him.

**Demert Drug and Chemical Co.**, has leased the corner store in the Davenport hotel, Sprague avenue and Lincoln street, Spokane, Wash. The drug company has been located in the Whitten building, Post street and Sprague avenue, for years. The fixtures in the store will be in keeping with the tone of the hotel.

**A. Spiegel**, president of the A. Spiegel Co., Milwaukee, Wis., recently signed his check for the sum of \$50 to purchase a bale of cotton. The bale will be shipped to Milwaukee and exhibited in the firm's show windows. The idea is to thereby stimulate interest in the Milwaukee "Buy a Bale of Cotton Club" and to increase its membership.

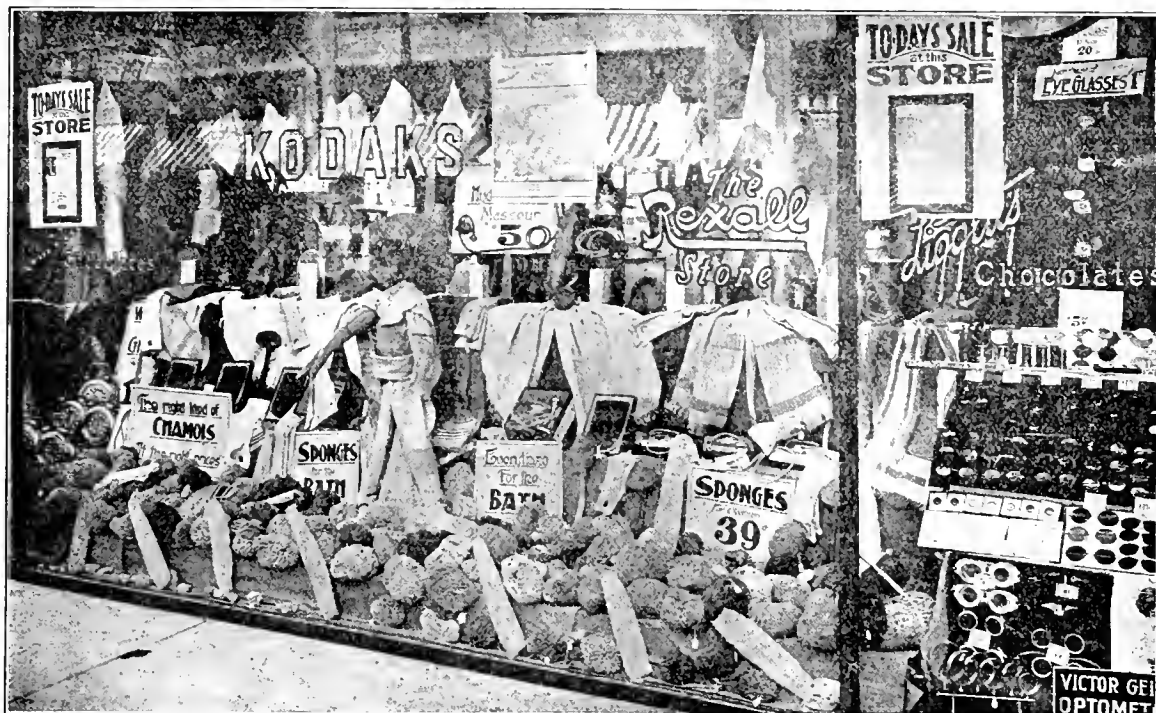
**M. L. Palmer** and son have disposed of their drug stock at White, S. D., to A. H. Gazely. The building has been sold to S. A. Smith. Father and son will go to California. The firm of M. L. Palmer & Son was one of the oldest in White, having been in business for almost 25 years.

**Olsen's drug store**, Des Moines, Ia., won fourth prize in a recent window display contest held in that city. The prize was \$10 in cash. Artistic merit, originality and advertising value were the considerations in rating the displays. The contest was held during the Style show.

**The Southern Drug Co.**, of Houston, Texas, has notified the Chamber of Commerce of that city that it has been instructed to buy a bale of cotton for Eli Lilly & Co., Indianapolis. The latter firm, it was said, will buy a bale in every cotton State.

**The Crown Cork and Seal Co.**, of Baltimore, Md., has, according to a recent report, wired F. M. Gobright, manager

## How Sponges were Effectively Displayed in a Milwaukee Show Window



**T**HERE are few drug concerns in Milwaukee which offer more varied and unique window exhibits than does the A. Spiegel Co., operating successful stores at Grand ave. and West Water st., 124 Wisconsin st. and at 414 National ave. Besides featuring interesting and instructive displays in its windows, the Spiegel concern usually has some demonstration going on which attracts the attention of the public. Adolph Spiegel, head of the Spiegel concern, is a firm believer in the efficacy of window advertising. The picture shows an interesting exhibit of sponges and other bath articles on display in the West Water street windows of the main Spiegel pharmacy at Grand avenue and West Water streets. The figure standing in the center of the exhibit is made entirely of sponges, bath towels and chamois skins, and wears a pair of rubber gloves. The window attracted a great deal of attention and, as usual, brought much new business to the store.

of its Texas house at Dallas, to buy 6,000,000 pounds of cotton at 10 cents a pound. The Houston Chamber of Commerce has been instructed to buy cotton for this company.

**Otto Wernicke**, druggist at 1046 Gage street, Chicago, recently won his case in court, his landlord prosecuting him for alleged violation of terms of lease by selling intoxicating liquors. Jury also decided that the landlord should pay the costs of prosecution.

**Jeffersonville, Ind.**, druggists recently abandoned an arrangement by which all of the drug stores in that city were closed from noon to seven P. M. on Sundays. Some of the druggists operating soda fountains found that they could not afford to close on Sunday.

**The Florida Essential Oils Co.**, Jacksonville, is the reputed owner of a new industry which is being launched in Clay county, Florida. Work has been begun to clear 12,000 acres of pine trees and stumpage and as fast as cleared camphor trees will be set out.

**The People's drug store** is the style of the company which has purchased the Keller pharmacy at Union, S. C. It is composed of J. H. Wellborn and E. E. McLaurin, both of whom have for the past year or so been with the Milhous Drug Co. The store is being remodeled.

**E. B. Heimstreet**, well known druggist of Palmyra, Wis., secretary of the Wisconsin Ph.A., has purchased the bankrupt stock of Arno Fink, heretofore the only other druggist at Palmyra. The sale was made through a committee of Fink's creditors.

**Robert Glass**, druggist at Monroe and Second streets, Troy, N. Y., is being sued for \$10,000, damages alleged by a school teacher to have been incurred as a result of using, it

is reported, the chemical supplied her by the druggist in the place of the hair preparation she thought she had asked for.

**Charles W. Westenfelder**, proprietor of "Westie's" drug store, East Main street, Springfield, Ohio, has secured a patent on a dental preparation. He says it is the only patent granted upon a dentifrice, these preparations generally being exploited under trademarked designations.

**A. J. Pellens**, who entered the drug business at Seymour, Ind., in 1865, has sold his drug store on South Chestnut street to J. C. Erganbright, of Indianapolis. Mr. Pellens' health has been failing of late, it is reported, and he has decided to enjoy his remaining days.

**A. J. Duncan**, colored, a druggist on Main street, Bowling Green, Ky., has filed a deed of assignment, naming J. H. Barclay as assignee. The liabilities are placed at \$1500 and assets at \$200.

**The Parlor drug store**, Gulfport, La., which was adjudged a bankrupt, has filed a list of liabilities and assets, the former being given as \$21,816, and the assets as \$23,843. The referee ordered the sale of the stock.

**E. J. Carver** has purchased the drug stock of E. S. Crona, Boulder, Colo. Mr. Carver was formerly supervisor over the ten miles of fine road recently completed between Lafayette and Boulder, known as the Valley Road.

**Frank Fox**, formerly an assistant in the drug store of Bernhard Wolters, Havana, Ill., has purchased a store at Chandleville, in which he was a clerk for three years before coming to Havana. The firm name will be Fox & Lee.

**Henry A. Jones**, who for several years past has been in the employ of J. P. Thatcher, Westchester, Pa., will open his own drug store in the very near future. A new soda fountain will be a feature of the establishment.

**Samuel Fisher**, owner for the past eight years of the City drug store, Gas City, Ind., has sold the property to A. M. Caulkins, of Columbus, O. Mr. Caulkins at one time conducted stores at Columbus and in New York.

**George B. Clawson**, a prominent druggist of Troy, Ohio, it is reported, recently pleaded guilty to three charges of unlawful sales of cocaine. He was fined \$25 and the costs in each case. Two of the fines were suspended.

**The Wm. L. Shepard Mfg. Co.**, has located in the Connecticut bank building, Bridgeport, Ct., and will manufacture toilet specialties. The general manager is Wm. L. Shepard of Walnut beach.

**The Ensign Remedy Co.**, Battle Creek, Mich., according to a newspaper report, was recently given 24 hours by the City Sealer in which to clean up. The order followed an attack on the company by the State Board of Health.

**T. W. Thiesen**, president of the Red Cross Drug Co., of Racine, Wis., owner of five successful pharmacies in Racine, has purchased the stock and lease of the Public Drug Co., one of the finest stores in Kenosha, Wis.

**Cheboygan, Mich.**, stores close at 9:00 P. M. every night except Saturday. An agreement to this effect has been made by druggists of that city. It holds good until June 1st, 1915.

**Joseph M. Conley**, president and treasurer of the Conley Drug Co., 136-138 River street, Cambridge, Mass., has filed a petition in bankruptcy, scheduling liabilities amounting to \$2986, and assets, \$2600.

**Carter & Sattison**, Columbia City, Ind., is again the property of W. H. Carter. Charles Sattison was obliged to sell his half interest in the company's drug store because of poor health.

**The Physicians' Supply and Drug Co.**, 425 South Honore street, Chicago, was recently burglarized, \$800 worth of surgical supplies and instruments making up the loot. Padded bricks were used to break the window.

**Bruce Ellis**, formerly connected with several drug stores at Little Rock, Ark., has purchased the Frederica pharmacy, Capitol avenue and Gaines street, that city.

**The Riker-Jaynes** store at Worcester, Mass., celebrated its third anniversary in that city by conducting a special anniversary sale.

**Carl Dunlap** has moved his drug store at Wichita, Kans., from 617 East Douglas avenue, to the M. A. McClellan building at 618 East Douglas avenue.

**S. F. Porter**, has purchased and taken charge of the drug store, formerly the property of W. V. Spinning, corner Broadway and Second street, Peru, Ind.

**Puffer & Mauck**, of Burlington, and Strawn, Kans., has been dissolved, Mr. Puffer taking the drug store at Burlington. This establishment will be known as Puffer's pharmacy.

**O. R. Briggs**, of Colby, Wis., has erected an addition to his store, which gives him a floor space of 25 x 90 feet. New fixtures and a new soda fountain have been installed.

**E. O. Whipple**, proprietor of the Corner drug store at Waterloo, Wis., has remodeled his store. New fixtures have been placed in position and a larger stock is being carried.

**Central avenue pharmacy**, Tampa, Fla., formerly owned by T. S. Bretton, has been purchased by Marion Browning. New owner will put in a new stock.

**Harry W. Foeller's** drug store, Paterson avenue, East Rutherford, N. J., was entered by burglars recently and goods to the value of \$250 were stolen.

**Hendrick's Drug Co.**, Sterling, Ill., has jumped from tenth to seventh place, class D (cities having a population of 5,000 to 10,000), in the annual report of the United Drug Co.

**J. C. Weik** will open a drug store in the new building at Shuler and Bender avenues, East Hamilton, Ohio.

**Michael May** has become proprietor of a drug store at Andale, Kans.

## VIOLETIONS OF PURE FOOD LAW REPORTED

### False Therapeutic Claims, Omission of Content Statements and Substitutions Are Frequent

WASHINGTON, Oct. 20.—The Department of Agriculture has given public notice of judgments 2985 to 3241, imposed by the courts in cases brought by the United States involving violations of the Food and Drugs Act, most of them relating to misbranding or adulteration.

A fine of \$25 and costs of \$13.50 was imposed upon the American Union Cordial Co. of Penna., Inc., Allentown, for shipping in interstate commerce a quantity of "Ferro China Antimalarico Anti-Malaric Iron-Chincona American Union \* \* \*," the label for which product did not state the alcohol content.

Thirteen cases, each containing 12 bottles of Eckman's Alternative, seven of which were in the possession of the Richardson Drug Co. and six in possession of E. E. Bruce & Co., both of Omaha, Neb., were found to be misbranded, in that the label statements "Effective as a preventative for Pneumonia" and "We know it has cured and that it has and will cure Tuberculosis" were false, fraudulent and misleading. The product was ordered released to the claimant, the Eckman Mfg. Co., Philadelphia, upon execution of a properly conditioned bond of \$250 and payment of costs. The defendant filed a petition for a writ of error and the case is now pending in the Supreme Court.

Sentence was suspended in the case of the Magistral Chemical Co., New York, which shipped a quantity of a drug called "Nutrito" which was misbranded. Contrary to label statement, product contained pyramidon, not a U.S.P. article, and milk sugar. Defendant company entered a plea of guilty.

A fine of \$20 was imposed upon Burrough Bros. Manufacturing Co., Baltimore, for shipping a quantity of compressed tablets, acetanilid compound No. 5, which were adulterated and misbranded. Contrary to the label statement that each tablet contained 2½ grains of acetanilid, each tablet contained only 1.847 grains. The sodium salicylate was also below the professed standard. Defendant company entered a plea of guilty.

The court ordered the destruction of 539 wooden boxes and 322 pasteboard cartons of Wm. Radam's Microbe Killer, remaining unsold in the possession of D. W. Ham, Minneapolis. Product was shipped by the Wm. Radam Microbe Killer Co., New York, and was misbranded, in that the many statements regarding the curative and therapeutic properties of the product were misleading. The case was tried before a jury which returned a verdict in favor of the U. S.

A fine of \$10, with costs of \$12.95, was imposed upon the Wm. A. Webster Co., Memphis, Tenn., for shipping "Wine Coca Leaves," "500 tablets Acetanilid and Sodium Bromide Compound," "500 Tablets-Anti-Vomiting," "500 5-gr. tablets Aspirin Monoaceticacidester of Salicylic Acid \* \* \*," "Tablets Bismuth and Calomel Compound," "500 Tablets Cold," "500 Tablets Quinine Laxative," "500 Tablets Salol," and "500 Tablets Sodium Salicylate." The bismuth and calomel tablets were misbranded. The other products were misbranded and adulterated. In the first product the alcohol-content statement was misleading and a cocaine-content statement was absent. The other products were not in accordance with the professed standards under which they were sold. The defendant company entered a plea of guilty.

Fines amounting to \$125 were imposed upon James B. Horner, New York, for shipping "Oil Rosemary Flowers" and "Oil Red Thyme," both of which products were not in accord with the U.S.P. standards. The first contained 2.15 per cent. of ester calculated as bornyl acetate and 9.2 per cent. of total borneol. The second product contained turpentine, which is not an ingredient of the U.S.P. oil of thyme.

A fine of \$20 was imposed upon Moses Sexton, manager for M. E. Pywell, doing business as Robert T. Pywell, Washington, D. C., for shipping "Tinc. Iodine \* \* \*," which differed from the U.S.P. standard.

Pasquale Gargiulo, doing business as P. Gargiulo & Co., New York, was fined \$40 for shipping a quantity of Fernet Milano, which was misbranded. Product was labeled in the Italian language, and a transcription of label in part is as follows: "Fernet Milano Liquor Vermifuge (worm destroyer) \* \* \*." It was an imitation of Fernet Milano,

The consumption of white arsenic in the United States in 1913 amounted to about 7,200 tons, valued at \$570,000, of which 2,513 tons valued at \$159,236, was produced in this country as a by-product from copper and precious-metal smelters, and the remainder was imported largely from European countries. Increased domestic production is now possible.

a well-known article. The alcohol statement was absent. Product was manufactured in this country, not in Italy.

The court ordered the sale of one box of Dr. Hilton's Specific No. 3, remaining unsold on the premises of the John W. Perkins Co., Portland, Me. Label-statements that the products "kills the cold, prevents pneumonia, \* \* \*," etc., were misleading and constituted a misbranding. No claimant appeared for the property.

A fine of \$10, with costs of \$12.95, was imposed upon the Wm. A. Webster Co., Memphis, Tenn., for shipping "500 Pills Neuralgic," which were adulterated and misbranded. Contrary to label statement that pills contained 1.20 grain of morphine sulphate, they contained a much less quantity. While it was alleged in the information that the product contained from 0.0048 to 0.0051 grain of morphine sulphate, analysis showed that five pills of the product contained 0.0048 to 0.0051 gram of morphine sulphate.

The above company was fined \$10, with costs of \$12.95, for shipping "500 Diarrhoea Calomel" pills, which were adulterated and misbranded in that they contained much less than 1/16 grain morphine sulphate to each pill, the amount stated on the label. Further, package failed to bear a statement of quantity or proportion of morphine contained therein in type sufficiently large to comply with the requirements of paragraph c, regulation 17.

A similar fine and costs were imposed upon Wm. A. Webster Co. for shipping "100 Soluble Hypodermic Tablets, Morphine Sulphate 1/4 gr.," product containing only 0.21 grain per tablet.

A libel was filed for the seizure and condemnation of eight packages, each containing 12 bottles, of Smith's Agricultural Liniment, remaining unsold in possession of John D. Park & Sons Co., Cincinnati. Product was misbranded in that the label statements claimed curative and therapeutic properties which the drug did not possess. It was not a cure for rheumatism, diphtheria, sore throat, pneumonia, etc. Product was ordered restored to claimant upon payment of all costs and execution of proper bond.

The court ordered the destruction of eight wooden cases each containing six 12-ounce bottles of stramoline, remaining unsold in the possession of the Davis Bros. Drug Co., Denver. Product was misbranded in that it was represented on the label to be a specific for a number of diseases, including tuberculosis in all its forms. Product contained no ingredients capable of producing the therapeutic effects claimed for it or warranting the representations made.

It was also ordered that six cases of Dr. Sullivan's Sure Solvent be destroyed. It was alleged that the product had been shipped by the Dr. Sullivan Sure Solvent Co., Buffalo, and consigned to The Hall-Van Gorder Co., Cleveland. Misbranding consisted in that the product contained no ingredients capable of producing the therapeutic effects claimed for it.

Twenty-eight cases, each containing 24 bottles of so-called West Baden Sprudel Water, remaining unsold in the possession of Levi & Ottenheimer, Cincinnati, were ordered destroyed. Adulteration was alleged for the reason that product in part consisted of a filthy and decomposed animal substance. Contrary to the deceptive statements, designs and devices on the labels, product was not a natural spring water. To it had been added sodium sulphate, magnesium sulphate and a little sodium chloride. The West Baden Springs Co., West Baden, Inc., the bottler and shipper, and Levi & Ottenheimer, were given notice of the proceedings, but no claimant appeared. An order *pro confesso* was entered.

A libel was filed for the seizure and condemnation of one gross of a product called "Russell's White Drops," a drug alleged to have been shipped by the Russell-Medicine Co., Providence, R. I. It was misbranded for the reason that the packages failed to bear a true statement on the label of the quantity of alcohol and codeine contained in it. The statement, "Russell's White Drops contain 10 per cent. alcohol also 1/4 grain of codein per oz.," was not true. Product was not a safe and effectual remedy for babies and children teething, and would not soften the gums, reduce inflammation, correct acidity of the stomach, regulate the bowels, etc., which curative and therapeutic properties were claimed on the packages and labels. No claimant appeared and property was ordered destroyed.

Forty boxes of mint tablets, each containing 30 retail tin packages, remaining unsold in the possession of The E. W.

Dunstan Co., New York, and alleged to have been shipped by The Manufacturing Company of America, Philadelphia, were ordered destroyed. Counter display box was labeled: "U-ALL-NO Mint Tablets—5c. Each box contains 18 tablets." Confectionery contained more than five per cent. talc. No claimant appeared and product was ordered destroyed.

Two packages, containing 118 pounds of a product purporting to be oil of birch, in possession of J. H. Bowne, New York, and shipped by Holman Bros., Crandall, Tenn., or Mountain City, Tenn., were ordered destroyed. Product bore no marks or labels except the name and address of the consignee and express data, but was invoiced as birch oil. It consisted largely of methyl salicylate. No claimant appeared and property was ordered destroyed.

The court ordered the destruction of one package of alleged wintergreen leaf oil, remaining unsold upon the premises of the Fuller & Fuller Co., Chicago, and shipped by M. G. Teaster, Roan Mountain, Tenn. Methyl salicylate had been substituted in part for the article. No claimant appeared. A similar disposition was ordered made of four packages, containing 150 pounds, more or less, of a product purporting to be oil of wintergreen and oil of sweet birch, in possession of Magnus, Mabee and Reynard, New York, and shipped by R. H. Clawson, Cranberry, N. C. Methyl salicylate was employed as a substitute. Except for names and quantities judgments 3203 and 3204 are similar to those above noted. Two packages containing 117 pounds of a product purporting to be oil of birch, in possession of Antione Chris Co., New York, and shipped by Trivett and Ray, Beech Creek, N. C., were ordered destroyed, as was also one package, containing 76 pounds in possession of H. Cohen, New York, and shipped by J. T. Perry, Elizabethton, Tenn. Methyl salicylate was used in each product.

Methyl salicylate was the adulterant employed in the following cases:

One can, containing about 65 pounds of product purporting to be oil of birch, in possession of C. F. Polk, Troy, N. Y., and shipped by J. W. Hinkle, Elk Park, N. C. Shipping tag was inscribed "Oil of Birch." Product was ordered redelivered to C. F. Polk, upon payment of costs and execution of proper bond. Two packages, each containing 60 pounds of a product purporting to be oil of sweet birch, in possession of Dodge & Olcott, New York, and shipped by the Laurel Fork Distilling Co., Hampton, Tenn., were ordered destroyed. Product bore no marks, brands, or labels other than express tags with the name and address of the consignor. One can containing about 47 pounds of a product purporting to be oil of wintergreen, in the possession of C. F. Polk, Troy, N. Y., and shipped by V. B. Bowers, Elk Park, N. C., was ordered redelivered to C. F. Polk upon payment of costs amounting to \$27.95, and the execution of a bond in the sum of \$100. When this case was reported for action, no claim was made that the presence of methyl salicylate in the product rendered it unfit for food or that the product was deleterious to health. One package, containing approximately 37 pounds of a product purporting to be oil of birch, remaining unsold in possession of Dodge & Olcott Co., New York, and alleged to have been shipped by Trivett & Ray, Beech Creek, N. C., was ordered destroyed. Product was offered for sale and invoiced by the shipper as birch oil. One can, containing approximately 50 pounds of a product purporting to be oil of birch, in possession of C. F. Polk, Troy, and shipped by J. W. Hinkle, Elk Park, N. C., was released upon payment of costs and execution of proper bond.

## RECENT FIRES

- At Bantam, Ct., A. H. Kaehle, drug store burned out.
- At Gadsden, Ala., Vance Drug Co., fire in prescription department did \$1000 to \$2000 damage.
- At East Machias, Me., F. W. Kingsley, loss, \$5000. Fire did \$25,000 damage in village.
- At East McKeesport, Pa., C. N. Wilson Drug Co., \$6000.
- At Chicago, Riney W. Hartwig, loss about \$1800, fully covered by insurance.
- At New Haven, Mich., W. R. Twiss, store destroyed.
- At Pittsburg, Pa., W. B. Malloy, \$1000 damage, fire confined to rear of building.
- At Union Springs, Ala., Ravencroft Drug Co.; building was insured for \$16,500.
- At Lawrence, Mass., George G. Frederick's drug store, slightly damaged.

### Not Affected by the War

Parke, Davis & Co., of Detroit, and Eli Lilly & Co., of Indianapolis, announce that they are prepared to supply large demands at prices unaffected by war conditions. Parke, Davis & Co. are concentrating their promotion work on lines which in any event are removed from the price fluctuations of the drug market, namely, their biological products, especially the Antidiphtheric Serum, and the new Typhoid Phylacogen. The former is claimed to be the most widely used antitoxin on the market, which is due to the admirable equipment of the manufacturers, and the painstaking care with which the products are manufactured, tested, and standardized. The Typhoid Phylacogen has also been firmly established as regards its therapeutic efficiency, and druggists will do well to lay in stocks to meet the reasonable demand for these articles.

Eli Lilly & Company have, thus far, not been compelled to refuse any order for a reasonable quantity of any article in their price list. It is comparatively simple for a firm to decline to raise prices by discontinuing the manufacture of lines which can only be obtained at advances on account of the war; but the Lilly policy has been maintained, and representatives are instructed to accept all unspeculative orders. No advances have been made by the Lilly Company, we are informed, that were not strictly justified by the stress of market conditions.

### Developing the Hot Soda Business

The dispensing of hot soda during the winter months is getting to be more popular each year, and if you are making a special effort to further your sales in this department of your business, the ad of the J. Hungerford Smith Co., Rochester, N. Y., in the color section of this issue of the ERA will interest you. Beef Bouillon and Hot Chocolate are two of the most popular flavors in this trade, and it is essential that both you and your customers should be satisfied with the products you serve. If after considering the arguments therein set forth you feel inclined to give the "True Fruit" brand a trial, we feel sure you will experience no disappointment. Get a copy of the 1915 "True Fruit" price booklet before placing your Spring order. It describes several new and attractive items and contains the most liberal and handsome advertising offer the J. Hungerford Smith Co. has ever made. Turn to the color section of this issue and read about these Hot Soda Specialties.

### Pinex for Winter Coughs

The approach of winter brings, as usual, a stiff demand for Pinex. This cough remedy is sold under a wide open guaranty, backed by one of the strongest concerns in the proprietary field. Its advertising policy has always been a very liberal one, but this year the expenditure laid out is larger than ever, giving assurance of a continued demand. Unlike a good many proprietary concerns dependent upon foreign chemicals for some of their ingredients, the Pinex Company did not get caught by the outbreak of the European War. All its materials for a two-years' supply had been purchased and shipped before the war cloud appeared, so it is in position to supply the demand without interruption, from its distributing points at Ft. Wayne, Ind., Toronto, Canada, and London, England.

### Phenalgin as a Safe Analgesic

Efficient remedies for the relief of pain which produce no narcotic effects, with their distressing and oftentimes disastrous sequelae, are difficult to find, and for this reason the opiates, effective as they may be in soothing pain, are usually contraindicated. As a reliable analgesic and one which induces no drug habit, Phenalgin is particularly recommended by the manufacturers. They state that through the use of phenalgina the practitioner can promptly control painful menstruation, and that in the treatment of alcoholism, it may be relied on to relieve the unpleasant symptoms and to restore the victim to normal condition in a natural manner. In fact, Phenalgin is recommended in the treatment of all disorders or diseases in which pain is a prominent symptom, such as cephalalgia, gastro-intestinal complaints, la grippe, rheumatism, lumbago, malaria, neuralgia, neurasthenia and gout. Phenalgin affords prompt and satisfactory relief, without locking up the secretions or causing constipation.

### Eterno

"Eterno," yes, oftimes I am called everlasting. I come to you from the romantic hillsides of Southern France; from the rose laden fields of Bulgaria and from the historic old vale of Cashmere. I draw for you from Japan's fairest blossoms in that verdant land of the orchid. From the sweetest products of these, I am combined to bring to you not only the fragrance and spice of earth's sweetest bloom, but I trust a little of the sunshine and happiness they enjoy.

Lastingly yours,

ETERNO.

We are talking of the New Perfume made by Stearns—Perfumer—Detroit. Eterno has just recently been announced and has met with unusual popularity with the entire retail trade. It will be advisable to get in touch with the Stearns salesmen as soon as possible and get complete information about the special advertising features which are being offered to popularize this new odor.

### Anchor Brand Witch Hazel

The United States Pharmacopoeia specifically requires that distilled extract of witch hazel shall conform to certain standards. Such a product is the Anchor Brand Witch Hazel which the manufacturers state is guaranteed to contain 16% alcohol, and is made from 20 pounds of brush to the gallon U. S. P. standard alcoholic distillation. For sprains, bruises and superficial inflammations Extract of Witch Hazel is extensively used, and to obtain the best therapeutic results physicians direct that only a well made extract shall be used. Anchor Brand Witch Hazel is claimed to answer to all of these requirements and costs no more than the witch hazel you are now buying. It is manufactured by the American Chemical Co., whose announcement appears in the advertising columns of this issue of the ERA.



### Pabst's Extract Co.'s 27th Annual Offer

As an exemplification of the printing art the calendars of the Pabst Extract Co. have long been models of their kind, the great appreciation of this being shown by the fact that last year almost one in every ten of the retail druggists throughout the United States secured copies of the 1914 calendar. This year the company expects a still larger number to accept its liberal proposition, not only because Pabst Extract has gained a stronger hold upon the medical world, but because the Pabst Extract Panama Girl Calendar for 1915 is claimed to be by far the handsomest and most artistic of the many beautiful calendars the company has put out in recent years. For full particulars of how the druggist may receive a supply of these calendars for his customers, see advertising pages 4 and 5 of this issue of the ERA.

### Henry K. Wampole Co. Employees Will Dance

Announcements have been issued for the second annual dance given to their employees by Henry K. Wampole & Co., Inc., on Monday evening, Nov. 30, to be held in Martel's Drawing Room, 1710 N. Broad street, Philadelphia. The dance given by the company a year ago was a decided success, and the interest already evinced in the coming one is conclusive evidence of the good spirit created by these events among the employees.

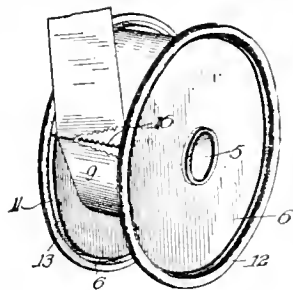
### Hinds' Honey and Almond Cream Offer

As a method of creating interest in advertised goods the use of picture stamps has much to commend it, and many dealers have obtained most satisfactory results in encouraging collecting by boys and girls who are interested in getting full assortments of the picture or poster stamps from the different concerns in America that have issued stamps. A. S. Hinds has issued a beautiful series of twenty-four stamps, which are sure to attract attention and be wanted by collectors. For full particulars regarding Picture Stamps and how they may be used to create a demand for Hinds' Honey and Almond Cream, write to A. S. Hinds, Portland, Me.

# PATENTS AND TRADE MARKS

### Adhesive Plaster Spool

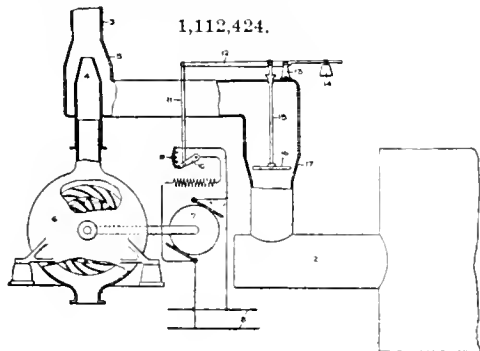
**P**ERRY S. BAUER, assignor to Bauer & Black, Chicago, Ill., has been granted letters patent on an adhesive plaster spool, a reproduction of which is shown in the accompanying illustration (Patent No. 1,113,291). The spool has a circular groove formed in the inner face of each end wall extending about the entire periphery of said walls, and is combined with a cutter slidably engaging in the grooves and so attached that the cutter may be moved about the entire periphery of the spool. The end walls are bent outwardly adjacent their edges to form circular shoulders and upwardly and back upon themselves beyond the shoulders, in which the cutter rests, having its edges bent up and disposed between the upwardly and bent back portions of the walls, whereby the cutter is slidably and interlockingly engaged with the end walls and movable about the entire periphery of the spool.



1,113,291.

### Apparatus for Producing Sulphuric Acid

This apparatus for producing sulphuric acid is the invention of Edward H. McFarland, assignor to the General Electric Co., New York, (Patent No. 1,112,424), is the combina-



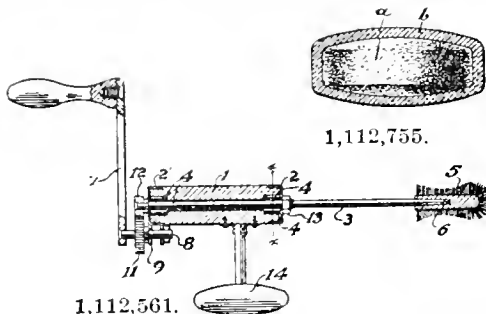
1,112,424.

tion with the lead chamber of a sulphuric acid apparatus, of a blower for producing a draft through the chamber, and a device responsive to variations in the volume of gas passing out of said chamber and controlling the speed of the blower. The draft through the chamber is produced by an ejector nozzle to which air is delivered by a blower driven by a motor, a device responsive to variations in the volume of gas passing out of the chamber controlling the speed of the motor. An exit pipe from the chamber has a conical enlargement in which is located a disk float which is connected with means for controlling the supply of energy to the motor. The blower, when in operation, delivers air to the nozzle to the gases from the chamber through the exit pipe, thereby expelling them through the connected stack, as shown in the illustration.

### Tooth Brush

This device, the invention of Edwin H. Rodel, Cumings, N. D., (Patent No. 1,112,561), is a tooth brush which is the combination with a tubular supporting member: of a driven shaft rotatably mounted therein, a gear mounted on said shaft; a ferrule mounted upon the terminal of the tubular supporting member adjacent to the gear carried by the driven shaft; a driving shaft mounted for rotation in said bearings;

a gear mounted upon the driving shaft for meshing with the gear on the terminal of the driven shaft: means for rotating



1,112,755.

1,112,561.

said driving shaft, and a right angularly arranged handle secured to the side of the tubular supporting member.

### Poisonous Tablet and Antidote

Letters patent have been granted to John A. Bergstrom, Pasaic, N. J., on the poison medicinal tablet shown in the above illustration (Patent No. 1,112,755), the specifications naming (1) a poison medicinal tablet, provided with a cover containing an antidote: (2) the same, with a cover containing a mucilaginous antidote, and, (3) the same provided with a cover containing a vegetable antidote.

## PATENTS

### Granted September 22, 1914.

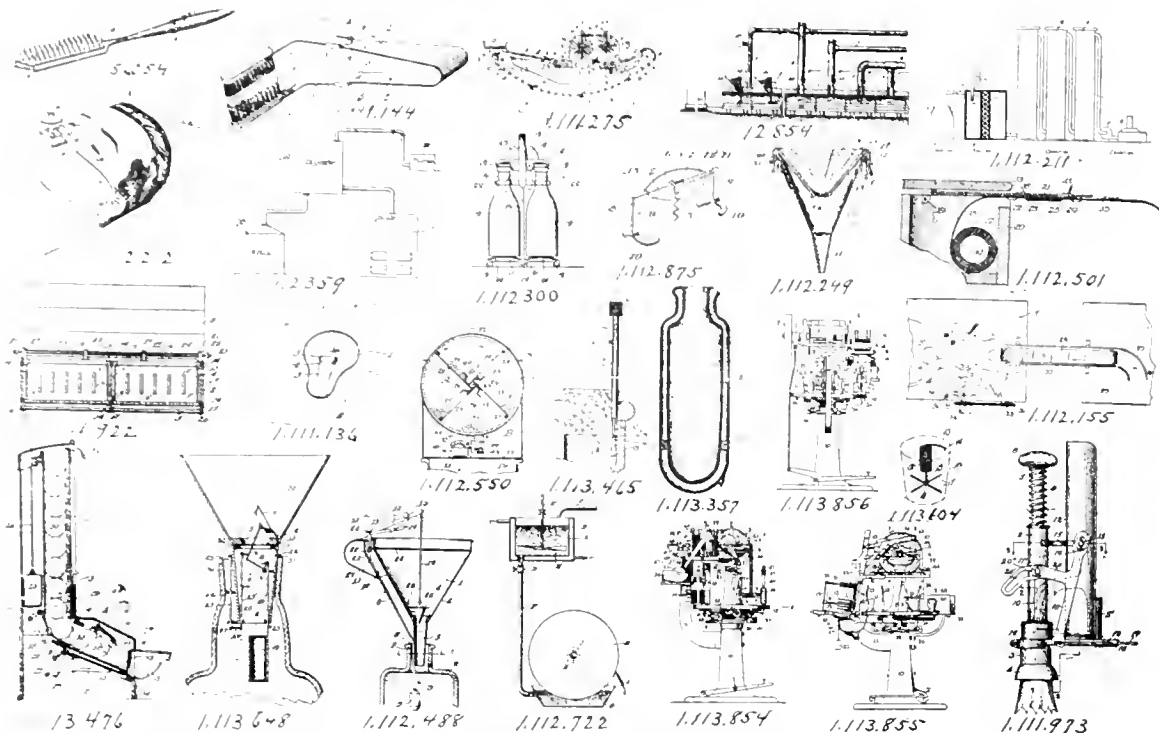
- 1,111,019—John E. Hamilton, Smythton, Pa. Tooth brush.
- 1,111,046—Jacob A. Ulman, Baltimore, Md., assignor, by mesne assignments, to The Anglo-American Patent Bottle Co., Ltd., London, England. Non-refillable bottle.
- 1,111,082—John D. Mulvehill, Spokane, Wash. Non-refillable bottle.
- 1,111,136—Benjamin F. Copp, Silver City, N. Mex. Hygienic dish for tooth powder or paste.
- 1,111,144—Harris Epstein and William Ciler, New York, N. Y. Tooth brush.
- 1,111,155—Charles E. Inglis, Ma'den, Mass. Non-refillable bottle.
- 1,111,228—Arthur A. Miller, Kapowsin, Wash. Bottle stopper.
- 1,111,249—Edwin C. Courtwright, Sedam, Kans. Gasolene strainer.
- 1,111,259—William F. Huff, Long Beach, Cal., assignor of three thirty-seconds to E. C. Newbury, et al. Sanitary bottle closure.
- 1,111,483—Arthur C. Mathewson, Lisle, N. Y. Telltale bottle.
- 1,111,644—John H. Castana, Gulfport, Miss. Process of extracting turpentine and rosin from wood.

### Granted September 29, 1914.

- 1,111,756—George J. Meyer, Milwaukee, Wis. Bottle rinsing and outside brushing conveyer.
- 1,111,788—Claude W. Ewing, Toledo, Ohio. Chemical mixer.
- 1,111,821—Alfred Bertheim and Paul Karrer, assignors to Farwerke vorm. Meister Lucius & Bruning, Hochst-on-the-Main, Germany. Arsenic antimony compound and process of making same.
- 1,111,923—Charles A. Seifert, Newbern, N. C. Bottle crate.
- 1,111,973—Milo T. Scholl, and Robert A. Gillespie, Pittsburgh, Pa. Device for applying bottle stoppers.
- 1,112,067—Gaetano Impellitteri and Antonino Impellitteri, New York, N. Y. Non-refillable bottle.
- 1,112,155—William C. Muench, assignor to Progress Machine Co., Indianapolis, Ind. Bottle feeding mechanism.
- 1,112,189—Charles W. Westefelter, Springfield, Ohio. Dentifrice.
- 1,112,211—Ingenuin Heckenbleikner, Charlotte, N. C., assignor to Southern Electro-Chemical Co., New York, N. Y. Method of manufacturing phosphoric acid.
- 1,112,300—Joseph C. Ligonar,utzgerald, Ga. Bottle carrier.
- 1,112,312—Jose S. Olica, Regla-Habana, Cuba. Chloroformer.
- 1,112,359—Irving S. Clope, Wilkingsburg, Pa., assignor to Empire Chemical Co., Atlanta, Ga. Process for extracting from woods their soluble contents.
- 1,112,424—Edward H. McFarland, Cincinnati, Ohio, assignor to General Electric Co. Apparatus for producing sulfuric acid.

### Granted October 6, 1914.

- 1,112,488—Uno A. Steppan, Norfolk, Conn. Funnel.
- 1,112,501—Henry E. Walsh, Chicago, Ill. Label holder.
- 1,112,530—Flor S. Pollitt, Cincinnati, Ohio. Vending device.
- 1,112,561—Edwin H. Rodel, Cumings, N. D. Tooth brush.
- 1,112,600—George J. Davison, assignor of one-half to Moses J. Summerfield, Richmond, Va. Cork extractor.



- 1.112.722—Max Scharff, assignor to Norsk Hydro-Elektrisk Kvaestofaktieselskab, Christiania, Norway. Process of effecting so idication of fluid nitrate of lime.  
 1.112.735—John A. Bergstrom, Passaic, N. J. Poisonous tablet and antidote.  
 1.112.853, 1.112.854—James A. Singmaster assignor to New Jersey Zinc Co., New York. Manufacture of zinc oxid, and apparatus for manufacturing same.  
 1.112.82—Otto Spahr and Louis J. Strause, assignor to Strause Gas Iron Co., Philadelphia, Pa. Bunsen burner.  
 1.112.875—Patrick J. Whelan, Douglas, Ontario, Canada. Cork extractor and fastener.  
 1.112.893—John C. Clancy, assignor of fifty-one one-hundredths to Portland Gold Mining Co., Colorado Springs, Colo. Making of Alkali cyanogen compounds.  
 1.113.054—Francis W. Sadler, Norristown, Pa. Soluble brush.  
 1.113.096, 1.113.097—Carl Bosch and Wilhelm Wild assignors to Badisene Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Process of producing hydrogen.  
 1.113.119—Frea W. Hoefler, Lyndhurst, N. J., assignor to Richard Meyer, Hoboken, N. J. Bottle closure device.

#### Granted October 13, 1914.

- 1.113.201—Perry S. Bauer, assignor to Bauer & Black, Chicago, Ill. Adhesive plaster spoon.  
 1.113.322—Albert T. Fletcher, Boston, Mass. Silver polish.  
 1.113.357—Joseph F. Lamb, assignor to Landers, Frary & Clark, New Britain, Conn. Vacuum bottle.  
 1.113.465—Peder T. Moller, Seattle, Wash. Cork extractor.  
 1.113.476—William H. Osmer, St. Louis, Mo. Dispensing cabinet.  
 1.113.604—Claude B. Davis and Dorsett A. Davidson, assignors to Cork Extractor Cor. of America, Richmond, Va. Bottle stopper.  
 1.113.648—Karl Karlson, Brooklyn, N. Y., assignor of one-half to George J. F. Wilford, New York, N. Y. Funnel.  
 1.113.652—Benjamin F. Klass, assignor of one-half to Joseph P. Ryan, New York, N. Y. Non-refillable bottle.  
 1.113.660—Louis Lerio, Mobile, Ala. Liquid receptacle.  
 1.113.713—Ludwig Taub and Hans J. Hahl, Elberfeld, Germany, assignors to Synthetic Patents Co. Inc., New York, N. Y. Acidyl derivatives of *o*-ortho-allylortho-benzoic acids.  
 1.113.714—Louis Taub and George Pickewirth, assignors to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany. Substance isolated from the apocynaceae and process of producing the same.  
 1.113.742—Rudolf Berendes and Erich Rietz, Elberfeld, Germany, assignors to Synthetic Patents Co. Inc., New York, N. Y. Magnesium salts of acylated aromatic ortho-oxy-carboxylic acids.  
 1.113.854, 1.113.855, 1.113.856—Frank O. Woodland, assignor to Engine Machinery Co., Worcester, Mass. Labeling machine.  
 1.113.857—Wallace A. Beatty, assignor, by direct and mesne assignments, to George W. Beadie, New York, N. Y. Process of manufacturing acetic anhydride.

#### TRADE-MARKS

#### Published September 22, 1914.

- 79,847—Co-operative Drug Mfg. Co., now by change of name American Drug Mfg. Co., Jackson, Tenn. Medicated stock food.

- 71,781—Dave Studebaker, West New York, N. Y. Medicinal salve.  
 79,084, 79,085—Philo Hay Specialties Co., Newark, N. J. Medicated soap.  
 79,367—Naamlooze Vennootschap Koninklijke Pharmaceutische Fabrik voorheen Brocades & Steeman, Meppel, Netherlands. Remedy for rheumatism, neuralgia, headache, etc.  
 79,658—David Bruenn, New Orleans, La. Antiseptic powder for venereal diseases.  
 79,844—Arthur E. Vinton, Muncie, Ind. A laxative tablet.  
 80,144—Manuel Arispe, San Antonio, Texas. Remedy for tuberculosis and lung diseases.  
 80,303—Solon Palmer, New York, N. Y. Perfume, complexion and sachet powders.  
 80,334—J. B. Pickelsimer, Asheville, N. C. Headache remedy.  
 80,361—Joseph M. Eaton, Los Angeles, Cal. Perfumes.  
 80,362—J. L. Gargaro, Memphis, Tenn. Compound for restoring gray hair to color.  
 80,376—Schwarzenbach Bros., Baltimore, Md. Remedy for rheumatism, neuralgia, etc.  
 80,543—Thomas L. Leeming, New York, N. Y. Non-poisonous germicides.  
 80,642—Gervaise Graham, Chicago, Ill. A laxative preparation in bonbon form.  
 80,648—Jaynes Drug Co., Boston, Mass. Creams for brown-tail-moth itch, ivy-poisoning, etc.  
 80,650—Jaynes Drug Co., Boston, Mass. Wafers and preparations for nervous and sick headaches.  
 80,659—Jaynes Drug Co., Boston, Mass. Liquid extracts and washes for destroying head-lice, crabs, etc.  
 80,703—Olive C. Prior, Middletown, N. Y. Face-cream.

#### Published September 29, 1914.

- 75,627—O-Do-Cure Toilet Co., Chicago, Ill. A toilet water.  
 78,466—Thomas E. Dockreil, New York, N. Y. A pharmaceutical preparation used as a tonic.  
 78,945—Joseph R. Hite, Pittsburgh, Pa. Emulsion of cod-liver and hypophosphites, etc.  
 79,257—George H. Kress, Hartford, Conn. Remedy for croup, sore throat, etc.  
 79,722—George W. Ramsey & Sons, Speers Ferry, Va. Remedy for membranous croup, hives, etc.  
 79,901—Recents Mercantile Corp., St. Louis, Mo. Pastes and powders for beautifying and preserving the teeth and skin.  
 80,380—Lemuel A. Carter, Bunnell, Fla. Remedy for colic, cramps, etc.  
 80,540—Wyattenbach Bros. Co., Evansville, Ind. Remedy for rheumatism, etc.  
 80,647—Jaynes Drug Co., Boston, Mass. Remedy for bronchitis, pulmonary diseases, etc.  
 80,651—Jaynes Drug Co., Boston, Mass. Foot powders.  
 80,653—Jaynes Drug Co., Boston, Mass. Laxatives.  
 80,701—Charles H. Holtzman, Baltimore, Md. Remedies for venereal diseases.  
 80,709—The Reese Chemical Co., Cleveland, Ohio. Tablets for purifying and nourishing the blood.  
 80,725—Herson Chemical Co., Gary, Ind. Tooth paste.

#### Published October 6, 1914.

- 61,484—Richard Ifudnut, New York, N. Y. Cold creams and nail polish.  
 71,091—Richard K. Macuire, New York, N. Y. Remedy for headache, constipation, etc.



# THE DRUG MARKETS

**STOCKS ACCUMULATE IN WAREHOUSES**

**Some Drugs Intended for Europe Deflected to This Market—Number of Declines Preponderate**

See pages 27 to 41 for Prices Current.  
CHANGES SINCE LAST REPORT.

A—Acacia, Sorts .....	lb.	.25	—	.27	A—Coca Leaves .....	lb.	.55	—	.60
Sorts, Sifted .....	lb.	.30	—	.34	A—Colchicum Root .....	lb.	.35	—	.40
A—Acetphenetidine .....	lb.	1.40	—	1.50	Powdered .....	lb.	.45	—	.50
D—Acid, Carbolic, Crystal, bulk .....	lb.	.42	—	.50	Seed .....	lb.	1.10	—	1.20
1-lb. bots. ....	lb.	.53	—	.58	Powdered .....	lb.	1.15	—	1.25
Crude, 10-95% .....	gal.	.60	—	1.00	A—Colocynth, Select .....	lb.	.50	—	.60
D—Acid, Citric, Crystal, Kegs. ....	lb.	—	—	.73	Pulp .....	lb.	.75	—	.80
Less .....	lb.	.83	—	.90	D—Copaiba, South American .....	lb.	.60	—	.70
A—Acid, Lactic, Conc. ....	lb.	.90	—	1.10	Para .....	lb.	.65	—	.75
D—Acid, Oxalic .....	lb.	.22	—	.25	D—Copper Sulphate (Blue Vitriol) .....	lb.	.08	—	.10
Powdered .....	lb.	.30	—	.35	Barrels .....	lb.	.051	—	.06
D—Acid, Picric .....	lb.	.90	—	.95	D—Coriander .....	lb.	.11	—	.15
D—Acid, Pyrogallic, ¼, ½ and 1-lb. cans. ....	lb.	2.40	—	2.60	Powdered .....	lb.	.17	—	.21
D—Acid, Salicylic, 1-lb. cartons. ....	lb.	1.40	—	1.45	D—Coumarin .....	oz.	.60	—	.65
from Gaultheria .....	oz.	.30	—	.35	D—Cream Tartar .....	lb.	.50	—	.55
D—Acid, Tartaric, crystal. ....	lb.	.68	—	.78	A—Cudbear .....	lb.	.35	—	.45
Powdered .....	lb.	.71	—	.81	D—Dandelion Root .....	lb.	.45	—	.50
A—Aconite Root, German. ....	lb.	.40	—	.50	Cut .....	lb.	.50	—	.55
Powdered .....	lb.	.46	—	.56	D—Dog Grass, Cut .....	lb.	.35	—	.39
D—Agar Agar .....	lb.	.60	—	.70	A—Dragon's Blood, Powdered. ....	lb.	.65	—	.90
A—Alcohol (Cologne spirit) U.S.P. bbls. ....	gal.	—	—	2.80	D—    Reeds .....	lb.	1.00	—	1.10
Less .....	gal.	2.90	—	3.10	A—Elm Bark, Select .....	lb.	.28	—	.32
Commercial, 95%, U.S.P. bbls. ....	gal.	—	—	2.70	Ground, Pure .....	lb.	.22	—	.32
Less .....	gal.	2.90	—	3.04	Powdered, Pure .....	lb.	.23	—	.33
Denatured, bbls. and ½-bbls. ....	gal.	.38	—	.42	D—Ergot, Russian .....	lb.	1.60	—	1.70
Methylic (Wood), bbls. ....	gal.	.55	—	.60	Powdered .....	lb.	1.75	—	1.85
D—Alkanet Root .....	lb.	.30	—	.35	D—Gamboge, Blocky .....	lb.	.90	—	1.00
D—Aloes, Barbadoes, True .....	lb.	1.35	—	1.45	Select Pipe .....	lb.	.90	—	1.00
Powdered .....	lb.	1.50	—	1.60	A—Glycerin .....	lb.	.35	—	.40
A—Alum, Ground, bbls. or less. ....	lb.	.05	—	.06	A—Grains of Paradise. ....	lb.	.40	—	.50
Powdered, bbls. or less. ....	lb.	.06	—	.08	Powdered .....	lb.	.46	—	.56
A—Ammoniac, Gum, tears. ....	lb.	.35	—	.40	D—Guaiaac, Resin .....	lb.	.30	—	.35
A—Ammonium Muriate .....	lb.	.17	—	.20	Powdered .....	lb.	.40	—	.45
C. P. Gran. ....	lb.	.24	—	.28	D—Guarana (Paullinia) .....	lb.	2.50	—	2.75
Powdered .....	lb.	.20	—	.23	Powdered .....	lb.	2.75	—	3.00
A—Angelica Root, Foreign .....	lb.	.40	—	.75	D—Ipecac Root, Carthagenia .....	lb.	1.75	—	1.90
Seed .....	lb.	.35	—	.40	Powdered .....	lb.	1.90	—	2.00
D—Arnica Flowers .....	lb.	.25	—	.30	Rio .....	lb.	2.25	—	2.40
Powdered .....	lb.	.31	—	.35	Powdered .....	lb.	2.45	—	2.60
D—Asafetida, Good, Fair. ....	lb.	.60	—	.80	D—Juniper Berries .....	lb.	.20	—	.23
Powdered .....	lb.	.90	—	1.00	A—Kamala, Purified .....	lb.	1.75	—	2.00
D—Balsam Fir, Canada. ....	lb.	1.25	—	1.35	D—Lavender Flowers .....	lb.	.30	—	.45
Oregon .....	lb.	.20	—	.25	D—Lead Nitrate .....	lb.	.20	—	.25
D—Balsam Fir, Canada .....	lb.	1.25	—	1.35	D—Lupulin .....	lb.	2.50	—	2.60
A—Belladonna Root, German, Powdered. ....	lb.	1.35	—	1.45	A—Malva Flowers, Large .....	lb.	.45	—	.65
D—Benzosol, 1 oz. vials. ....	oz.	.60	—	.65	Blue .....	lb.	.40	—	.60
D—Buds, Balm of Gilead. ....	lb.	.35	—	.40	A—Matico Leaves .....	lb.	1.30	—	1.45
D—Cacao Butter, Bulk. ....	lb.	.34	—	.38	D—Menthol, Crystal .....	lb.	3.25	—	3.50
Dutch .....	lb.	.36	—	.40	D—Mercury .....	lb.	.90	—	1.00
D—Caffeine, Pure .....	lb.	6.00	—	6.25	A—Naphthalene Balls .....	lb.	.95	—	.09
A—Calamus Root, Peeled. ....	lb.	.22	—	.24	D—Nutmegs .....	lb.	.30	—	.36
Powdered .....	lb.	.27	—	.31	Powdered .....	lb.	.38	—	.42
White, Peeled and Split. ....	lb.	.55	—	.75	A—Nux Vomica .....	lb.	.12	—	.14
A—Calendula Flowers .....	lb.	1.25	—	1.50	D—Oil Almond, Sweet, Pure. ....	lb.	1.00	—	1.10
D—Camphor, Refined (bbls.) .....	lb.	.75	—	.85	D—Oil Benne (Sesame) bbls. ....	gal.	.95	—	1.05
¼-lb. squares .....	lb.	.78	—	.88	A—Oil Birch, Black (Betula) .....	lb.	2.00	—	2.25
Powdered .....	lb.	.90	—	1.00	D—Oil Bergamot .....	lb.	5.40	—	5.60
Japanese, ozs. ....	lb.	.85	—	1.00	A—Oil Cajuput, bottles .....	lb.	1.10	—	1.20
D—Canary Seed, Smyrna .....	lb.	.12	—	.14	D—Oil Cloves .....	lb.	1.50	—	1.75
A—Cannabis Indica Herb. ....	lb.	2.10	—	2.30	D—Oil Cod Liver, Norwegian .....	gal.	.90	—	1.00
D—Cantharides, Russian, Sifted. ....	lb.	6.50	—	6.75	Barrels .....	ea.	21.00	—	23.00
Powdered .....	lb.	6.90	—	7.20	½-Barrels .....	ea.	11.50	—	12.50
D—Cardamom Seed, Decorticated .....	lb.	1.50	—	1.60	A—Oil Fennel Seed, Pure. ....	lb.	2.80	—	3.00
Powdered .....	lb.	1.65	—	1.75	A—Oil Geranium, Rose, natural. ....	lb.	7.00	—	7.75
D—Cinnamon, Saigon, Thin, Select. ....	lb.	.45	—	.60	D—Haarlem Oil, Dutch. ....	gross	3.40	—	3.60
Powdered .....	lb.	.55	—	.65	D—Oil Hemlock, 20-lb. cans or less. ....	lb.	.60	—	.80
D—Celery Seed .....	lb.	.30	—	.35	A—Oil Juniper wood .....	lb.	.45	—	.55
A—Ceresin, white .....	lb.	.25	—	.30	D—Oil Lemon .....	lb.	2.00	—	2.15
					D—Oil Lemongrass .....	lb.	1.75	—	1.90
					D—Oil Mustard, Artificial. ....	lb.	3.75	—	4.00
					A—Oil Nutmeg .....	lb.	1.25	—	1.35
					A—Oil Olive, Lucca. ....	lb.	3.25	—	3.50
					D—Oil Orange, Sweet. ....	lb.	2.10	—	2.25
					A—Oil Paraffin .....	gal.	.40	—	.50
					D—Oil Pennyroyal .....	lb.	1.85	—	2.00

D—Oil Peppermint, New York	lb	2.10	— 2.20
Hotchkiss	lb	3.50	— 3.75
Western	lb	2.00	— 2.10
A—Oil Ros. Kissanlik	oz	15.00	— 16.00
D—Oil Lansy	lb	4.00	— 4.20
D—Oil Thym. White	lb	2.40	— 2.50
D—Oil Wintergreen, Synthetic	lb	1.25	— 1.40
D—Oil Warr wood, American, Good	lb	3.50	— 4.00
D—Ours, Florentine	lb	.27	— .35
D—Poppy Seed, Blue Maw	lb	.16	— .20
D—Potassium Bitartrate (Refined) Cream Tart	lb	.55	— .60
A—Potassium Carbonate (Pearlash) Refined Sal Tartar	lb	.20	— .24
A—Potassium Chlorate Powdered	lb	.24	— .31
A—Potassium Citrate	lb	.80	— .85
A—Potassium Nitrate Powdered	lb	.10	— .14
D—Potassium Permanganate Pure Powdered	lb	.52	— .58
A—Potassium Prussiate, Red Yellow	lb	.60	— .75
D—Prickly Ash Berries	lb	.40	— .42
D—Quince Seed	lb	.28	— .35
D—Quince Seed	lb	1.00	— 1.25
D—R. serot. White, Pure	lb	1.30	— 1.40
A—Rose Leaves, R. d.	lb	2.70	— 2.80
D—Saffron, American (Safflower)	lb	.50	— .60
D—Saffron, Spanish, True Valencia	lb	15.00	— 16.00
D—Salicin	lb	3.50	— 6.00
D—Salol	lb	1.40	— 1.50
D—Santalac, Gum, Clean	lb	.33	— .38
D—Santonin	oz	3.75	— 4.00
D—Sarsaparilla Root, Honduras, cut Mexican, cut Powdered	lb	.65	— .70
D—Senega Root Powdered	lb	.27	— .30
D—Senega Root Powdered	lb	.37	— .42
D—Senega Root Powdered	lb	.68	— .75
A—Senna Leaves, Alexandria	lb	.76	— .84
D—Senna Leaves, Alexandria	lb	.40	— .60
D—Sodium Benzoate	lb	1.60	— 1.70
D—Sodium Hypophosphite	lb	.90	— 1.10
D—Snake Root, Canada Powdered	lb	.40	— .60
D—Storax, Liquid	lb	.45	— .55
D—Tamarinds	kegs	.34	— .38
D—Tamarinds	kegs	3.00	— 3.25
A—Tartar Emetic	lb	.40	— .50
D—Thymol	lb	9.50	— 10.00
Iodide, U. S. P.	lb	7.00	— 7.50
D—Tragacanth, Aleppo, extra No 1	lb	2.75	— 3.00
D—Tragacanth, Aleppo, extra No 1	lb	2.25	— 2.40
A—Valerian Root, German Powdered	lb	.35	— .40
D—Wax, Bees, Yellow Japan	lb	.40	— .45
D—Wax, Bees, Yellow Japan	lb	.35	— .40
D—Wax, Bees, Yellow Japan	lb	.22	— .27
A—Zinc Oxide, American, U. S. P.	lb	.28	— .31

NOTE—A, advanced; D, declined; C, correction; N, note.

**N**EW YORK, Oct. 22.—A study of the market reports for the past fortnight shows that there has been a gradual recession of prices for many articles which, a month ago, were either demanding fabulous prices or were practically unobtainable. Purchases, however, have been largely restricted to current requirements, and this lack of demand, together with the fact that considerable supplies have accumulated in warehouses here, have also developed price shading on the part of competing dealers in an effort to stimulate business. With few exceptions, all commodities are lower in price than they were shortly after the opening of the European war, but nearly all are higher than they were before hostilities began. Good quantities of most supplies are now coming forward, and but few shortages are anticipated. Among the more important advances noted are those for acacia sorts, alcohol, barium nitrate, calendula flowers, rose leaves, red oil of rose Kissanlik, naphthalene balls, colocyath, colchicum, elm bark, all forms, malva flowers, German aconite, belladonna, and valerian, and concentrated lactic acid. Among the more important declines are carbolic acid, picric, pyrogallic and salicylic acids, cacao butter, caffeine, guarana, ipocac, morphol, salicin, salol, santonin and many of the essential oils, particularly the Mexican essences. Potassium permanganate is considerably lower, the only potash salt indicating a lower trend in value. Opium, morphine, quinine, and the most of

the regular staples are stationary, so far as quotations appear, cod liver oil being an exception. The situation may be summed up in the statement that the absence of any buying demand is the chief cause of the sagging of prices which has characterized the market since our last report.

**OPIMUM.**—New arrivals of gum have been received from Greek and Italian ports by way of England and these have tended to ease the prices somewhat. However, jobbers' quotations remain unchanged at \$11@ \$13 for natural, \$12.50@ \$14.50 for granulated, and \$12.40@ \$14.40 for U.S.P. powdered. According to government statistics, the imports for the eight months of the year ending August were 258,704 pounds, valued at \$1,141,132, as against 491,030 pounds, valued at \$1,814,314 for the corresponding period of the preceding year. It is said that huge quantities of Indian and Persian gum are held in England, whence all shipments to the United States are coming.

**QUININE.**—The market still continues firm at 31c per ounce in 100-ounce tins, with a belief that domestic manufacturers will soon advance their prices. There is some demand for export, and it is believed that this is an article that is badly needed by the warring nations. At the recent auction sale held in Amsterdam, all of the 50,000 ounces of salts of British Pharmacopoeial quality offered were taken at the average price of 21½ florins.

**COD LIVER OIL.**—Und r keen competition and absence of demand, dealers have reduced prices and are now quoting 90c @ \$1 per gallon; in barrels, \$21@ \$23 each; half-barrels, \$11.50 @ \$12.50.

**GLYCERIN.**—There is some inquiry with quotations ranging from 35@ 40c per pound. Shipments from South America have been received in this market which under normal conditions would have gone to London, but on account of the war were deflected here.

**CACAO BUTTER.**—Is slightly easier and prices have been marked down to 34@ 38c per pound in bulk, and 36@ 40c for Dutch.

**MENTHOL.**—Keen competition has caused a recession in dealers' quotations and \$3.25@ \$3.50 per pound is asked for crystal. It is reported that the October-November crop in the country of production has been contracted for.

**SALOL.**—Following the recent decline in the price of phenol, domestic manufacturers have lowered their prices, and jobbers now quote \$1.40@ \$1.50 per pound.

**SALICIN.**—The arrival of liberal supplies has eased the situation materially, and the article is now obtainable at \$5.50@ \$6 per pound.

**SANTONIN.**—This article shows a decline, jobbers quoting \$3.75@ \$4 per ounce.

**CARBOLIC ACID.**—Last month's quotations have been considerably shaded, the belief existing that domestic manufacturers will be able to provide sufficient supplies to meet any probable demand. For crystal in bulk the prevailing quotations are 42@ 50c per pound; in 1-lb. bottles, 53@ 58c; crude, 10 to 95 per cent., 60c@ \$1 per gallon.

**CITRIC ACID.**—Recent heavy arrivals of this acid and citrate of lime from Italy and the West Indies have tended to ease the market, manufacturers, however, still continue to distribute their stock sparingly. Prevailing jobbers' quotations are 73c per pound in kegs, and 83@ 90c for less.

**IPECAC.**—With the arrival of fresh supplies, and under limited demand, all grades are lower, the following prices being asked: Caribagena, \$1.75@ \$1.90; powdered, \$1.90@ \$2; Rio, \$2.25@ \$2.40; powdered, \$2.45@ \$2.60.

**GUAFANA.**—Has declined to \$2.50@ \$2.75 per pound for whole, and \$2.75@ \$3 for powdered.

**CANTHARIDES.**—More liberal supplies are in evidence and holders have reduced their quotations to \$6.50@ \$6.75 per pound for Russian sifted, and \$6.90@ \$7.20 for powdered.

**COMBABA.**—South American, owing to recent arrivals from the country of production, has been reduced and is now obtainable at 60@ 70c per pound. Para is also lower and quoted at 65@ 70c.

**POTASSIUM PEFMANGANATE.**—Leading domestic manufacturers have reduced their prices, and the salt is now quoted at 52@ 58c per pound and 60@ 75c for pure powdered.

**ALCOHOL.**—Following the recent advance made by distillers of grain alcohol all grades have been marked up, the following quotations prevailing: Cologne spirit, U.S.P., barrels, per gal., \$2.80, less, \$2.90@ \$3.10; Commercial 95% U.S.P., barrels, per gal., \$2.70, less, \$2.90@ \$3.04, denatured, barrels and 1½-lb. casks, per gal., 38@ 42c. Methylc (wood) alcohol is also slightly higher, 55@ 60c per gal. being asked.

**MESSINA ESSENCES**—The deflection of supplies to this market, owing to the closing of European ports by the war, has not been without effect upon prices, as the following quotations will show: Bergamot, \$5.40@55.60 per pound; lemon, \$2.00@2.15; sweet orange, \$2.10@2.25. It is believed that the absence of consuming demand in Europe may cause a still lower price.

**OIL PEPPERMINT**—The market is depressed owing to the unusually large production of this year's crop and the absence of a consuming demand in Europe. Jobbers are quoting \$2.10@2.20 for New York, \$3.50@3.75 for Hotchkiss, and \$2@2.10 for Western.

**OIL PENNYROYAL**—This is also lower, \$1.85@2 per pound being asked.

**OIL HAARLEM**—Quotations are slightly lower than those of last month, \$3.40@3.60 being asked for Dutch. At the same time, raw materials have advanced, and this is reflected in an increase in prices in the Holland markets. The demand here is reported to be light and spasmodic.

**ERGOT**—Russian is in better supply and lower, whole being quoted at \$1.60@1.70 per pound by most dealers, and powdered, \$1.75@1.85.

**DANDELION ROOT**—German is in better supply, and in the lack of demand, has declined to 45@50c per pound for whole, and 50@55c for cut.

**CANARY SEED**—Augmented stocks of all varieties have caused dealers to revise prices, and Smyrna is now obtainable at 12@14c per pound.

**COUMARIN**—Increased stocks of this article are also in evidence, and holders have shaded to 60@65c per ounce.

**TARTARIC ACID**—The demand is light and quotations have declined to 68@78c for crystal, and 71@81c for powdered. Potassium bitartrate (cream tartar) is also lower, 55@60c per pound being asked.

**SALICYLIC ACID**—In sympathy with the decline in the price of carbolic acid, quotations for this article have declined to \$1.40@1.45 for 1-lb. cartons. Acid from gaultheria is quoted at 30@35c per ounce.

**THYMOL**—Is lower, \$9.50@10 per pound being quoted. It is reported that Great Britain will start extensive manufacture of this substance taking herself the output of ajowan seed of India, which heretofore has been taken by Germany.

**POTASSIUM CHLORATE**—In common with other potash salts the chlorate has advanced in price, 24@31c per pound being asked for crystal, and 28@33c for powdered.

**Uses of American Petrolax**

EDITOR THE PHARMACEUTICAL ERA:

We wish to contradict the assertion that the American Petrolax made from Pennsylvania paraffin oil is poisonous. It has been used by men, women and children for years for lubricating the intestinal tract, thus protecting the patient against disease, stimulating peristalsis and encouraging normal activity of the bowels. We guarantee our Petrolax to be free from acid or any foreign substance. We can supply it by the barrel or gallon as the customer may desire.

The writer has been an oil producer since 1865, and he knows thousands of people who are using the oil as a medicine. In cases of appendicitis it has been successfully used as an enema. Our physicians in the oil regions prescribe it for chronic constipation and get results. Cases of dandruff are immediately cured by our crude oil. The oil was found in the possession of the Indians when our armies came through the wilderness to the Great Lakes in 1776, and was used by them for rheumatism. The claim of dealers that our paraffin oil is poisonous is absurd.

Very truly yours,

AMBER OIL & REALTY CO.

P. O. Box 914, Warren, Pa.

**Nev-A-Hone Strop Stops Honing and Blade Expense**

Much has been written on razors and the mechanics of keeping them properly sharpened. In the advertising pages of this issue of the ERA the manufacturers call attention to their celebrated Nev-A-Hone Razor Strop which they state stops honing and blade expense. They also call attention to their Nev-A-Hone Razors, which are made in the U. S. from the finest quality of Sheffield steel and fully guaranteed. These specialties are offered to the trade at a price which affords 100 per cent. profit. See the Nev-A-Hone Razor Strop Co.'s advertisement for full particulars.

**Norwich Pharmacal Co. Protected.**

The Norwich (N. Y.) Pharmacal Company, which manufactures aspirin tablets, for some time has been annoyed by imitators of its goods. The United States District Court for the western district of Kentucky has just handed down a decision which permanently enjoins the Krieger Drug Company of Louisville, Ky., from using any "name or names, label, letter press, devices or arrangement thereof" identical with those employed by the Norwich Company. The costs of the action must be paid by the Krieger Company.

Shortly after the outbreak of the European war, which marked a sudden and violent increase in the price of aspirin, the Norwich concern became aware that its goods were being imitated. Investigation disclosed the fact that the Krieger Company, was merchandising an article bearing the printed name "Acetopyrine," which was compressed into five grain tablets, put up in bottles of 1000 and bore photographic reproduction of labels used by the Norwich company.

The Krieger people offered no defense, agreed to take up all of the imitated goods and make restitution to innocent purchasers. The imitations sold at about half price.

The Norwich firm also has begun action in the Supreme Court of Chenango County (N. Y.) to protect its interests against the Drug Products Company, alleging unfair competition in trade.

**Ormont Famous Camphor Ice**

Of the remedies employed at this time of the year for chapped hands, roughened skin, etc., there is none, perhaps, that is productive of better results than camphor ice. A specialty of this kind offered to the trade, and claimed by the manufacturers to be the only pure white product of this character, is Ormont Famous Camphor Ice, made by the Ormont Chemical Co., and advertised elsewhere in this issue of the ERA. It has been on the market for more than ten years and is put up in most convenient form—either flat or in tubes—for the user, at prices which afford a most satisfactory profit. See advertisement for particulars and write to the manufacturers for special offer.



**Norwich Display Fixtures**

The Norwich Nickel & Brass Co., of Norwich, Conn., have sent us a copy of its new catalog of display fixtures—a handsome book of some 400 pages containing fixtures of all classes of merchandise from adjustable mirrors to window reachers.

In these days of keen competition the proper display of goods is a subject that interests every live merchant. The Norwich Co. is probably the largest manufacturer of these goods, and it makes a great many articles that are very useful to druggists. Aside from the description of the fixtures themselves, one can get through a study of this catalog a lot of good ideas for the display of his goods and we strongly recommend every druggist to send for a copy, which we believe they will do if you mention the ERA.

**Ohio F. & D. Department's Display**

A drug display of considerable value, from an educational standpoint, was included in the exhibit of the Ohio Food and Drug Department at the fall festival held at Wilkesboro, O., recently. Among the items shown were samples showing the difference between adulterated and unadulterated articles; matters of information regarding the administration of the Ohio food and drugs law, and the law regarding weights and measures; packages and labels with analyses of fake, pure and impure drugs and patent medicines; and, perhaps the most interesting of all, a special display of the various utensils used in preparing and smoking opium, as well as cocaine and morphine syringes, and samples of the narcotics generally used by drug fiends.

**Imitation Essence of Maple**

Oil of Juniper .....	1 dram
Burnt sugar .....	2 ounces
Rectified spirit .....	3 ounces
Mix.	

**THE ERA COURSE IN PHARMACY**

Information for Era Course Students

The Era Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, and intended especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures; it can be completed in a year or less, depending on the experience of the Student; its cost is merely nominal. A complete Prospectus can be had by addressing

Director ERA COURSE IN PHARMACY,  
c/o D. O. HAYNES & CO.,  
NO. 3 PARK PLACE, NEW YORK.

**HOW A MICHIGAN LAD CLIMBED THE LADDER**

As an example of what grit and determination can do for a young man who has no resources except these qualities to put him through the battles of life, we are glad to present to other aspiring young men in the pharmaceutical world the photograph of Mr. John Vander Werf, of Holland, Mich., who graduated from the ERA COURSE in Pharmacy on Oct. 5, 1914. Mr. Vander Werf entered the Course in April, 1913, at the age of 18, and immediately gave evidence of being far above the average student, judging from the excellence of his recitation papers. His clearness and originality of thought proved his thorough knowledge of all the subjects he studied, and his final average was 97 per cent.



JOHN VANDER WERF

While we have not had the pleasure of knowing him personally, save through his letters, the DePree Chemical Co., of Holland, Mich., in whose employ Mr. Vander Werf, has been for about six years, is entitled to speak from their own experience of him as a student and

worker, and this firm expresses its opinion in no uncertain manner, as the following letter shows:

"THE ERA COURSE IN PHARMACY,

"One of our employees, Mr. John Vander Werf, has asked me to give you such information as you might want regarding him for the story you propose to publish, and I am glad to say that you have here a real subject for a story.

"This lad came to this company some six years ago, an orphan, without friends, and started in as an errand boy, and then doing menial labor around the plant. He was so attentive to his duties, so loyal, and so thorough, and seemed to have such endless ambition, that he has forged ahead of dozens and dozens of employees that had been with this company longer than he had, and to-day is holding a responsible position as an assistant manufacturing pharmacists in our San-Tox laboratories. He is another example of what young men without education, without money, and without friends, can do if they but have that indefinable something that drives them to success.

"Yours very truly,

"CON DEPREE, General Mgr.,  
THE DE PREE CHEMICAL COMPANY.

"Holland, Mich., Oct. 10th, 1914."

**Matriculation Graduates to Oct. 23, 1914. Graduating Number. Average.**

7846—John Vander Werf, Holland, Mich.....	97
7852—Thomas J. Kelly, Baltimore, Md.....	90
8110—William E. Dean, Ludlow, Ky.....	94
8120—Frank N. Tuttle, Terre Haute, Ind.....	93
8174—W. C. Lawrence, M.D., Montgomery, W.Va.	92
8223—Philomene Lacouture, Fall River, Mass....	87
8227—Henry A. Jockel, Baltimore, Md.....	92
8318—M. H. Galloway, Portland, Tenn.....	99
8336—Harry Hagenbuch, Mauch Chunk, Pa.....	95

The steamship Ruby, under American registry, arrived in Baltimore on Oct. 21, bringing in what is believed to be the largest cargo of cork ever imported. The consignment consisted of 1,098,360,000 cork discs, the duty amounting to \$114,412.

**Seattle Girl Wins W. O. N. A. R. D. Prize**

MISS Frances Edith Hindman, of the University of Washington College of Pharmacy of Seattle, Washington, was awarded the 1914 Ten Dollar Gold Prize offered by the W. O. N. A. R. D. to the young woman graduate registering the highest standing throughout her



MISS F. E. HINDMAN

course and in her final examinations, in the United States. Only those schools were allowed to compete which were of recognized standing in the Convention of Colleges of Pharmacy.

Miss Hindman was born in Baker City, Oregon, October 29, 1888. Her preparatory education was received in the schools of her home city. She entered the University of Washington College of Pharmacy, in September, 1908, and graduated with the degree of Pharmaceutical Chemist in June, 1910. In the fall of this same year she returned to the University to continue her work in the four-year course, and in her

senior year was made assistant in pharmacy and placed in charge of the laboratory instruction in drug assaying.

In June 1912, Miss Hindman received the degree of Bachelor of Science in Pharmacy. Much in love with her work, and greatly encouraged by the remarkable record she had made in her course of study so far, she again returned to the University in the fall of 1912 to continue the work for the Master's degree and was given the position of graduate assistant in Pharmacy with duties as laboratory instructor and assistant to Dean Johnson in the work of state chemist.

Washington was one of the first states to take up a systematic bacteriological study of foods and drugs, and during Miss Hindman's second year of graduate study, she was placed in charge of this bacteriological work.

In June, 1914, she received the degree of Master of Science in Pharmacy. Her major work for this degree was in pharmaceutical chemistry and included a historical and chemical study of the bark of *Rhamnus Purshiana*. The historical part of the thesis is being published in the *American Journal of Pharmacy*. The results of the chemical investigation will be published later in the same journal. Her minor work was in bacteriology. For the coming year she continues as a regular instructor in the College of Pharmacy and as assistant state chemist and bacteriologist.

This distinguished record has been supplemented by practical experience in pharmacy in the city of Seattle, Miss Hindman having registered as a pharmacist in Washington in January, 1913. In April, 1914, she was admitted to membership in Sigma Xi, the national honorary scientific society, and is also a member of Alpha Chi Omega fraternity of this University.

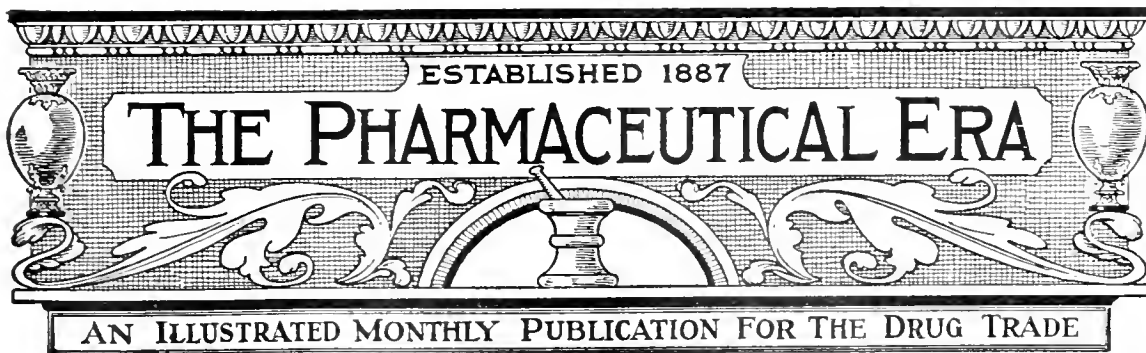
The Committee of the Women's Organization having the awarding of this prize in hand, found that a number of young women had taken very high standings and done most exceptional work, but the length of Miss Hindman's course—five years—and the superior excellence of her record passed all others. She is to be congratulated upon the success she has won. The recognition of the quality of her work in the form of the prize will surely be a life-long satisfaction to this earnest student of pharmaceutical matters.

**Photographic Mountant**

- Soft gelatin ..... 40 grams
- Distilled water ..... 120 c.c.
- Allow to soak for 24 hours and add
- Chioral hydrate ..... 20 grains

Heat on a water bath till liquid, or for about an hour, and then neutralize with a few drops of solution of sodium carbonate.

Another good mountant may be made by dissolving 2 ounces of dextrin in 6 ounces of boiling water and adding, when nearly cold 1 ounce of alcohol.



# THE PHARMACEUTICAL ERA.

PUBLISHED ON THE FIRST OF EACH MONTH.

**D. O. HAYNES & Co.** . . . *Publishers*

No. 3 PARK PLACE, NEW YORK

Telephone, 7646 Barclay. Cable Address, "Era, New York."

### SUBSCRIPTION RATES:

Single Copies, 15 cents.

D.estic Rates to U.S., Cuba, Hawaii, Porto Rico, the Philippines and Mexico.....	\$1.00 a year
To Canada, postpaid.....	1.50 a year
To Foreign Countries in Postal Union.....	2.00 a year

THE ERA PRICE LIST with Subscription, 50c. a Copy.

PRICES INCLUDE POSTAGE AND PAYABLE IN ADVANCE.

REMIT BY P.O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection charges if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, D. O. Haynes; vice-president, E. J. Kennedy; secretary, N. W. Haynes. Address of Officers is No. 3 Park Place, New York.

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## Table of Contents.

### READING SECTION.

EDITORIAL AND PHARMACEUTICAL .....	Pages 545-562
Editorials .....	545-547
Book Reviews .....	548
Correspondence .....	549
How to Build a Prescription Business .....	549-550
Compensation Insurance .....	551
Medicinal Plant Gardens .....	552-553
Jottings from Great Britain .....	553
Selected Formulas .....	554
Foreign Abstracts .....	555-556
Question Box .....	557-558
Some Phases of Commercial Pharmacy .....	559-560
Legal Decisions .....	560
Women in Pharmacy .....	561-562

NEWS SECTION .....	Pages 563-578
Mostly Personal .....	563-564
Obituaries .....	565-566
Application of the Stamp Tax.....	567-571
News from the Associations .....	572-575
Schools and Colleges .....	575-577
Barium Poisoning .....	578

TRADE SECTION .....	Pages 579-592
Adjusting Customers' Complaints .....	579
From the Business Field .....	581-583
Board Examinations .....	584-585
Patents and Trademarks .....	587-588
Market Reports .....	589-591
Era Course in Pharmacy.....	592

### DRUGGISTS AND THE STAMP TAX

In this issue of the ERA we devote considerable space to the law recently enacted by Congress to provide an increase in the internal revenue tax, more popularly designated as the "stamp tax act." Under this law, druggists, in common with other business men, are liable to the stamp tax imposed upon the issuance of commercial paper, and must pay a special tax as tobacco dealers, etc., but under Schedule B of the act, upon them is imposed the responsibility of placing or of seeing that stamps are placed on all perfumery, cosmetics, chewing gum, etc., that they may sell. The provisions of this schedule become operative today (December 1), and if he has not done so already, it behooves the druggist to quickly acquaint himself with what the act requires of him.

It is not necessary at this time to rehearse the various steps which led up to this legislation; the Act as it now stands upon the statute books is what most concerns the druggist. But THE ERA can say it believed it was the intention of Congress that the manufacturers should stand the expense of the stamp tax, and that as soon as it became assured that the measure would pass as the law did pass, it placed this matter directly before the manufacturers of such goods, requesting that they would give us for publication a statement of what they proposed to do. The argument was advanced that retailers could ill afford to provide the tax on these goods, for most of them were engaged in an industry that was already subject to special taxes, as well as general taxes, tobacco dealer's tax, etc., and that under the circumstances they could not pass the tax on to the consumer, because the amount would be too small to be added to the general retail price.

In the results of this campaign to aid the retail druggist we believe that we have done effective work, and it is for this reason that we are glad to present the statements of so large a number of manufacturers, the great majority of whom announce that they will pay the tax without increasing their prices, and some of whom even go further and state that they will furnish stamps for the goods the retailers may now have in stock and which were purchased long before the act passed. Such actions as these go far toward creating a spirit of co-operative interest between the retailer

and the manufacturer; that the manufacturer is wisest who considers and shows by his actions that the retailer's problems are his own, and that to be successful in the sale of manufactured goods, the manufacturer must help the dealer. Such an exhibition of helpfulness and loyalty makes friends and makes sales.

In many quarters there has seemed to be a lack of appreciation on the part of druggists as to the application of the law to their business. One or two have even told us that they supposed the authorities would inform them what they were to do to conform to the law. Never were men in a more mistaken position. It is "up" to the druggist himself to find out what the law requires and then to act accordingly. Ignorance excuses no one, and particularly when it comes to answering charges preferred by United States Revenue officials. Druggists should study the law in its entirety and more especially the requirements of Schedule B.

Many questions as to the interpretation of the law are likely to arise, but these will all be decided in time. For the purposes of the Act, soap has been decided not to be soap when it is advertised and sold as a beautifier of the skin, a rather strained definition, but it is given as an example of the rules of procedure that will apply in determining the taxability of the articles broadly enumerated under Schedule B. We shall use our best endeavors to keep druggists posted on the technical decisions that may be handed down by the Commissioner of Internal Revenue in the determination of points that arise under the law; but it will remain with the individual druggist to get in touch and to obtain a broad working knowledge of the Act.

#### IMPORTS AND PRICES

THE list of importations printed in each issue of WEEKLY DRUG MARKETS furnishes an excellent price barometer. Last week the arrival of drugs and chemicals from foreign countries was unusually heavy as compared with previous weeks since the beginning of the war in Europe, and the fact was quickly reflected in the downward tendency of quotations.

In the prices current of drugs and chemicals in original packages and the jobbers' prices current there are at present an average of more than three hundred changes each week. Such a market, while by no means active in the volume of trading done, displays sufficient variety to make it highly interesting to persons immediately concerned. Plainly, many a day will pass before normal conditions will be restored in the drug and chemical trade. In several well-informed quarters it is stoutly maintained that the present reaction is merely the "slack" preceding a strong upward movement. Persons holding this opinion base it upon the belief that when present stocks are exhausted many articles will be very scarce or wholly out of the market. Herbs and flowers from which many of our drugs are derived are grown in the very sections of Europe that so far have been the greatest

sufferers from the ravages of war. Furthermore in parts remote from the sound of cannon there is a dearth of the kind of labor needed to cultivate and harvest crops. Conscription has done its work thoroughly. Therefore with little or no production in prospect for next year, with only part of this year's yield harvested it would seem that henceforth there necessarily must be an illuminating relationship between importations and prices.

#### THE PLEA OF IGNORANCE FAILS

THE two cases of death from barium sulphide poisoning described in our news columns show striking similarities. In both instances barium sulphate was the substance in the physician's mind while writing the prescription, and in both cases the druggist dispensed sulphide. Again, both druggists were loud in their protestations that in many years of practice they had never been called on to dispense barium sulphate for internal use, and therefore concluded that the sulphide was intended. In one case the poisonous and evil-smelling sulphide even passed into the hands of the physician and was administered by him, without sight and smell warning him that something unusual was at hand. In spite of the deplorable blunder on the druggist's part, fatal outcome might still have been avoided here if the physician had been—if one may use the expression—technically alert; that is, if his senses had been keenly alive to the physical characteristics of the substance he expected to see and administer.

There cannot be two sides to the argument advanced by the Baltimore physician, that "sulph" in a prescription always stands for "sulphate." Such a statement, however sincerely made, is simply not in accord with the facts, and prominent authorities are agreed on this point. A prescription calling for "Barium Sulph." is dangerously ambiguous *per se*, and the physician is culpable for not having made his orders unmistakable.

Of chief interest to us, however, is the claim made by both druggists that never before had they been called upon to put up barium sulphate for internal use. This is a striking comment on the extent to which these two men failed to keep abreast of the times in their professional information. At least three chemical manufacturing houses in this country have had a specially prepared barium sulphate for internal use on the market for periods varying from six to thirteen months. More than two years ago the ERA contained references to the use of barium sulphate as a contrast medium in X-ray work, being substituted for the expensive bismuth salts. Other journals, both medical and pharmaceutical, have presented numerous accounts of the substance, with formulas for its administration. There has been ample opportunity for the druggist to learn that physicians were using barium sulphate internally, and to realize, if he lived in a town where Roentgen diagnoses were made, that he might be asked at any time to dispense it. It is futile for these two druggists to put forward in extenuation the claim that since a prescription for barium sulphate was unheard of,

therefore they might assume that the sulphide was really wanted. This argument proves entirely too much, because it can be applied to every remedy or medicinal agent past, present, or future. There was certainly once a time when morphine had never been prescribed by a physician, but we cannot believe that when the first prescription calling for the new alkaloid appeared, the pharmacist dispensed "something else." on the grounds that he had never, in fifteen years of experience, known a physician to order morphine for a patient.

We often hear that "professional" pharmacy is on the wane. But if two pharmacists had been a little more professional, and had made a sufficient effort to inform themselves as to what was going on in their world of activity, two accidents might have been averted, and one physician could have been given an excellent lesson on the need for absolute clearness in prescribing.

#### DEVIATIONS FROM STANDARDS PERMISSIBLE?

DRUGGISTS of this State will be interested in the opinion recently handed down by Attorney-General James A. Parsons in reply to an inquiry of the New York State Board of Pharmacy as to whether the statutes permit an omission of a prohibited drug from a standardized preparation, even though attention is called to such an omission. This question, as most ERA readers know, was prompted by the fact that the New York City Department of Health adopted an ordinance prohibiting the sale of all preparations containing narcotic drugs, including those permitted to be sold by the Boylan Anti-Habit Forming Drug law, with the further provision that "in dispensing, without a prescription, Stokes' Expectorant (found in the National Formulary) druggists will be expected to dispense it without the paregoric (opium), which is an official ingredient thereof." The omission of such narcotic, however, must be declared on the label, as "Stokes' Expectorant without paregoric."

Under the statutes of the State Food and Drugs Act, no variations are permitted from standards for drugs or preparations named in the Pharmacopoeia or Formulary, and yet here the position taken by the Attorney-General seems to favor such variations. He claims that the sale of a medicine which contains no opium at all, or other prohibited drug, cannot by any possible construction violate the Boylan law dealing with the sale of domestic or proprietary remedies. Further, according to his opinion, authority is given in paragraph 5 of section 237 of the State Health law to sell those preparations recognized by the Pharmacopoeia and National Formulary without the prohibited drugs, by labeling the preparation with the name found in the Pharmacopoeia or Formulary and indicating thereafter what has been omitted or withdrawn. In other words, when the preparation is sold by mere name alone, it should conform to the official standard. When a certain ingredient is omitted and the omission disclosed, a new or professed standard is provided which permits such sale, if the preparation conforms to the professed standard expressed on the label.

Such a sale, the Attorney-General holds, would not involve any violation of the Boylan law or of the section of the Public Health law which forbids the adulteration of drugs.

The opinion may be in line with the theory of the Federal Food and Drugs Act in permitting the sale or shipment into interstate commerce of any drug or preparation that conforms to its expressed standard, but it does not accord with the provisions of the State law, which, as we have indicated above, permits no variation from U. S. P. or N. F. requirements. According to the Attorney-General's opinion it will be permissible to sell camphorated tincture of opium (paregoric) without any opium at all, and the absurdity of labeling a preparation "without opium" which takes its name from that constituent is not surpassed by many of the curious anomalies that have been developed in legislation of this character. There may be birds that cannot fly, but the instances where naturalists have perverted nomenclature to express the fact are very rare. Moreover, the opinion is antagonistic to the Regulation regarding the misuse of names.

#### THE SODA FOUNTAIN'S ANNUAL PREVIEW

IN the automobile trade it is customary for trade journals to devote considerable space in the late summer and early fall to the new lines of automobiles to be put out by manufacturers for the following year. Our contemporary *The Soda Fountain* is convinced that something of a similar nature relating to the lines of soda fountains to be offered by the principal manufacturers would be of vital interest to buyers of these goods, and it has accordingly announced that the forthcoming December issue will be devoted to a "Preview" of the fountain trade and what the manufacturers will offer during the coming year.

All druggists who have soda fountains are interested in the improvements in the apparatus for dispensing soda water, and they have been quick to note all advances that have been made in the direction of sanitation and labor-saving devices. To this end *The Soda Fountain* has taken up the subject with every manufacturer who is an advertiser in that publication, and these represent practically all of the manufacturers in this line in the country, and has secured first hand information regarding new styles and types of apparatus which is sure to prove of value to every individual engaged in dispensing, but more particularly, to the man who wants to buy a soda fountain.

The December *Soda Fountain* is also recommended to all dealers who contemplate making changes in their fountain equipment, for it will place before them detailed information regarding the lines of goods offered by each manufacturer. Besides being informative, the material thus assembled will be suggestive, and will afford the druggist real help as to how he can best meet the conditions for increasing his business in this department during the coming year. To the prospective buyer, the issue will give him an exceptional opportunity to get an accurate line on the fountains offered by reputable manufacturers.

## BOOKS REVIEWED

**CHEMICAL TECHNOLOGY AND ANALYSIS OF OILS, FATS AND WAXES.** By Dr. J. Lewkowitsch, M. A., F. I. C. Consulting and analytical chemist, and chemical engineer in "soap manufacture" and in "fats and oils" to the city and guilds of London Institute. Edited by George H. Warburton. Fifth edition, entirely rewritten and enlarged. In three volumes, Vol. II, XIV + 944 pages, cloth, \$6.50. London, Macmillan & Co., Ltd.

The delay in the appearance of the second volume of this great work is due to the death of Dr. Lewkowitsch shortly after the appearance of the first volume, reviewed in the ERA of November last year. In a way, this delay has served a useful purpose in that it has given the editor scope for the addition of the most recent data up to the eye of publication. We are positive that the work will hold an important place in the literature of the subject.

This volume covers the commercial preparation of the raw materials used in the oils, fats and waxes industries; and methods of preparing, refining and examining natural oils, fats, and waxes, and detecting adulterations. In the arrangement followed, the analyst, by means of the tables placed before him, has a ready means of identifying any unknown oil or fat which he may have to examine. Next comes a discussion of those factors which influence the chemical composition, and then follows an outline of those adulterants most likely to be met with, together with tests for the determination of the same. The author notes that in the course of his investigations most of the color reactions so much relied upon in former years, have been found useless, and he therefore omits them from this treatise. The order in which the natural oils, fats, and waxes are enumerated by the author is determined by the magnitude of the iodine value, and this sequence is quite uniformly followed throughout the book. Chapter XIV, containing more than 900 pages, is devoted wholly to the technology of the subject, and constitutes in concise form a complete series of monographs of all known natural products of this description. In this volume, the French, German, and Italian names of each individual oil, fat, and wax are given, while botanical and zoological names are supplied in the form of indexes with page numbers referring to the text.

**PROCEEDINGS OF THE AMERICAN ASSOCIATION OF PHARMACEUTICAL CHEMISTS.** Seventh annual meeting, held at the Hotel Somerset, Boston, Mass., May 25 to 30, 1914. 8 vo., 318 pages, cloth.

The aims of this progressive association are very clearly set forth in this volume, and the various addresses and reports of committees presented at the Boston meeting are evidence, if evidence be needed, that the members are promoting a more enlarged and friendly intercourse among themselves and are doing a great deal "to encourage and preserve the highest standard in business and manufacturing conduct in true harmony with the ethics of the medical and pharmaceutical professions." One of the most illuminating and interesting parts of the book is that containing the report of the Committee on Costs and Overheads, particularly the paper by Prof. Edgar L. Patch of Boston, and the report of Dr. S. E. Masengill, of Bristol, Tenn. As an exposition of some of the problems of manufacturing economics, these contributions are noteworthy, while the conclusions drawn and hints therein given should prove helpful to all engaged in pharmaceutical manufacturing. The volume contains a list of the firms holding membership in the association, now numbering more than forty, a list of the officers and committees for the current year, and a number of full page half tone reproductions of the principal officers.

**A SHORT HANDBOOK OF COSMETICS.** By Max Joseph. Second English Edition, revised with Appendix. 12 mo., 97 pages, cloth, \$1. New York. E. B. Treat & Co.

This is one of the best little manuals that we know of on this subject, and the druggist will find it a most helpful addition to his library. According to the author, cosmetics is merely a department of dermatology, and to obtain good results in the art, the medical man will do so only as he has familiarized himself with the elements of that subject. As a matter of common knowledge, a large part of the cosmetics exploited today are not to be ranked as "beautifiers," for the

conditions which they seek to ameliorate are not reached by such compounds. Here the author would direct the physician and druggist aright, which he does by taking up each separate medicament and noting for which affections it is to be used. The druggist will find within the volume many new formulas for all kinds of cosmetics, while the hints given are all that one would look for in this latest book on the subject.

**WELLCOME PHOTOGRAPHIC EXPOSURE RECORD AND DIARY, 1915.**

This little annual, bound in the well known red, contains a mine of information as to exposure, development, etc., which every photographer needs, and also supplies answers to many questions which are frequently asked by amateurs but often left unanswered in the ordinary textbooks. To mention a few of the points covered, the book tells you how to tone bromides green, how much flashlight powder to use, how to intensify color plates, how to get warm tones on gaslight paper, about factorial development, photography at night, speeds of bromide papers, exposure for interiors, sepia or blue toning, staining prints, and dozens of other things that space will not permit us to enumerate here. Fixed inside the back cover is the "Wellcome Exposure Calculator," an ingenious device which, by a single turn of one scale gives the correct exposure for any plate or film at any time of day or year. By its use the photographer is able to effectively reduce the percentage of spoiled plates, thus considerably lessening lots of unnecessary expense. The book is issued in wallet form complete with lead pencil, and may be obtained of all photographic dealers and booksellers. Price in the United States, 50 cents.

**INDEX TO PATENTS, TECHNOLOGY AND BIBLIOGRAPHY OF CHINA WOOD OIL (Tung Oil).** Compiled and published by George H. Stevens, Irvington, N. J. and J. Warren Armistage, Newark, N. J.

This index of 135 pages, quarto size, and printed three columns to the page, really furnishes a key to the voluminous literature relating to this oil, the authors stating that it is a compilation of everything that has been written about Elaeococca oil (China wood oil), the whole representing something over 800 publications and nearly 200 patents, about 500 people, authors and experimenters being responsible for the various statements. The technology data to which this index refers has been reproduced from typewriter manuscript, the patent portion by photographic process, the whole being arranged on uniform sized sheets  $8\frac{1}{2} \times 11\frac{3}{8}$  inches and gathered in loose leaf binders into four huge books, comprising nearly 2,000 sheets, of which about 500 are blue prints. Only a small manuscript edition has been prepared, and sets will be made up only on orders, which may be sent to either of the compilers. If one may judge anything by the printed index, literature of the subject would appear to have been thoroughly scanned.

**THE PHYSICIAN'S VISITING LIST (Lindsay & Blakiston's)** for 1915.

This is the 64th year of the publication of this List, a work that has proved satisfactory to more than one generation of practitioners. The List is furnished in three editions, regular, perpetual and monthly, ranging in price from \$1.25 to \$2.50, according to style and size. Besides the blank leaves for visiting list, memoranda, addresses, accounts, obstetric and vaccination engagements, records of births and death, etc., there are many tables likely to prove useful to the busy physician, such as incompatibilities, metric weights and measures and their equivalents, doses, quarantine periods in infectious diseases, thermometric tables, etc.

**PROCEEDINGS OF THE TWENTIETH ANNUAL MEETING OF THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES, 1914.** 8 vo., 186 pages.

This volume contains the proceedings of the association held in this city last April, as also the several special addresses delivered before the members at that time. Of these the addresses of O'Brien Atkinson on "Sources of Credit Information," John Clyde Oswald on "The Future of Business," and of Gilbert H. Montague on "Monopoly and Price Cutting" will well pay perusal. According to Secretary Henderson's report, the membership on April 1 numbered 47 active, 63 associate, and 4 honorary.



## CORRESPONDENCE

### THE STANDARD DRUG CO.

Cleveland, Nov. 6th, 1914.

Editor *The Pharmaceutical Era*,  
Dear Sir:

We have your communication regarding War Tax Stamps. We have had notices from numerous companies manufacturing perfumes and toilet articles, stating that they expect to bear all the expense of this tax, notably Colgate & Co. and the manufacturers of Lyon's tooth powder.

We received yesterday a notification from Lehn & Fink, stating that they were advancing the price of Pebeco Tooth Paste to \$4.20 per dozen list. The strange part of this is that they think it necessary to advance their price on a tooth paste they had been listing at \$4 per dozen, which is made in America and which in our opinion does not cost any more to manufacture than Colgate's or any of the rest.

We think the druggists should take a stand against them in this case.

Sincerely yours,

THE STANDARD DRUG CO.

C. E. Roseman.

### LEHN & FINK

120 William St.

New York, Nov. 14th, 1914.

Editor *The Pharmaceutical Era*,  
Dear Sir:

Replying to yours of the 13th as to letters you have received from subscribers to the "Era" objecting to our advancing the price of Pebeco Tooth Paste, we beg to state that we shall bear the War Tax on all our proprietary toilet articles such as Crown Goods, Riveris Talcum Powder, etc. with the exception of Pebeco Tooth Paste. As to this preparation we are not entirely free under our arrangement with foreign principals.

Yours truly,

LEHN & FINK.

### Wood Alcohol Seller Not a Vermont Druggist

Editor, *The Pharmaceutical Era*:

In justice to the druggists of Vermont and the profession at large I desire to have published the facts relative to the Bisbee case at Bristol, Vt.

Dr. D. A. Bisbee sold, or at least is accused of selling and has not denied the fact, what he supposed was alcohol but which proved to be wood alcohol, and as a consequence 13 deaths have resulted so far. Naturally it has caused a great deal of comment and the various papers have stated that he was running a drug store, which is not the case. Bisbee is a graduate of a medical college and has practised as such, but as he had been confined in prison, his license as a pharmacist secured under the old regulation in force at the time the pharmacy law was passed, was revoked and upon his release from prison he again tried to secure a license but was refused examination by the Board of Pharmacy; later, his store was inspected by a member of this Board and he was compelled to take down all signs, etc., which would indicate that it was a drug store, but unfortunately the law in this state at present prevented closing the place entirely.

In view of the foregoing facts it seems unjust that pharmacy should be compelled to bear the stigma of such an outrage when he was no more to be classed with pharmacy than the ministry, for nothing but the fact that it is customary to call places drug stores that sell a few patents to cover something else, connected him with pharmacists as a class.

Trusting that you will give this the publicity it deserves I beg to remain,

Yours truly,

MASON T. BEEBE,

Secretary, Vt. State Board of Pharmacy.

Burlington, Vt., Nov. 9, 1914.

### Interchange of Certificates With Kentucky

Editor, *The Pharmaceutical Era*:

On page 529 of the November issue of your journal you make reference to the case of King vs. the Kentucky Board of Pharmacy sustaining the right of the board to make rules governing the interchange of certificates. The rule in question does not provide that the applicant must hold his certificate

for one year *after* being registered, as you state. Said rule was as follows:

No resident of this state or of any other state shall be deemed eligible for reciprocal registration in Kentucky upon the examination of the Board of Pharmacy of another state unless said applicant, at the time of taking said examination, shall have been a bona fide resident of said state and engaged in the retail drug business therein for a period of not less than one year *immediately prior* to said examination.

The purpose of the rule requiring applicants to have been engaged in the drug business in which applicant took his examination, for one year *before* taking the examination, was to break up the practice of applicants declining to take the Kentucky examination and going to other states and taking an admittedly easier examination.

Yours very truly,  
EDWARD BLOOMFIELD,

Attorney, Kentucky Board of Pharmacy.

Louisville, Ky., Nov. 9, 1914.

## How To Build A Prescription Business \*

By G. O. PATTERSON, Hawesville, Ky.

WHEN I was requested to read an article on this subject, my first inclination was to decline the invitation. I felt that the information that I might give would probably not be as valuable as that which could be obtained from other members of the Association, but after being informed that I might relate my personal experience in building a prescription business in a small town, I shall attempt to offer a few suggestions that may assist some of my fellow-druggists in localities similar to mine.

Since it is a foregone conclusion that the essential and vital point in this matter is to gain the confidence of your prospective patrons, I shall devote the greater part of this article to that item.

I can readily recall a little idea that came to my mind the first day after I started business—when a customer called for five cents' worth of senna leaves. The wrapping paper had not arrived, so I picked up a piece of newspaper, wrapped the package, started to write a label for it, and the customer remarked that it was useless to label it, but I answered that I did not want any article to leave the place unless it was plainly labeled, so that each customer might know what he or she had purchased. I am pleased to say that I have not varied from that rule, and I am sure that one practice has given me a prestige that is certainly worth while.

Another thing worth mention in the development of my prescription business is that no one in my employ is permitted to recommend nor offer for sale any secret formula preparation, either patent or proprietary. When asked to recommend such a preparation, we merely say that, since we have no way to know what this preparation contains, we do not feel that we can conscientiously recommend it, however it is advertised as a remedy for such a disease. In the greater per cent of cases of this nature we are asked to recommend a remedy. This we do if we feel that some simple remedy will have the desired effect. But if we see from a patron's talk that the trouble is more complicated, we listen in the most courteous manner, then suggest that he see his physician. While at times it is necessary to give details as to why it is better for him to see his physician, we have found that the time spent in that way usually results in getting a staunch prescription customer.

Along this line I might relate a peculiar condition I was brought into in one instance. While a customer was giving me a detailed description of the condition of her health, a young physician who had recently located in the town came into the store. After hearing what the lady had to say, I explained to her that it would be better to consult her physician, which she did. This physician had heard a part of the conversation, and after she had gone to his office and he had prescribed for her, he told her to take the prescription to a competitive store. But she informed him that she preferred my store, and she came and told me what he had said. When I went to see the physician about the matter, he remarked that I would have prescribed for the lady had he not come in

\*Read before the Kentucky Pharmaceutical Association, Lexington, 1914.

when he did. But I explained to him how necessary it is to hear full details before referring the customer to a physician. He accepted my explanation and today he is one of my closest business friends. A mention of this experience is to show that a clear understanding between physician and pharmacist should exist; and I believe that a satisfactory relationship will always exist if you will not stand behind your counter and consider your physicians enemies instead of co-operating with them on behalf of the profession.

When I began business the local physicians wrote practically no prescriptions, and there were quite a few of my customers who were going to physicians and specialists of more or less reputation. I felt that there was no reason why I should not get this foreign prescription business; so in order to get these patrons to bring their prescriptions home and allow me to fill them, I adopted a plan of visiting physicians and telling them and showing them that I was equipped to do this work and asking for their assistance, while on the other hand, I availed myself of every opportunity to show these patrons that I could and would gladly compound their prescriptions. After a short time I began to receive this out-of-town business. I gained a close business friendship with quite a few of the physicians from other towns and cities, and one year 75% of my prescription business was from foreign physicians. While frequently it was necessary to order items to fill these prescriptions, I was very particular to see that these were filled with dispatch, and I usually advised the physician when it was necessary to order the item. I found this plan was very satisfactory, and it established with them a confidence in me. They knew that I would give them what they wrote for and would offer no substitute.

The next step taken that has been advantageous in building my prescription business, as well as the general business, was I never pushed a non-secret; while I carry two lines manufactured by co-operative companies, I have not tried to develop that business, but I make a line of home remedies that I have established a very nice business on. I put these preparations up in regular prescription ovals, under a plain printed label, and wrapped in parchment paper. This makes a very neat and attractive package. I have been told often that to sell a foreign make preparation was more profitable than to take the time to make them at home, but I have always felt that I had rather have a customer call for the cough remedy that Patterson makes than to ask for Jones', and I firmly believe that the fact that these remedies are manufactured in my store has had quite a little bearing on my patronage and has to a great extent aided in establishing that confidence in our ability to compound prescriptions. You might wonder how my physicians feel about my line of preparations. Whenever this occasion arises, I explain to the physician that it is to their advantage that the public buy my make instead of patents, and the physician after being told about the combinations of such preparation, when he is called to see a patient and finds that they are taking one of these remedies, he will not say, "Why do you fool with patents?" but he will invariably say, "Oh, that is good, but I would suggest a change just now," and thereby giving you another chance at a future time. I have at times told physicians of the contents of some one of my preparations and have filled prescriptions for them. In this way the physician boosts my preparations instead of knocking them, as might be supposed.

As a result of these efforts, I am today selling more of my remedies than I am of all the patents recommended for the same purpose. But, let me say that myself or clerks never recommend one of my remedies when a patent is asked for, but we take particular notice of how the customer asks for a remedy, and if asked for a cough remedy, a blood purifier or a liver pill without specifying a particular make, we are on our job.

The greatest problem in building the prescription business is dividing the business from proprietary to U. S. P. and N. F. products. First, I made several of those products, and when one of the physicians would stop in, I would show him the process of manufacture and the finished product, and explain to him the advantage in using these instead of similar proprietaries. In the first place, the saving in price to his patient. That one point has won quite a few for me. And another point that it is well to mention is the fact that the laity does not become as familiar with the names of U. S. P. and N. F. products as they do with proprietaries. And along this line it is advantageous to urge the use of capsules and pow-

ders in preference to ready-made pills, tablets, etc. My argument in favor of this is: Mrs. A. comes in, says that Dr. B. prescribed some brown, red or green tablets for me, but they didn't do any good. I thought probably that they were inert, or old. I have frequently demonstrated to physicians that better results almost invariably come from medicines prepared in capsules or powders, instead of ready-made pills or tablets.

But with regard to U. S. P. and N. F. propaganda work, when preparing U. S. P. and N. F. preparations do not fail to call the physician's attention to the detail of preparing the preparations, and if the finished preparation has clear or bright appearance do not fail to mention it. These points always give you the opportunity for the necessary detail work, and if you fail to use these opportunities as they arise you will allow the specialty man to put one over on you. Understand I may have many friends among the traveling salesmen, and I admire their business ability, but I try to run my place on the idea that self-preservation is the first law of nature. Brother druggists, the one plan that I have found to be the most successful is that each of us knows that most active physicians have some pet formulas or combinations of drugs that they would like to have made in a staple preparation. After you once gain the confidence of the physicians in manufacturing U. S. P. and N. F. products, you can, from time to time, get these ideas, and by a little special effort on your part, you can work these formulas out into satisfactory preparation, and as soon as the physician sees it he will begin to use it as his own.

Now I have eight or ten preparations of my local physicians that they use most every day. Some might say that the physician might think he should have a commission on this business, but I have not found it so; I would not countenance anything of this kind, for I believe if the physician is given a square deal, and I will give him as much business as he gives me, the deal is perfectly square to each of us.

These preparations that I have made from the formulas of physicians are never sold except on prescriptions. Many times I have had calls over the counter for one of these preparations, stating that Dr. A had prescribed for Mrs. B; she told me that it was just the medicine for my trouble; but I always inform the customer that the preparation is a private formula of Dr. A which I make for him, and that I can not sell it without the consent of the physician. I have always found that this makes a favorable impression upon the customer for the physician, and it certainly takes well with the physician.

Now, gentlemen, I have tried to outline to you the plans that I have used from time to time, and the results of these efforts are gratifying when you consider that out of 1,000 prescriptions filled at my place from local physicians you will find the proportion of the prescriptions as follows:

5% Proprietaries.

5% Tablets or ready-made pills.

15% Preparations of my own make, not U. S. P. and N. F.

25% U. S. P. and N. F. preparations.

50% Chemicals or combinations in capsules, conicals or pills, suppositories; ointments, or lotions, made up as the prescription is written.

I have for a number of years endeavored, as the opportunity presented itself, to impress upon the minds of the public in my locality that a druggist should not attempt to practice medicine, as he lacked the necessary training by education or experience to diagnose or treat diseases, yet in his training he was compelled in a manner to know the action of drugs and the doses, but he was entirely without his sphere when attempting to prescribe. At the same time, I have endeavored to impress on them that the average physician is not trained by practical experience or school training to practice pharmacy, as the medical college does not attempt to teach the preparation of medicine, but only the application of it.

I have explained to the public at times of the protection against errors in combinations as well as dosage that an honest pharmacist endeavors to give the public, yet I never mention of the lives I might have saved by correcting errors; statements of this character are, to say the least, very unprofessional.

I have conducted this self-imposed campaign until today I have quite a number of people who will not employ a dispensing physician unless he will write a prescription.

I do not think I am encroaching on the medical profession when I say to the public that when a busy physician spends his time dispensing his drugs he is compelled to rely on the statements of the manufacturer or on the label of the prepara-

tion used, for it is impossible for him to familiarize himself with the processes necessary to prepare remedies; the physician who applies his time in reading and studying his profession instead of figuring the commercial end of dispensing his drugs, is better qualified to practice medicine and his patrons will get better service in the manner his prescriptions are prepared if they will insist on having their drugs dispensed by a qualified pharmacist.

The last and final question of building a prescription business is your charges. Do not attempt to build a prescription business with low charges for fear you will allow price to interfere with the quality. I have a reputation of charging high prices, but I have yet to hear that I have made a reputation of not supplying the best quality of drugs. As long as this reputation remains as it is, I am satisfied with the reputation I have in my locality; and while I may not reach the volume of business, I believe I will have the character of business that will remain satisfactory. I am sure I have never over-charged a man, considering the quality of service I endeavored to give. I do not believe in the idea that no prescription should be filled for less than 25 cents, for I have always made it a rule to fill small prescriptions, three or four capsules of any ordinary remedy, for 10 cents, believing this alone will aid prescription building, for if one makes a charge of not less than 25 cents for this character of prescriptions, the people will complain until the practice will compel physicians to begin giving out a few tablets, and if you are not careful this will lead to dispensing.

## Compensation Insurance

*Within the last five years various states have enacted laws providing for workmen's compensation in case of injury incident to employment, and we present herewith a synopsis of the California workmen's compensation, insurance and safety act which became effective on January 1 last. This synopsis, taken from the recently issued proceedings of the California Pharmaceutical Association, has been prepared with particular reference to the application of the law to druggists of that state, and many of the points brought out are common to all legislation of this character.*

### Compensation

**T**HE majority of the laws of the twenty-five states that have provided for compensation pay to the injured 65 per cent of their wages. This was the percentage under the Roseberry law, and it is maintained in the present California statute.

The new way of computing compensation, which is compulsory, excepting for agricultural pursuits and household domestic service, is based on the nature of the physical injury or disfigurement, the occupation of the employe, and his age at the time of the injury. This gives some men more money than other men, according to the schedule based on the three essentials referred to, for permanent injuries. In addition, there is provision for pensions, at a reduced rate, for those who are permanently and seriously hurt and who are unable to follow their vocations. In order to meet this extra cost, which affects very few men, the compensation payments do not begin until two weeks after disability. The Roseberry law provided for a waiting period of one week. It is believed the addition of the extra week will pay fully for the pensions of those who have been eliminated from the industrial field.

In order to receive compensation, injured workers must have been in the employment and the accident must "arise out of and in the course of" the business. Compensation can be denied if the injured person was intoxicated or guilty of wilful misconduct. The injured must accept compensation, and only has option to bring suit for damages when the employer is personally guilty of gross negligence or wilful misconduct, or has shown a wilful disregard of the life, limb, or bodily safety of the employe. It must be shown that the employer is guilty of these offences. It is impossible, under the law, to hold the employer for the act of a subordinate.

A casual employe is one who is employed outside of "the usual course of the trade, business, profession or occupation of his employer," and is not entitled to compensation if directly employed unless he works longer than one week. For instance, a man who is hired by a druggist to chop wood in a yard surrounding his house would be considered as doing work apart from the drug business and therefore coming under the title of

"casual employe." A drug clerk who is employed for a day is not a casual employe, because he does work within the line of the employer's business.

The death benefit is the equivalent of three years' annual earnings, not less than \$1,000 and not more than \$5,000. If there are no dependents, then all that is required from the employer is the payment of funeral expenses, not to exceed \$100.

### Medical Treatment

The compensation law requires full medical and surgical attention for injured wage earners for the first ninety days. The theory of this section is that compensation may be saved if the injured person can be restored to efficiency as speedily as possible, and, outside of that, there is the humanitarian viewpoint that considers each man or woman engaged in industry as a national asset.

The law makes it obligatory upon the employer, or the insurance company representing the employer, to furnish such medical, surgical and hospital treatment, including nursing, medicines, medical and surgical supplies, crutches and apparatus, as may be reasonably required at the time of the injury and within ninety days thereafter. If the employer, or the insurance company, neglects or refuses seasonably to provide this attention to the injured, then it is possible for the employe to secure the necessary care and charge it to the employer or insurance company.

### Insurance

Important indeed is the State Compensation Fund. The only practicable way for employers to protect themselves and to add the cost to the business is by carrying insurance. Realizing this, there are provided four methods: first, the State Compensation Insurance Fund; second, the regular insurance companies selling compensation coverage; third, mutual or inter-insurance companies; fourth, the employer to carry the risk himself. These methods are optional. The object of the State Compensation Insurance Fund is to sell coverage at a fair rate that will make sure that the injured men and women receive all that the law calls for, and will also have the advantage of reasonable cost for employers.

Insurance rates are based on not only the hazard of the industry, but the way that plants are safeguarded. The employer who installs all the protective devices possible, who places safety rails at the head of openings in floors and who takes all the numerous other precautions that are not only advisable but necessary, will be charged a lower rate than will the man who is careless in these respects. This means that there will be a premium for the careful and humane employer, and the cost of his installations for the protection of his employes will be repaid by the lower rates charged. The indifferent employer who is neglectful will have to pay a higher price for his insurance. As premiums are always based on the hazard of the industry, the prime object is to prevent all the deaths and all the injuries possible. This action is good for the nation, for the State, and it certainly should appeal to every man and woman, regardless of relations in industry.

Any employer who is insured in a reliable insurance company can be entirely relieved, by a process of substitution, from all responsibility for payments, regardless of how many deaths or injuries take place under the policy.

### Insurance Rates

The standard corporate casualty companies and the State Compensation Fund (California) write unlimited compensation insurance covering druggists at the following rates. Wholesale drug stores, including all store employes, 52c per each \$100 of payroll; retail drug stores, 35c per each \$100 of payroll; drug manufacturers (grinding medicine), \$1.05 per each \$100 of payroll. In connection with each of these classifications, the rate applicable to the employes whose duties are strictly in connection with clerical office work is 16 cents per \$100 of payroll. For salesmen, messengers and collectors, using public vehicles only, the rate is 21 cents per \$100 of payroll. For drivers of teams, and salesmen, messengers and collectors, using teams or automobiles, the rate is \$1.50 per \$100 of payroll. For drivers of commercial type autos, the rate is \$2 for each \$100 of payroll.

### Hair Tonic

Fluidextract of jaborandi .....	1 fl. ounce
Tincture of cantharides.....	½ fl. ounce
Soap liniment .....	1½ fl. ounces
Mix. Rub on the scalp daily.	

## Medicinal Plant Gardens

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sectariat, Bureau of Plant Industry, United States  
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It is not my intention in this paper to present a descriptive account of Medicinal Plant Gardens in general, or even to discuss the more important ones of this country, except in so far as reference to them may be necessary by way of illustration. It is my endeavor, however, to point out what to me appear to be the most popular misconceptions concerning the scope and function of such gardens, and to suggest how they may be made to increase their usefulness to materia medica and pharmacy generally.

For the purpose of this discussion Medicinal Plant Gardens may be regarded as falling under one of two general classes, the first being pedagogic, the second industrial. The pedagogic garden is naturally an adjunct of a school of pharmacy, or of a Botanic Garden. Its scope includes all medicinal plants that are adapted to existing soil and climatic conditions, supplemented by greenhouse facilities. Its function is to familiarize students with the habit and appearance of the entire living plant, some part of which is used as a plant drug, to supply the need for authentic specimens for observations and demonstration in the class-room, and to furnish materials for research work on the morphology and chemical constituents of drug plants. Necessarily it will be found desirable to grow a large number of species in this type of garden, but, owing to the cost of maintenance, the space which can be devoted to any one species will be very small.

The industrial garden, on the other hand, is an adjunct of public or private enterprises, the object of which is to give additional information concerning our agricultural resources. Its scope is the same as that of the pedagogic garden, but it differs very materially in function which is to serve for the determination of the adaptability of medicinal plants, not only to soil and climatic conditions, but to economic conditions as well. In the industrial garden, a large number of species will be tested on a small scale to determine whether the soil and climate are suitable for their growth, then the few promising ones must be tried out on an area large enough to yield reliable data on the actual conditions of commercial production. A considerable acreage of land is indispensable for this type of garden, if the results secured therein are expected to have much economic significance.

There is no lack of evidence that the general public often, if not as a rule, fails to differentiate the functions of the pedagogic and industrial gardens, since advice is freely sought from both regarding the production of medicinal plants for the sole purpose of deriving profit therefrom. It is also an open question whether this distinction in function is in every case clearly understood by those responsible for the management of medicinal plant gardens. Statements sometimes unguarded, or not properly qualified, and sometimes based upon inconclusive and insufficient data, have on several occasions inspired the imagination of writers for the popular magazines or daily press, and, as a result visions of large and easy profits have been portrayed under various alluring titles, as, for example, "Big Profit from Drug Weeds," "The Herb Grower Has a Chance at an \$18,000,000 Business," "A Profit of One Hundred Dollars Per Acre from Growing Medicinal Weeds." Moreover, the wide-spread interest in the possibility of growing medicinal plants for profit, which has been developed in this country during the past decade has been capitalized by a number of crafty promoters, who use the mails and the columns of journals and magazines to disseminate flamboyant advertisements of the enormous profits which may be made by growing certain medicinal plants. Frequently, the name of the plant is withheld until the victim has remitted from one to five dollars, for which he receives practically valueless instructions for the cultivation of some plant poorly adapted to our economic conditions. A typical get-rich-quick scheme, of this class, is explained thus: "It has to do with a certain plant which grows like a weed: it is cut and cured like hay and sells for 45 cents per pound, which is at the rate of \$900 per ton." The investment of one dollar brings the name of the herb with the further

information that the product of one acre will sell for \$1,800! As a matter of fact the commercial cultivation of this plant is almost unknown in the United States, and there is yet no established market for the American product.

These illustrations will account for the doubt which has arisen in my mind as to the propriety of purely pedagogic gardens being used as a basis for generalizing on the question of drug growing for profit. In agricultural experimentation, it is well recognized that the results from small trial plots must be interpreted with due regard for the large factor of error, which is always present. With proper care and attention, it is relatively easy to grow a luxuriant crop of any one of a number of drug plants on a square rod of good garden soil but what can be done under ordinary agricultural conditions on one or more acres can not be calculated therefrom by "a simple sum in arithmetic," as one writer has naively said.

There are numerous well authenticated instances in which the production of some medicinal plant has resulted in a fair profit, but there is yet no evidence at hand to justify the belief that satisfactory results can be secured without some practical experience in gardening, some knowledge of the requirements of crude drugs and due regard for economic conditions.

Every pharmacist and physician is or should be interested in obtaining crude drugs of highest quality and standard efficiency, but material progress toward the attainment of this end will not be favored by encouraging a large number of persons to become small producers. The result of small individual collections varying widely as to time, place and method of gathering is seen in the miscellaneous aggregates all too frequently found in our crude drug markets, and unless a perpetuation of this condition is desirable, little encouragement should be given to the suggestion that whoever has a small back yard available may become a producer of plant drugs.

The educational opportunity open to the pedagogic gardens is almost limitless. The dissemination of knowledge to countless individuals not having access to the garden itself regarding the history, geographic distribution, methods of preparation and uses of crude drugs may be accomplished through illustrated lectures and carefully prepared articles written for the less technical periodicals. Such misconceptions as, for example, that the production of ipecac in New England and vanilla beans in Iowa is a commercial possibility, or that stramonium is produced by a "melon weed" are all too prevalent, and should be corrected. But educational work along this line deserves little tolerance unless inspired by some motive more commendable than that of merely arousing interest in growing drug plants, otherwise the whole movement will sooner or later be discredited. Recently a reputable pharmaceutical journal published an article in which the writer set forth at some length the possibilities for the commercial production of a certain drug plant in the southwest. A request for further information brought forth from this writer the astounding statement that he had no personal knowledge of conditions in the southwest, but, *having grown this plant in one of the northern States*, he saw no reason why it should not be profitably grown in the southwest "on rocky and otherwise unprofitable land, on hillsides or arid desert soil." In this case, the motive was evidently merely the arousing of interest, and the writer mentioned displayed a fine disregard for the practical difficulties attending the growing of the plant in question which sharply localize the areas on which it may be economically produced.

The time is certainly ripe for injecting into discussions and recommendations regarding the cultivation of medicinal plants some of the sanity and discrimination which characterize conservative business operations. Such a course is necessary if the interest already aroused is to be retained and directed along lines productive of beneficial results. It should be remembered that the expense of agricultural operation varies widely according to location. In some localities, the outlay for farm labor will be three and one-half times as much as in others. Sometimes we find a low expense for labor associated with a heavy outlay for fertilizers, sometimes heavy expense for both labor and fertilizers, and, again, low expense for both. The complications introduced by these factors alone render it practically impossible to make any safe general statement as to the profitableness of drug growing. Furthermore, two localities separated by a distance of less than fifty miles may present a totality of conditions so different that a drug-growing enterprise which could probably be conducted at a profit

\*Read before the Scientific Section of the A. Ph. A. Detroit meeting, 1914.

in the one would with equal probability fail absolutely in the other.

I do not wish to be understood as taking the position that there is no opportunity in the cultivation of medicinal plants, for I have abundant evidence that given the *necessary favorable conditions* a fair return may be expected from several drug crops. On the other hand, I also have abundant evidence that hundreds of persons have received the impression that drug crops can be grown by anybody anywhere at a profit far in excess of that to be obtained from ordinary cultivated crops. I am convinced that in some cases optimism and enthusiasm have been allowed to outrun common sense, but if in the future due consideration is given to the fundamental principles of agricultural economics, I believe that a rational attitude toward commercial drug plant cultivation may be developed.

The founders of the several excellent pedagogic gardens which are now maintained in connection with certain schools of pharmacy have inaugurated a movement which promises much for the future of materia medica and pharmacognosy. It is sincerely to be hoped that their example will lead to the establishment of such gardens in connection with each of the 75 or more schools of pharmacy in the United States, and to an extension of the scientific study of medicinal plants. The problems demanding attention are very numerous, but some of the lines of study and investigation which need to be emphasized are those concerning the adaptation and acclimatization of medicinal plants, the conditions under which the active principles of plants are formed, and the behavior of the plants themselves under varying conditions of climate and culture. Moreover, the selection and breeding of medicinal plants not only promises to yield results of great practical importance, but also affords a field for the widest scientific activity.

It is to be regretted that at present there is no satisfactory way in which the investigations being made upon medicinal plants in different sections of this country can be properly correlated and reduced to form for definite comparison. Especially desirable is a practicable basis of correlation for studies of the variation in plant constituents due in part, at least, to differences in geographical location. When two more or less widely separated workers attempt to compare the results of their studies, it frequently happens that they experience the greatest difficulty in harmonizing their results. This is due in part to differences in the response which plants make when under different environmental conditions, in part, probably, to variations in the method of procedure followed in the cultivation, curing and analysis of the plant, and in part, no doubt, to differences in the genetic relationship of the plants studied by the respective investigators.

There seems to be an opportunity for some arrangement or mutual agreement between the representatives of our various medicinal plant gardens, under the terms of which, multiply samples of seeds or plants of common parentage could be distributed for the production of plants to be used experimentally. If under such an agreement, uniformity of treatment, throughout the processes of culture, curing and analysis could be secured, comparison of results would be much more profitable than at present, and the tabulation and summarizing of the results of experimental work conducted along the lines indicated in a number of localities would permit the drawing of conclusions having a significance far greater than those that can be reached by a single isolated worker. The suggestions here offered, contemplate nothing like a general co-operative investigation, but rather the adoption of what might be regarded as a standard method of procedure analogous to official methods of analysis, etc. The tabulation and summarizing of results might well follow individual publication, as no other course is likely to give satisfaction.

In conclusion, I wish to say that the resources of the experimental drug gardens of the Office of Drug-Plant Investigations, Bureau of Plant Industry, are open to any school of pharmacy desirous of starting a medicinal plant garden, as are also the facilities of that Office for effecting the distribution of material for experimental purposes, and for furthering the collection and compilation of data on the cultivation of medicinal plants under great diversity in conditions of growth.

**Pile Ointment**

- Powdered galls ..... 2 drams
- Powdered opium ..... 30 grains
- Purified lard ..... 1 ounce

Mix. Apply as necessary.

**Jottings from Great Britain**

*By our London Correspondent.*

**Effect of the War on the Drug Trade**

THE war has now been in progress for more than three months and still remains the sole topic of conversation; nevertheless business has more or less settled down to the new conditions and has assumed a more normal aspect. As a matter of fact, pharmacy has never been vastly affected by the war except that prices of drugs have been so much higher and the demand for fancy articles very much less. In many cases prices have receded from the high figures to which they jumped immediately after the war began, but in other cases they have continued to advance although not in any violent way. German synthetic drugs are getting rather scarcer, but there does not appear to be any likelihood of a famine; in fact there seems to have been a sufficient stock in this country to enable British drug merchants to send small supplies to France, Servia and Russia, special permits having been obtained from the Government, notwithstanding the proclamation prohibiting the export of such drugs.

English drug houses are now manufacturing some of the drugs which have hitherto been obtained from Germany but with the exception of acetyl salicylic acid and one or two others, this does not apply to synthetics, although I believe that several manufacturers have nearly completed their arrangements for making other synthetics. A firm which has shown considerable enterprise and ability in meeting the new situation is, you will be interested to learn, that of Burroughs, Wellcome & Co. This firm is selling cocaine hydrochloride of their own production and have been granted the right to work the patent processes for the manufacture of Salvarsan notwithstanding that the English factory of Meister, Lucius & Bruning is to be carried on under the supervision of an English controller appointed by the Board of Trade. So far, however, very few of the applications for licenses to use German patents and trade marks have been granted, but the word "lysol" which has hitherto been the property of Schuelke & Mayr, of Hamburg, is for the time being to be expunged from the register so that anyone may use it.

**Retirement of Dr. F. B. Power**

The many English friends of Dr. F. B. Power have learned with regret that early in December he intends to leave this country having retired from the Directorship of the Wellcome Research Laboratories in London, a position he has held for eighteen years. Dr. Power, who is returning to the United States, will be succeeded by Dr. Frank L. Pyman.

**Cultivation of Medicinal Plants in Great Britain**

The Board of Agriculture is endeavoring to encourage the cultivation of medicinal plants in this country, and with that object, has issued a pamphlet showing how largely dependent we are on the continent of Europe for our supply of such drugs. The pamphlet explains the best methods of cultivating and collecting such plants as belladonna, chamomile, aconite, herbane, valerian, digitalis, dandelion, etc., and also the best method of marketing them. Hitherto the English cultivator of these plants has not found the practice a very profitable one, but with supplies from Germany and Austria-Hungary cut off, there is even room for the small producer.

**Raspberry Cough Syrup**

- Wine of ipecac ..... 1 ounce
- Wine of antimony ..... ½ ounce
- Oxymel of squill ..... 2 ounces
- Syrup of tolu ..... 2 ounces
- Concentrated infusion of senega ..... 4 ounces
- Glycerin ..... 5 ounces
- Mucilage of acacia ..... 2½ ounces
- Raspberry vinegar, enough to make..... 20 ounces

Mix. Adult dose, one to two teaspoonfuls in water.

**Cold and Influenza Mixture**

- Sodium salicylate ..... 2 drams
- Potassium bromide ..... 2 drams
- Cinnamon water ..... 2 ounces
- Compound tincture of cardamom..... 2 drams
- Chloroform water, enough to make..... 8 ounces

Mix. Adult dose, one teaspoonful every 4 hours.



## SELECTED FORMULAS



### Perfume for Spraying in a Shop

The Editor of the London *Pharmaceutical Journal*, in answer to a querist who asks for a formula under the above title, hesitates to suggest seriously a suitable perfume. For perfuming any other kind of a shop than a pharmacy he suggests the following, which is a formula for toilet vinegar, the odor of which is pleasant under almost any conditions: Oil of bergamot, 48 minims; oil of cassia, 10 minims; oil of cloves, 30 minims; oil of lavender, 20 minims; oil of lemon, 48 minims; tincture of balsam of tolu, 96 minims; tincture of benzoin, 2 fl. ounces, alcohol, 10 fl. ounces, acetic acid, 2½ fl. ounces; distilled water to 20 ounces. This may be sprayed as it is or diluted with water. A French idea for perfuming the air is based on the fact, so it is stated, that powdered oxalic acid absorbs large quantities of the fragrant essences and retains the odors. The oxalic acid thus treated is divided into powders, each one being accompanied with a powder of sodium bicarbonate. When both powders are placed in a glass of water the fragrant constituents of the essences are driven off with the carbon dioxide, and are thus distributed about the room. Although the poisonous oxalic acid can be replaced by citric or tartaric acid, the first-named is said to serve the purpose best.

### Ointment of Rose Water (B. P.)

Rose water .....	5 ounces
White beeswax .....	4½ ounces
Purified borax .....	¼ ounce
Almond oil (by weight) .....	15¼ ounces
Oil of rose .....	12 minims

### Astringent Tooth Powder

Powdered cinchona bark.....	2 ounces
Ammonium chloride.....	½ ounce
Orris root .....	1 ounce
Catechu .....	6 drams
Myrrh .....	6 drams
Oil of cloves.....	5 drops

Powder each of the drug ingredients, then mix and sift.

### Witch Hazel Toilet Cream

Paraffin .....	150 parts
White wax.....	160 parts
White paraffin oil.....	890 parts
Sodium perborate.....	6 parts

Perfume, enough to suit.

Melt the paraffin and wax at the lowest possible heat, then add the paraffin oil, continue with gentle heat, constantly stirring. Add the sodium perborate to the water, previously warmed, then add to this the wax solution in a continuous stream; while cooling, add the perfume.

### Corn and Wart Remover

Lactic acid.....	1 part
Salicylic acid.....	1 part
Collodion .....	8 parts

Mix. Paint the corn or warts 3 times daily for two or three days.

### Compound Powder of Tragacanth

Tragacanth, in powder.....	15 grams
Gum acacia, in powder.....	20 grams
Starch, in powder.....	20 grams
Refined sugar, in powder.....	45 grams

Mix the powders intimately. This is the official formula of the new B. P. The powder is used as a suspending and emulsifying agent.

### Compound Stramonium Powder

Stramonium leaves, in powder.....	50 grams
Lobelia, in powder.....	6 grams
Anise fruit, in powder.....	12 grams
Tea leaves, in powder.....	6 grams
Oil of eucalyptus.....	1 gram
Potassium nitrate, enough to make.....	100 grams

Mix the oil with the powders, adding the potassium nitrate last. This powder is used several times daily for asthma. About a half a teaspoonful is pressed by the fingers into the

shape of a cone, which is then lighted at the top; the patient inhales the fumes as the powder burns.

### Metal Polishing Cream

Prepared chalk .....	4 ounces
Powdered soap .....	½ ounce
Kieselguhr .....	1 ounce
Ammonia water .....	6 ounces
Spirit of rosemary.....	2 drams

Mix.

### Celluloid Corn Remedy

Celluloid .....	5 parts
Camphor .....	5 parts
Salicylic acid .....	5 parts
Amyl acetate .....	25 parts
Acetone .....	25 parts

The celluloid must be of the clear variety such as is sold for making celluloid varnishes; it can be obtained in thin sheets from photographic dealers. Cut the celluloid into small pieces and macerate with the amyl acetate in a tightly stoppered wide-mouthed bottle. Dissolve the camphor and salicylic acid in the acetone and add the amyl acetone mixture and macerate for several days, shaking at intervals. When the celluloid is dissolved, the mixture is ready for bottling; it should be a clear syrupy liquid. Balsam of fir or castor oil in small proportion will make the film more flexible. This mixture is very inflammable and must be kept away from an open flame.

### Flavoring Paste (Imitation Vanilla)

Vanillin .....	10 parts
Coumarin .....	1 part
Gum tragacanth .....	2 parts
Powdered sugar .....	2 parts
Glycerin, Water, Starch, of each, sufficient to make a paste.	

Triturate the vanillin and coumarin with the powdered sugar and glycerin, and add sufficient water to make a thick syrupy mixture. Dissolve the gum tragacanth in hot water after it has been softened by soaking in cold water for a few hours, evaporate the solution (if necessary) to a thick mucilage, add the vanillin mixture and stir in sufficient starch to make a paste of the desired consistency. The glycerin is used to keep the paste soft. For use in collapsible tubes.

### Eczema Ointment

Resorcin .....	280 grains
Water .....	280 minims
Bismuth subnitrate .....	280 grains
Zinc oxide .....	280 grains
Prepared calamine .....	120 grains
Birch tar oil .....	140 minims
Lanolin .....	19 drams
Soft paraffin, enough to make.....	8 ounces

Triturate the resorcin, bismuth subnitrate, zinc oxide and calamine with the lanolin until a perfectly smooth mixture is obtained. Then gradually incorporate the soft paraffin previously mixed with the birch tar oil.

### Stearin Soap (German)

Sodium carbonate .....	56 parts
Water .....	300 parts
Heat on a water-bath; add gradually—	
Melted stearic acid .....	100 parts
Heat for half an hour, stirring the while; add—	
Alcohol (90 per cent) .....	10 parts

Continue the heat until a transparent, water-soluble paste has formed; then add a filtered solution of

Sodium chloride .....	25 parts
Crude sodium carbonate .....	3 parts
Water .....	80 parts

Continue to heat until the soap has completely separated. When cold, wash the soap several times with a small quantity of water, press strongly, cut, dry, and reduce to fine powder.



## FOREIGN ABSTRACTS

### FROM EUROPEAN LABORATORIES

#### Poppy Alkaloids Not Secretions—Determination of Saccharin—Poisoning by Phenolphthalein—Toxicity of Wood Alcohol

**A**LTHOUGH somewhat reduced in size, the pharmaceutical journals from abroad continue to hold a wealth of new material, and the reports of the peaceful activities of our colleagues in the war-stricken countries form a welcome contrast to the press dispatches. Among this month's abstracts we present a number of analytical methods. A strange case of poisoning by phenolphthalein is described by Roux. The toxicity of methyl alcohol, always in the public mind, is discussed by Kroeber. An interesting article by a French pharmacy inspector deals with the proposed limitation of the number of drug stores in that country. Copenhagen and other Danish cities are said to be provided with "automatic" pharmacies, which purvey various articles after closing hours.

#### Role of Alkaloids in the Poppy—

The significance of alkaloids in the economy of the poppy plant has never yet been fully explained. Great progress has been made in the analysis of the structure of the alkaloids themselves, but the mode of their formation in plants, and their importance in plant life, are not understood. Accordingly, Müller has studied the formation of alkaloids in the poppy plant in a quantitative manner. The seeds of *Papaver somniferum* are free of alkaloids. The latter begin to be formed about 14 days after germination. Subsequently an increase in the proportion of alkaloids occurs, until after blossoming the seeds begin to lay up a reserve store of albumen. The increase is not regular, but depends on the intensity of illumination in which the plants are growing. After long periods of cloudy weather the alkaloidal content may be reduced to mere traces. With maturity of the seeds, the percentage of alkaloids decreases. In plants which are grown from that time on in the soil, so that they have access to nitrogenous matter, alkaloids can be found even in the stalks and leaves, and in amounts which are quantitatively determinable. But if the plants are cut off from nitrogenous food, by growing them in nourishing solutions, no traces of alkaloid are to be found in the herb, and only qualitative traces in the capsules. From these facts the author concludes that the poppy alkaloids at the time of ripening of the seeds are used to build up albumen, and therefore are not specific secretions. (Müller, Arch. Pharm., 1914, p. 280.)

#### Investigations of Siam Benzoin—

The last exact studies of Siam benzoin were those of Tschirch and Lüdy. The latter found that Siam benzoin consisted mainly of a mixture of two esters of benzoic acid, the alcohols of which were designated by Tschirch benzoesinol and siaresinotannol. Free benzoic acid, vanillin, and a small amount of benzyl or cinnamyl benzoate was also found. Reinitzer has now succeeded in isolating a new colorless crystalline constituent, the benzoate of a hitherto unknown resin alcohol, called by the author lubanol. It was also shown that the benzoesinol is not combined with benzoic acid, but is in the free state. Closer study proved that the benzoesinol did not agree in its properties with that described by Lüdy. Reinitzer therefore concludes that the constituents of Siam benzoin are benzoic acid, siaresinol, and lubanol benzoate. This explains the crystalline nature of the resin, and the fact that it is milky and opaque. The amorphous outer crust is due to subsequent alterations. (Reinitzer, Arch. Pharm., 1914, p. 341.)

#### Adulteration in Rhubarb—

To prove the presence of *Rheum rhabonticum* in Chinese rhubarb, it is necessary to isolate the rhabonticin, which is not contained in *Rheum chinensis*. Ten g. of the powdered rhubarb are extracted by percolation with 60 per cent alcohol, until 26 g. of extract are obtained, which is evaporated at 80° to 7 g., and mixed with 10 cc. of ether. After standing for 4 hours, brownish crystals separate from the mixture. In a mixture of 75 per cent of *R. rhabonticum* with 25 per cent of the Chinese drug, the separation is complete after 24 hours,

while if the proportions are reversed, several days are required. Rhabonticin forms fine needles, insoluble in ether, chloroform, or petroleum ether; and slightly soluble on heating in acetone, or alcohol. It is colored red with alkalis, and evolves a bitter almond odor with diluted nitric acid. (Juillet, Ann. Droq. Salle & Co., 1914, p. 54.)

#### New Reaction of Cocaine—

The free alkaloid or its hydrochloride when heated with a few drops of concentrated sulphuric acid containing 2 per cent of hexamethylenetetramine, gives a wine-red coloration, which becomes more intense as the temperature rises. After a short time the color disappears and a brownish-grey sediment is left. The reaction, which is due to benzoic acid, and is not given by atropine, quinine, cinchonine, morphine, brucine, strychnine, apomorphine, codeine, or narcotine, is distinct with 1 mg. of cocaine. Papaverine under similar conditions may also give a wine-red color, which changes after a short time to yellow, reddish-brown, and orange. In doubtful cases papaverine may be recognized by the violet color it gives with sulphuric acid alone. (Pisani, Annali, Chim. Appl., 1914, p. 51; through J. Soc. Chem. Ind.)

#### Saccharin in Complex Mixtures—

In the case of solids, from 10 to 50 g. are warmed with a saturated solution of magnesium sulphate and magnesia for half an hour at 37-40°, the liquid being kept alkaline if necessary by the addition of magnesia. The mixture is allowed to stand, and a small amount of sodium tannate and strong alcohol may be used to make the insoluble matter settle perfectly. Then the liquid is made up to a definite volume with a saturated solution of magnesium sulphate and magnesia, filtered, and an aliquot part is acidified strongly with sulphuric acid, and extracted three times with a mixture of ether and low-boiling petroleum ether. The extract is then filtered, evaporated, the residue dissolved in sulphuric acid, and oxidized with potassium permanganate, the solution again being filtered and extracted with freshly distilled ether. This extract is now allowed to evaporate in a tared dish, the residue of saccharin dried in a desiccator, weighed, and identified by suitable tests. If the unknown is a liquid, saturate it with magnesium sulphate, warmed to 37-40°, for half an hour, with enough magnesia to give a distinct alkaline reaction. Then proceed as above. If much fat is present, the extraction with a mixture of ether and petroleum ether is preceded by an extraction of the alkaline solution with petroleum ether boiling about 100-120°. (Condelli, Annali Chim. Appl., 1914, p. 47; through J. Soc. Chem. Ind.)

#### Essential Oil from Cade—

The wood of the cade, *Juniperus oxycedrus*, yields from 1.6 to 3 per cent of essential oil, which can be used as a substitute for oil of cade in dermatology. It has a specific gravity of 0.925, and a rotation of -31.42°. The boiling point is between 330° and 360°, and the oil does not solidify at -15°. It is slightly soluble in water, dissolves readily in most organic solvents, and can take up large amounts of sulphur, menthol, salol, etc. (Huerre, J. Pharm. Chim., 1914, Vol. 10, p. 164.)

#### Detection of Methyl Alcohol—

Brochet and Cambier having noted that formaldoxime can be split into hydrocyanic acid and water, Vivario uses the reaction to detect methyl alcohol in alcoholic liquids, and finds that in the presence of hydroxylamine hydrochloride and caustic potash, methyl alcohol and its derivatives, including the chloride, iodide, phosphate, borate, acetate, and especially the sulphate, give potassium cyanide, while ethyl alcohol, acetaldehyde, acetone, acetal, and amyl alcohol do not. The reactions of hydrocyanic acid being well characterized, it is possible to detect less than 10 per cent of methyl alcohol by this method. The alcoholic liquid is brought by distillation to a strength where it contains about 80 per cent of alcohols. About 30 g. of the liquid are heated in a little flask for 7 hours, with half its weight of potassium hydroxide, and a thirtieth of hydroxylamine hydrochloride, with a few fragments of pipe stem. After cooling, dilute with water, add a little litmus, acidify with sulphuric acid. Then distil with steam, and collect the hydrocyanic acid, which is to be recognized by the Prussian blue

reaction. With a mixture of 2 g. of methyl alcohol and 18 g. of ethyl alcohol, there was a voluminous precipitate of Prussian blue, while with a 5 per cent solution the result was equally conclusive. Furfurol, if present, must first be removed. (Vivarío, J. Pharm. Chim., 1914, Vol. 10, p. 145.)

#### Preparation of Ethyl Galactoside—

After study of the optimum conditions for the formation of beta-ethyl galactoside, Bourquelot and Mougne recommend that the reaction take place in alcohol of 80 per cent, at temperature of 38-40°, in the presence of an excess of galactose. Two liters of alcohol are treated with 100 g. of galactose, 16 g. of emulsin, and maintained at the proper temperature. The mixture should be shaken frequently, and every week a new dose of emulsin should be added. The initial rotation of 1.27° passed after a month to 0.87°, and analysis showed that 54.2 g. of galactose had not combined. The excess of sugar was removed in the usual manner, with bottom yeast, and the galactoside extracted and purified. The yield was 34 g. of product. The beta-galactoside crystallizes in fine colorless needles, grouped in rosettes; it melts sharply at 161°. It does not reduce Fehling's solution. The rotatory power, -7.21°, and the melting point, do not agree with the data of Fischer and Armstrong. (Bourquelot and Mougne, J. Pharm. Chim., 1914, Vol. 10, p. 157.)

#### Fatal Poisoning by Phenolphthalein—

In support of the observations of Leger on the poisonous possibilities of this remedy, Roux reports a fatal case as follows: A young girl, of 19 years, suffering from measles, which had proceeded normally and were in the fourth day of eruption was given two pastilles of phenolphthalein as a purgative. A few minutes afterward, she was seized with internal cerebral phenomena and delirium, and tried to throw herself out of the window. On Roux's arrival, he found the patient in a state of coma, the lips and nails purple, and the reflexes were suspended. Injections of ether and apomorphine, to provoke vomiting and bleeding, were without avail, and the girl succumbed 40 minutes after ingesting the substance. (Union. Pharm., 1914, p. 306.)

#### A New Copaiba Balsam—

A copaiba balsam from the Brazilian state of Amazonas consisted of a light yellow thin liquid of normal odor and taste, forming an opalescent mixture with an equal volume of absolute alcohol, and a white precipitate with more alcohol. It is soluble in all proportions in chloroform, and has a density of 0.930. The optical rotation of the balsam is -40°, of the oil distilled from it, -35.3°, of the residual gum, -55°. Perugen and ammonia tests were negative. According to Caesar & Loretz, the adulteration of copaiba with African or Illurin balsam may be detected by distilling off the ethereal oil with steam, and studying its rotation, the oil of African balsams being dextro. Several true Maracaibo balsams, trade samples, Maturin and African balsams were thus tested. The true balsams were themselves dextro, but gave an oil that was laevo, and a more strongly dextro gum. African balsam has a low rotation, but gives a dextro oil, and a laevo gum. (Riedel's Ber., 1914, p. 27; through C. A.)

#### Automatic Pharmacy in Copenhagen—

At various points in Denmark, and especially in Copenhagen, where the practice is widespread, the exteriors of drug stores are fitted up with automatic dispensing devices, which operate after the store is closed in the evening. These distributors furnish, for a 10 or 25-ore piece, various small articles in common use, for which a prescription is not required, such as a bottle of arnica, a packet of antiseptic gauze, a solution of bichloride, or a purgative. The convenience of such an arrangement, both for the druggist and his customers, scarcely needs to be pointed out. (Schweiz. Apoth. Ztg., 1914, p. 559.)

#### Influence of Atmospheric Conditions—

In a previous communication, Burmann has pointed out the close connection between the alkaloidal or other content of certain medicinal plants, and the climatic conditions of the years during which the plants were growing. The study has been applied to digitalis, and a very close parallelism has been found between the content in digitalein, as determined by Burmann's modified Keller method, and the amount of heat which the wild plant has received during its growth. The plants were gathered near the same spot, during the months of flowering, July and August, and were stripped and pulped a few hours later, without any drying. At times, however, it was necessary to have recourse to rapid desiccation, which was done by means of dry air or a vacuum. These methods, when

the results were calculated back to the fresh plant, gave concordant results, and the desiccation seems to be much less drastic in its effects on the delicate constituents than the proposed sterilization with boiling alcohol. The mean annual temperature was not used, but instead Burmann took that of the months of May, June, July and August, corresponding to the period of the plant's growth. In addition, the rainfall and cloudiness were noted. The experiments extend to five years, from 1908-1912, and the results are very clear cut. (Burmman, Schweiz. Apoth. Ztg., 1914, p. 527.)

#### Toxicity of Methyl Alcohol—

Kroeber has thus summed up the recent literature on the poisonous properties of wood alcohol: Juckenack believed that formaldehyde, formed in the oxidation of methyl alcohol, was responsible. According to Harnack, the aldehydic formic acid, which is a product of the slow oxidation of wood alcohol, develops a strong toxic effect in *statu nascendi*, which it does not have when already formed. Other authors believe that the acid properties of formic acid deprive the blood of its necessary alkalinity, while oxygen is also abstracted for the oxidation. The view that carbon monoxide may be split off from formic acid is combated by von Buschka, since no carbon monoxide is found in the blood of victims. Ohlemann seeks the cause in a contamination of the formic acid with furfurol. Aronsohn holds that the evil effects are due to substances mixed with the methyl alcohol, and that the latter itself cannot be regarded as a serious poison. Kobert is of the opinion that idiosyncracies are at the bottom of the variable activity of wood spirits. Joffray and Serveaux consider methyl alcohol in a single dose to be harmless; on continued use it becomes poisonous, since alcohols low in carbon are difficult to oxidize, and hence accumulate in the system. Langyaard believes, on the basis of animal experiments, that methyl alcohol in small repeated doses is more poisonous than ethyl alcohol, but in a single large dose the reverse is true. Kroeber ascribes the occasional toxicity of methyl alcohol to the presence of methyl sulphate, which may be formed under certain conditions in the process of refining. (Schweiz. Apoth. Ztg., 1914, p. 520.)

#### Limitation of Pharmacies—

Garnal, inspector of pharmacies in the department of the Lot, in France, writes of the increase in the number of pharmacies since 1860. In that year there were in France 5,000 pharmacies, each one serving on the average 7,200 inhabitants. In 1875, the number had increased to 6,232, and each catered to only 5,700 inhabitants; in 1886, 8,100 pharmacists, or 1 to every 4,400 people; in 1896, 8,910 pharmacists, or 1 to 4,200; in 1900, 9,406 pharmacists, or 1 to 4,100; in 1912, 12,000 pharmacists, or 1 to 3,283 persons. In comparison, he presents the ratios in countries where limitation is in force, and where pharmacists enjoy greater material advantages, and higher moral and scientific consideration. In Germany, there is 1 pharmacist to 10,000 or 12,000 inhabitants; in Austria-Hungary, 1 to 13,000; Bulgaria, 1 to from 6,000 to 8,000; Denmark, 1 to 12,800; Norway, 1 to 16,000; Sweden, 1 to 19,000; Greece, 1 to 3,000; Rumania, 1 to 5,000; Russia, 1 to 30,000. The growth of pharmacies in France has been especially rapid in the large cities or centers of population. The enforced diminution in the number of students would result in the closing of useless pharmacies, but this disappearance should be made to take place in a logical manner, with regard to local needs. Garnal is in favor of establishing the number and class of pharmacies which will be authorized according to the density of population, the richness of the region, and local requirements. The proprietors of those pharmacies which are suppressed must be indemnified by an impost laid on the pharmacies which profit by their closing. Now, at present, there are 12,000 pharmacies for 39,000,000 inhabitants. Reckoning one for every 5,000 persons in cities of more than 50,000, and one for every 8,000 in the rural districts, it would be necessary to buy up 6,000 pharmacies, with a mean value of 6,000 francs, or 36 million francs total. If divided into 10 annual payments, the single payment would be 3,600,000 francs, from which must be deducted the money arising from the sale of stocks and effects, which would be considerable. Counting the total business as 230,000,000 francs, a tax of 2 per cent on the business done would suffice to cover all expenses. And no pharmacist should refuse, according to Garnal, to pay this tax, since the experience of all other lands has shown that limitation causes the value of a pharmacy to triple. (Bull. Sci. Pharmacolog.; through Schweiz. Apoth. Ztg., 1914, p. 473.)





## ? THE QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of the ERA, copies of which, if not out of print, may be obtained for 25 cents each.

### Solubility of Ammonium Benzoate

(L. E. J.)—"We have some trouble in filling the enclosed prescription, and find it impossible to dissolve the ammonium benzoate. Will you please tell of some way by which we can make a solution?"

Here is the prescription:

Ammonium benzoate ..... 6 drams  
Peppermint water, enough to make ..... 6 ounces  
Mix. One teaspoonful in water after meals.

The solubility of ammonium benzoate in water is variously stated by different authorities, the U. S. P. giving the solubility as 1 part in about 10.5 parts of water, while the figures given by the new British Pharmaceutical Code are 1 in 6. However, the commercial salt is sometimes unduly acid, due to the loss of ammonia on keeping, becoming thereby very difficultly soluble. To overcome this, the salt should be neutralized with a little ammonia. Some authorities state that the neutral, freshly prepared salt is soluble in as little as 5 parts of water. To compound the prescription, first neutralize the ammonium benzoate with a little ammonia, as stated above, lightly rub it to a very fine powder in a dry mortar and there triturate with a little peppermint water to a uniform creamy paste, gradually adding more of the water until solution is effected.

Benzoic acid is soluble in from 281 (U. S. P) to 390 (B. P. C.) parts of water, so that if the ammonium benzoate contains any free acid, the difficulty of attempting to make a solution in the quantity of solvent like that given above, becomes apparent.

### Manufacture of Oxygen

(J. C. P.)—"I would like to find out how to manufacture oxygen in the gaseous state in quantities of 10 to 20 gallons, using potassium chlorate and manganese dioxide."

The method most used on a small scale at the present time, perhaps, consists in heating a mixture of 4 parts of potassium chlorate and 1 part of manganese dioxide. On the application of heat, the chlorate is decomposed, oxygen being evolved, as shown by the following equation:  $2\text{KClO}_3 = 2\text{KCl} + 3\text{O}_2$ , one kilo of the chlorate yielding 392 grams or 276 liters of oxygen, or 3.65 kilos of the salt being required for the production of 1 cubic meter of the gas. The action of the manganese dioxide is supposed to be catalytic, for the chlorate will yield oxygen when heated alone, evolution of the gas beginning at 370° to 380°. However, since the decomposition is exothermic (that is, heat is generated by the reaction), the evolution of the gas is liable to become very violent; hence the addition of a non-fusible oxide ( $\text{MnO}_2$ ), which causes the decomposition to begin at 240°.

The purpose of such a catalytic agent is to accelerate slowly occurring reactions; hence a steady current of gas is obtained at a much lower temperature, and without fusion of the chlorate and liability of explosion. This method is usually carried out in a copper or iron retort, with arrangements for feeding in about 1 pound of the mixture at a time, without disconnecting. In making oxygen by this method it is necessary to test the manganese dioxide to prove the absence of sulphides and impurities of an organic nature, for if these are present, they are liable to cause an explosion when the mixture is heated. The manganese dioxide which promotes the decomposition of the chlorate undergoes little or no decomposition during the heating process, while it is capable of yielding oxygen on heating; the reason for this is that the temperature of its decomposition is much higher than that of the chlorate. This method is but one of a considerable number that are commercially employed to manufacture oxygen.

"Oxone" is a trademarked name applied to sodium peroxide fused in cubes and containing a fractional percentage of a catalytic agent, the process being covered by U. S. Patents Nos. 788,256 and 884,563, the last-named expiring in 1922, and both held by the Roessler & Hasslacher Chemical Co., of this city. It is stated that 100 grams of the peroxide in this form furnishes about 13 liters of oxygen. Whether it is possible to manufacture these cubes so that they can be used to produce oxygen for burning with sulphuric ether in a gas jet for a moving picture machine, we are unable to state. We suggest you refer this part of your query to the manufacturers of "oxone," the Roessler & Hasslacher Chemical Co., 100 William st., this city.

### Sale of Carbolic Acid in New York

(M. G. F.)—The pharmacy law of New York State places the sale of carbolic acid under the provisions of Schedule B, which requires that before such poisons be sold the seller shall affix or caused to be "affixed to the bottle, box, vessel or package, a label with the name of the article and the word poison distinctly shown and with the name and place of business of the seller all printed in red ink together with the name of such poisons printed thereupon in plain, legible characters. He shall not deliver any of the poisons . . . until he has satisfied himself that the purchaser is aware of its poisonous character and that the poison is to be used for a legitimate purpose. The provisions of this paragraph do not apply to the dispensing of medicines or poisons on physicians' prescriptions."

The Sanitary Code of the Board of Health of the Department of Health of the City of New York provides (Section 67) that "no phenol, commonly known as carbolic acid, shall be sold at retail by any person in the City of New York, except upon the prescription of a physician, when in stronger solution than five per cent."

### "Huidlögolie": Allyl Sulphide

(J. C. P.)—"A lady customer asked me for the following drug: 'Huidlögolie,' also supposed to be 'allyl sulphide.' 'Huidlögolie' is a Norwegian name, and the drug is used for inhalation by consumptives."

Reference to Scandinavian dictionaries reveals that *hvidlög* is the Danish-Norwegian vernacular for "garlic," the word literally meaning "white bulb" (from *hvid*, white, and *lög*, a bulb). The corresponding term in Swedish is *hvitlök*, from *hvit*, white, and *lök*, onion. *Olje* is the Norwegian for "oil." It may therefore be assumed that "huidlögolie" is an attempt to spell the Norwegian term as it might sound to an ear familiar with English only. When it is remembered that garlic contains a volatile oil of which allyl sulphide is supposed to be a constituent, this opinion becomes conclusive. This oil is of a dark brownish-yellow color, heavier than water, and is decomposed at its boiling temperature. It may be purified by repeated distillation in a salt water bath, and is then lighter than water, of a pale yellow color, and not decomposed by boiling. The impure oil has an exceedingly pungent odor and a strong acrid taste, and, when applied to the skin, produces much irritation and sometimes even blisters. The reported analyses vary somewhat as to the content of allyl sulphide, although all agree as to sulphur in combination being a constituent of this oil. According to the United States Dispensatory, the oil may be often given with great advantage in chronic bronchitis and in the advanced stages of obstinate acute bronchitis. We have no information regarding its administration by inhalation.

You should be able to procure a copy of the Norwegian Pharmacopoeia through almost any importer of foreign books, preferably one residing in the Dominion, as then you would not have to deal with the intricacies of more than one rate of import duty, thereby lessening the net cost of the book when delivered to you. A handy little pamphlet, originally published by the *Pharmaceutical Review*, of Milwaukee, now the *Midland Druggist and Pharmaceutical Review*, of Columbus, Ohio, that may be of help on drug terms, is "Popular Scandinavian Names."

**Black Dye for the Hair**

A. P. C.—We can not give the formula of the proprietary preparation, nor do we quite understand your request for a formula for a "black colorless one bottle hair dye." However, the following are representative formulas for the "one-bottle type" as to dye the hair black (Standard Formulary):

Silver nitrate .....	2 drams
Ammonia water .....	1 fl. ounce
Lard oil .....	4 fl. drams
Distilled water, to make.....	8 fl. ounces

Shake the oil by shaking it with the ammonia water; dissolve the silver nitrate in the water, and add this to the oil solution. Let the mixture stand for some time with frequent agitation.

This liquid is to be applied to the hair by means of a tooth brush, being careful to apply it to all the hair and up to the roots; then wash up or shake the hair and expose it to the sun. The brush cuts the color. Age seems to improve the coloring property of this preparation.

Iron sulphate .....	2 drams
Glycerin .....	1 fl. ounce
Cologne water .....	1 fl. ounce
Rose water .....	14 fl. ounces

Mix. This is to be applied to the hair once or twice daily. It gradually darkens the hair.

From another source, we reproduce the following:

Pyrogallic acid .....	35 parts
Citric acid .....	0.3 part
Boroglycerine .....	11.0 parts
Water .....	100.0 parts

Make a solution. If the resulting solution does not impart the desired intensity of color, the amount of pyrogallic acid may be increased. The wash is applied evenings, followed in the morning by a weak ammoniacal wash.

**Nail Bleach and Cosmetic Rouge**

(M. C. C. Co.—Here are several formulas of the character you outline:

White castile soap .....	1 part
Hot water .....	16 parts
Solution of zinc chloride, 10% .....	q. s.

Dissolve the soap in the water, and to the solution add the zinc chloride solution until no further precipitation occurs. Let stand over night, pour off the supernatant fluid, wash the precipitate well with water, and dry at the ordinary temperature. Carmine may be added if necessary.

Powdered rottenstone .....	1 ounce
Heavy magnesium carbonate .....	4 ounces
Sodium perborate .....	2 ounces
Powdered silica .....	1 pound

Mix and tint if desired.

As a simple liquid "bleach" there is perhaps nothing better than a solution of tartaric acid (30 grains) in rose water (1 fl. ounce).

A "nail polishing stick" is made as follows, although the preparation may be worked up in stick form if desired: Putty powder, 8 ounces; carmine, 20 grains; perfume, sufficient; mucilage of tragacanth, sufficient. The powders and perfume are well mixed, then massed with the mucilage, and piped on a pill machine.

**Solid Rouge (Rouge en Pate)**

Carmine .....	30 grams
Talc .....	600 grams
Gum arabic .....	50 grams

Powder the ingredients as finely as possible, intimately mix them by trituration in a mortar, and then form into a paste by the careful addition of water. Pack in very shallow porcelain pots, about 1½ inches in diameter. A darker rouge for persons with brunette complexions is obtained by increasing the proportion of carmine. Many other similar formulas for nail and face cosmetics may be found in the Era Formulary.

**Shaving Cream**

(G. W. D.)—We cannot give a formula for the proprietary article. However, here are two formulas that have been recommended for producing satisfactory preparations of this character:

Curd soap .....	8 ounces
Almond oil .....	2 ounces
Glycerin .....	1 ounce
Spermaceti .....	½ ounce
Potassium carbonate .....	¼ ounce
Water .....	16 ounces

Cut the curd soap into shreds and dissolve it by the aid of a waterbath in 14 ounces of water. Dissolve the spermaceti in the almond oil, and while warm mix with it the glycerin, potassium carbonate and remainder of the water; transfer to a warm mortar, gradually and steadily incorporate the warm soap solution and continue to stir until a smooth paste is formed. With this incorporate a suitable perfume.

An English formula of the type designated under the title of "asptic shaving paste" (British Pharm. Formulary) is the following:

Hard paraffin, m. p. 55° .....	5½ ounces
Prepared suet .....	½ ounce
Soft soap .....	½ ounce
Tragacanth, in powder .....	½ ounce
Glycerin .....	½ ounce
Oil of lavender .....	½ ounce
Boiling distilled water .....	17 ounces

Place the hard paraffin and suet in a vessel surrounded by hot water, add the soap and boiling water, and vigorously beat the mixture until a smooth white emulsion is obtained. Remove the surrounding hot water, and gradually add the tragacanth, continuing the beating and stirring until the temperature has fallen below 50° C. When nearly cold, add the glycerin and oil of lavender. This product should have the consistence of a soft paste. It is said to obviate the use of a shaving brush and soap.

**Smelling Salts**

(Wm. L. G.)—Try one of the following:

Ammonium carbonate .....	2 pounds
Stronger water of ammonia .....	1 pound
Oil of bergamot .....	1 dram
Oil of lavender .....	2 drams
Oil of myristica .....	15 minims
Oil of cloves .....	15 minims
Oil of cinnamon .....	1 dram

Break the ammonium carbonate into small pieces in a large Wedgwood mortar, then pour over the salt the stronger water of ammonia with which the perfumes have been previously mixed. Cover the mortar and allow the mixture to stand for a few days to effect the conversion of the ammonium carbonate into monocarbonate. Reduce the whole to a coarse powder and keep closely stoppered.

Ammonium carbonate, crushed to a coarse powder, 6 ounces; sal ammoniac, granulated, 1 ounce; caustic potash, crushed fine, 2 ounces; orris root in coarse powder, 4 ounces; lemon peel, rosemary leaves, lavender leaves, all in coarse powder, of each 1 ounce; cloves, cinnamon, calamus, in coarse powder, of each ½ ounce; oil of bergamot, ½ ounce; oil of lemon, ¼ ounce; extract of musk or civet, ½ ounce; stronger ammonia water, ½ ounce. Mix them well together. Fenner recommends this formula "if something fine is desired without regard to cost."

The Era Formulary states that the base of smelling salts is ammonium carbonate, from which the ammonia slowly escapes. The carbonate is generally mixed with some aromatic powder or liquid, in which the lavender perfume is mostly predominating. A better base than ammonium carbonate is a mixture of potassium carbonate and ammonium chloride, from which the volatile ammonia is slowly generated. Care should be taken to have a container with a good stopper, for the secret of inexhaustible salts lies more in the stopper than in the salt.

**Cleaning and Polish Rags**

Immerse flannel rags in a solution of 20 parts of dextrin and 30 parts of oxalic acid in 20 parts of logwood decoction; wring out the rags gently, and sift over them a mixture of finely powdered tripoli and pumice stone. Pile the moist rags one upon another, placing a layer of the powder between each two. Then press, separate and dry.

## Some Phases of Commercial Pharmacy

*A symposium of views, which collectively pertain to the commercial aspects of pharmacy, were presented in the form of short papers read by their various authors at the recent meeting of the Wisconsin Pharmaceutical Association. As all of the subjects discussed are of interest to pharmacists generally, the more important papers are here presented in somewhat condensed form.*

### THE TELEPHONE AS A BUSINESS GETTER

By John J. Possehl, Milwaukee

**I**N the modern up-to-the-minute drug store, with its vast variety of sundries and sidelines, accommodation occupies a prominent place in the mind of the druggist. One of his best accommodations to the public is his telephone.

The telephone is a practical proposition. It is compact; occupies very little room; adds to the appearance of the store; is handy for use by the store; and, above all else, it brings the people to your store, brings them in touch with your clerks, and by tactful, courteous treatment, the customer is favorably impressed and may not purchase at that time, but he is sure to come again. It is only necessary that you be as pleased to have a person use your telephone as you are to make a sale, for you then have a new friend and future customer. Observation is one of the most human characteristics and it is but natural for the person using the telephone to look around as he does so. His eye notices something attractive on the counter. He reads the ad as he waits and incidentally purchases a cigar or a drink at the fountain, and, as a result of his observations, he will either buy some article now or a little later, or tell a friend that he noticed certain things at your place. This will result in continued sales.

There is one other part of the business which the telephone brings that otherwise would be lost. This is the telephone prescription. Quite often the physician becomes busy and, having little or no time in which to write the recipe, calls up the drug store and, because you have a telephone and your neighbor has not, you benefit thereby.

In many cities the telephone companies, originally through the N. A. R. D., have come to an agreement with the druggists whereby they share each other's profits. The telephone company pays the druggist a commission and, naturally, the druggist tries to obtain patrons for the telephone company, for in so doing he adds to his own profits through his drug department as well as by means of the telephone.

In conclusion, it is a means of co-operation. Quite often people come into the store and, upon finding that your price is a little higher than they expected, will go to another place, trying to obtain the desired article at a cut price. If the druggists will stand together, as they should, the price can easily be obtained. Use your telephone!

### DRUG STORE ADVERTISING

By E. B. Heimstreet, Palmyra

The location has a good deal to do with advertising. A system that works well in one location, will fall flat in another place, but here in Wisconsin where so many are in small towns, the same advertising will probably be successful.

First of all, I would use the personal letter. It is a little expensive, but it does pay. Read your papers and note new arrivals; if John Smith has just come to town, write to him, tell him you are glad to greet him as a neighbor and if he should want anything in the drug or toilet line, to come in and see you; it will bring him every time.

If you read of a new baby at Smith's, drop them a letter of congratulation and tell them about that nice toilet powder that will be so nice for the baby; half an hour each day will be sufficient to do it all.

Then have a mailing list and revise it every three months. You can get up an imitation typewritten letter for \$3.50 a thousand, and once in a while get out such a letter and send it to every person you can within ten miles—the idea of being personally addressed appeals to every one. I have had more than one tell me, "I came to trade with you because you send me such nice letters." Calendars are profitable in their way, and if you are in a small place, skip the fancy ones and get

the large ones with weather forecasts, and you will have an agent in every house where you put one.

If you are a little more ambitious, get up a little eight or ten-page book, use one page to tell of your store, and the rest of the book for receipts for liniments, ointments, etc., that have been given to you by people well known in your locality. In giving the recipes, give the names of the ingredients only, not the quantities, then they will come to you to have the formulas put up.

A little advertisement that has always paid me: purchase a half gross of small, cheap, dressed dolls, keep them handy, and when a customer with a child makes a purchase, hand the little one a doll. You need not say a word, but that little one will grab the doll and remember you for years.

Advertising for church fairs, etc.: Don't make a cash donation to a fair, but send an assortment of your own goods and give the proceeds. In this way you can make a larger donation and at the same time get your goods advertised. When you open your soda fountain in the spring, do not do it yourself, but go to some society and give them half the proceeds for that day. You will be surprised to see how little this will cost as an advertisement.

Loan your mailing list to good manufacturers only and have them put your imprint on the matter sent out. Of course, you will carry an ad. in your home paper, as it is as essential as light in your store. Keep your telephone number before the people. If the above hints are followed up by good window advertising, your store will be well known.

### ADVERTISING TO IMPROVE EARNING CAPACITY

By H. F. Zimmerman, Milwaukee

Since it is known that a pharmacy or drug store comprises a lot of articles which are advertised nationally, these articles are in demand generally, but the demand can be increased through the aid of the pharmacist by conspicuous display of such articles in his store. This applies not only to patent medicines and other sidelines, but to pharmaceuticals which in turn can be advertised to the immediate physicians through the aid of literature usually furnished by the manufacturer or by the pharmacist himself in getting up each week or month appropriate literature.

Advertising covers such a large territory that each individual should know which brings the best results. There are many methods of inducing the public to trade at the individual drug store and these comprise booklets, circulars, circular letters, postals and even bill board or moving picture slide advertising. To a certain extent, all are good business getters and should be made use of by the up-to-the-minute pharmacist.

As everything has a backbone, so has pharmacy. Reputation is the success of advertising and upon this depends the success of any individual who indulges in advertising. Reputation and success must therefore be backed by honor and upon these three depend the thriftiness of a pharmacist in any locality. To gain this reputation, the progressive pharmacist must, first, be careful in the kind of help he employs; second, his store must be clean; third, his treatment of his patrons must be, above all, courteous, and fourth, he must make use of the windows in his drug store.

The foregoing are the chief value methods of inducement as business getters for a pharmacist, and if intelligently worked, they will result in personal advertising which, in my estimation, is worth twenty to one of that of bought and paid for booklet, circular or any other advertising.

### TURN OVER YOUR STOCK

By L. G. J. Mack, Milwaukee

There is more money in turning over your stock five times a year at a net profit of 25 per cent than in turning over the same stock twice a year at net profit of 50 per cent.

It has been figured out that if the cost of doing business is 20 per cent to the druggist, every sale on which he makes a gross profit of less than 20 per cent means an actual loss to him. This theory is all right and is practiced to a certain extent, but the matter of turning over the stock must be considered at the same time.

For instance, an article costs 2½ cents a package, and selling at 5 cents, shows a profit of 50 per cent. Selling 3 packages for 10 cents, costing 7½ cents, pays a gross profit of only 25

per cent. But on the other hand the profit in money on each transaction is 2½ cents.

If your cost of doing business is now 25 per cent. on your gross sales and you increase the volume of your business to double or treble the amount with the same cost, the same clerk hire, the same interest on investment, the same rent, and the same store costs throughout, of course you naturally reduce the cost of doing business as far as percentage on the gross results are concerned, while you increase your profit even though the percentage on each sale is lessened.

Another illustration: Buy a gross of \$1 articles at \$96 to save 5 per cent in gross quantity; take the same articles and buy them in one dozen quantity, turning the gross over in a year and only getting 1 per cent discount, yet you turn your stock over twelve times a year, saving 12 per cent instead of 5 per cent, and practically no money invested, and at the close of the year you have made 7 per cent by turning over your stock.

## LEGAL DECISIONS

### Written Contract for Soda Fountain—Variance by Oral Agreement

In an action for the balance due on a soda fountain sold by the plaintiff to the defendant, the latter offered to prove by the plaintiff's agent and by the defendant that coolers were to be installed in the cooler boxes, which coolers were to be of a given capacity made known to the plaintiff's manager and draftsman in Philadelphia at the time the contract was drawn. The defendant also offered testimony to show that there was to be installed a soda water apparatus capable of furnishing cool soda. The trial court refused both of these offers. It found that the defendant purchased the fountain, that it was installed in his place of business, that \$530 was paid on account, that the plaintiffs made an allowance of \$41.50, leaving a balance of \$563.50, that the orders signed by the defendant, together with the plan and letter of acceptance, constituted a complete contract which bound the defendant, and that no oral testimony could be admitted as to the capacity and installation of coolers. This was affirmed on appeal.

The contract between the parties was in writing; that is, the defendant signed an order and approved the plan, and the order was accepted by the plaintiff. The order was directed to the plaintiff, and requested the delivery of the "following described soda water apparatus and appurtenances," and then followed a description of the structure, with a note that, if it was for counter service, then there were to be additional details. These details appeared in the order under the title "counter service details," in which the following is quoted: "One cooler box no coolers with milk pump and ½ gal. can in centre surrounded by four crushed fruit jars as per plan." It was not denied that the defendant furnished all that he was required to do according to the writing, but the defendant argued that the contract was incomplete, and that he was entitled to offer oral testimony to show what was required to complete it. It was held that the contract, as written, was complete. The defendant might have expected more, and he might during the negotiations have contracted for more, but, when the contract was put in writing, that expressed the result of the negotiations and oral testimony was not admissible to vary its terms. (*Green v. Watts*, New Jersey Supreme Court, 90 Atl. 667.)

### Saccharin in Drinks—Discrimination

In a prosecution under the Missouri act of April 7, 1911, prohibiting the adulteration of non-alcoholic drinks by the use of saccharin and other substances therein named, it appeared that the defendant sold a bottle of soda water containing one pint, which contained .0229 of one gram of saccharin. A copy of the report of the Remsen Referee Board to the Secretary of Agriculture of March 6, 1911, was introduced in evidence. This report contained the following main general conclusions reached by the referee board:

"(1) Saccharin in small quantities (.3 gram per day or less) added to the food is without deleterious or poisonous action, and is not injurious to the health of normal adults, so far as is ascertainable by available methods of study.

"(2) Saccharin in large quantities (over .3 gram per day, and especially above 1 gram daily) added to the food, if taken

for considerable periods of time, especially after months, is liable to induce disturbance of digestion."

According to the evidence, one would need to drink about 13 pints of the defendant's soda water in 24 hours before he would get to the danger point in the use of saccharin. If such was the case, said the court, the amount of saccharin in the defendant's soda water was not deleterious to health, for no one could be so addicted to its use as to consume that much. But, independent of the question as to whether such use of saccharin was deleterious, it was held that the statute is an arbitrary discrimination against the makers of soda water. It may be taken for granted that saccharin is or may be used in foods or drinks which are non-alcoholic. Whether it is deleterious to health or not, it is certainly an arbitrary discrimination to prohibit the use of saccharin in non-alcoholic drinks and not prohibit its use in other foods and drinks. If it is deleterious to health in one case, it would be so in the other. If it was the purpose of the Legislature to prevent the use of saccharin in soda water, not because saccharin is deleterious, but because it sweetens the soda water, then it is an arbitrary discrimination in favor of those who sweeten soda water with sugar. If the Legislature regarded saccharin as deleterious to health, it should have excluded it from all foods and drinks, and not merely from non-alcoholic drinks. If the purpose was merely to prevent the sweetening of non-alcoholic drinks it should have prohibited the use of any kind of sweetening in such drinks. (*State v. Empire Bottling Co.*, Missouri Supreme Court, 168 S. W. 1176.)

### Food and Drugs Act—"Added" Defined—Misbranding

In a proceeding to condemn a quantity of a syrup called coca cola on the ground that it was adulterated and misbranded, the Circuit Court of Appeals made the following rulings. Forfeiture was claimed under the Federal Food and Drugs Act. It was held that the word "added" in section 7 of that act, declaring that an article shall be deemed to be adulterated if it contain any added poisonous or other added deleterious ingredient which may render the article injurious to health, implies the existence of a standard, and an element necessarily used to create a standard is not added. If caffeine was the addition to coca cola, as the complainant claimed, what was the base? For 15 years before the passage of the act, coca cola had been an existing article of food. It was a compound; it had no distinctive base (unless water, by reason of its larger proportion); it was made up of water, sugar, caffeine, phosphoric acid, glycerin, lime juice, coloring matter, flavoring matter and "merchandise No. 5." The test that whether the deleterious ingredient is "added" is whether this ingredient is in its natural or in an artificial form may often be a useful aid in applying and interpreting the statute, but it cannot be applied where artificially compounded foods are under consideration. In construing clause 5 of section 7, it is necessary to consider section 8 of the act, providing that an article of food which does not contain any added poisonous or deleterious ingredient shall not be deemed to be adulterated or misbranded, in specified cases, and when so construed, the act requires a standard before there can be any added ingredient or adulteration.

The act, it is held, makes no distinction between compounds known at its date and those thereafter devised, but it does not absolutely forbid the use in any compound of any element that a jury may call deleterious. Congress, having selected and regulated the use of those things known to be particularly dangerous, has not wholly forbidden other things from which no serious danger need be anticipated. The word "added" may be construed as being used with reference to a possibly deleterious food ingredient beyond the quantity in which the ingredient is normally found in usual or customary articles of food, and no such ingredient should be considered as added, provided it is present only in the quantity in which it existed in common articles of foods generally known. So construed, caffeine is not an added deleterious ingredient of coca cola.

The compound known as coca cola was held not to be misbranded, the name being a distinctive name of the product of the manufacturer thereof and of nothing else. "Coca" is indicative of one article, and "cola" of another distinct article, and the combination was not descriptive of any substance or combination known until adopted by the manufacturer, and is still unknown as an appellation for any other substance on the market. (*United States v. 40 Barrels and 20 Kegs of Coca Cola*, C. C. A., 215 Fed. 535.)



## WOMEN IN PHARMACY



Conducted by EMMA GARY WALLACE

### Greetings

**T**HE month of Christmas is with us again. The year has brought much for which to be thankful and much to regret. Our own country has been wondrously blessed and it is our earnest hope that peace and prosperity may continue within our borders.

During the months which have passed, much correspondence has come to my desk which has cheered and encouraged me in my work. Many have endeared themselves greatly through their letters and the helpful spirit of co-operation extended. That is just what this Department is for—that we may all come nearer together and be helpful to each other. In the year to come let us not forget what we may give as well as what we may gain, for the spirit of this Department is the Christmas spirit, throughout the entire course of the months.

I hope that peace and material blessings may be granted in full measure, pressed down, shaken together, and running over, for each and every one of the great ERA family. I hope that joy, the love of work, and the love of mankind, may fill the hearts of all, so that the New Year upon which we are soon to enter will be a golden one above all others yet lived.

A Merry Christmas—a very, very Merry Christmas, and the best and brightest of New Years.

I am, as ever,

Cordially and fraternally,  
EMMA GARY WALLACE.

### Machine, Pharmacist and Bank Book

**T**HE pharmacist who is not interested in increasing his or her bank account is a *rara avis*. This is an entirely laudable, even a *necessary* ambition, for prosperity is absolutely essential for self-preservation and efficient, up-to-the-minute service.

Many a fine pharmacist buys with discriminating care, selecting drugs of purest quality and of highest standard strength and test; he compounds his medicines with the consummate skill it has taken years and much experience to acquire; consigns them to high grade bottles, pasteboard boxes, *porcelin* jars, or tin containers—the best on the market; *and then spoils the appearance of the whole costly process by an indifferently written or blurred label.*

We sometimes forget that a chain is no stronger than its weakest link. A certain miner proved this to his undoing when he allowed himself to be lowered into the shaft of a mine by a chain which was perfectly sound, save for one rather weak loop of metal. His fellows were doubtful but he said he would take the risk. When his weight parted the chain taut, the untrustworthy link had exactly as much strain to bear as the good links. It parted and he was dashed to his death. No matter how sound the buying, the laboratory processes, the service, or the credit system, a poor labeling link may be responsible for serious disaster.

The customer sees the label. He scarcely gives the rest of the system a thought. Why should he? He knows nothing of it and perhaps cares less. His idea of the prescription work, in fact, is shaped by the neatness, legibility, and professional appearance of the label directions. This is perfectly natural and it follows that public opinion (and consequently patronage) will be influenced favorably or unfavorably, by the style of the prescriptions and prescription copies sent out, the ap-

pearance of letters, bills, and statements. In this last step of the work done, doctors, nurses, and customers judge the nature of the work back of it as progressive, thorough, efficient, or old-fashioned, careless, and weak.

For this, if nothing more, the pharmacist of to-day needs a typewriter especially adapted to the exigencies of the business. Anyone who is of average intelligence, can learn to run such a machine. It is merely a mechanical process, not a fraction as complicated as learning to read or write. It takes years to do that. A typewriter can be operated as soon as its workings have been explained. A little experience will develop satisfactory speed.

To meet the demand for a machine with a keyboard especially suited to the doctor and druggist, a machine has recently been placed on the market, at exactly half the price of an ordinary standard product.

In the language of the small boy, this is a "bird," for its operation is as light as a feather, the work is graceful, and as clear-cut as well-made type, black ink, and white paper can produce. It is delightfully handy to be able to touch a key and write the various symbols, Gt., M., fl., 5, 5, 9, etc. This is adequate to take care of all the store work or can be auxiliary to a regular office machine as the needs of the business demand.

Certain it is that neatly typewritten labels for prescriptions and packages, special timely letters to physicians and nurses (with the personal element such a letter possesses), calling attention to new products and branches of service, will bear fruit in the way of greatly increased business.

The saving of time is also an element not to be overlooked, for a better system is possible. Letters will be answered more promptly and carbons may be kept of replies, saving all chances of misunderstandings. A good scheme is to use the back of the letter from your correspondent for the carbon of your reply. This saves filing extra paper. Money or an unpleasant situation is often saved by *knowing* and being able to *prove* exactly what a bargain or agreement was.

In many stores, Post Office Sub-Stations are maintained which often tax one's time heavily in proportion to the income received. Sometimes a book-keeper has to be kept purposely to take care of this work. Another machine is available, of the combined typewriter-adding-machine variety, upon which the work may be done swiftly and accurately, several columns of footings being totaled or subtractions made automatically, from the working of the regular typewriter keyboard.

If any wholesale business is done, this marvelous machine is almost indispensable, as the cost is soon saved in time gained.

We often hear the cry, "It is not the material which costs so much now-a-days. It is the labor!" And this is true. Machinery is cheaper than human energy, takes no time off, and never goes on troublesome strikes.

There are things we need in our business, concerning which the question may well be asked, "Can we afford to be without them?" One man was interested in the last machine described, but felt he could not afford to purchase. The demonstrator asked for a column of figures to add taken from his ledger. As chance would have it, that first demonstration detected an error of two hundred dollars and that too, against him. It didn't take him long to reverse his original opinion.

A good machine, if in line with our needs, will save money on one end and increase the profits on the other end—a pretty sure way of accumulating a bank account, when all is said and done.

### Louisville Ladies Hear Interesting Talk on Blind

W. O. N. A. R. D. Chapter 11, Louisville, Ky., held its regular monthly meeting at the Public Library on Nov. 5th. A feature of the occasion was an address by Miss Susan B. Merwin, superintendent of the Kentucky Institute for the Education of the Blind, who dwelt at length on the advantages offered blind children. The members accepted the speaker's invitation to visit the institution.



MRS. CHARLES BRUNSTROM  
*Member Board Directors*



MRS. H. E. ROWE  
*Pres. Rock Island Chapter*



MRS. JOHN T. ROE  
*Member Board Directors*

## W. O. N. A. R. D. Organization Ideals

“OUR efforts this winter will be directed to the entertainment of our members and their families, at evening parties, thereby endeavoring to let our husbands forge their troubles, temporarily at least, and bring our families closer together socially.

“At our regular meetings a part of the afternoon will be spent in making articles to be donated to some charitable institution.

“Our earnest desire is to get the wife of every proprietor and drug clerk in Rock Island County to become a member of our Chapter and the National Organization.” (Signed) MRS. H. E. ROWE, Pres. Rock Island, Ill., Chap. No. 15.

“A reform that should be pushed vigorously, by our Local and National Associations, is a campaign for shorter hours for druggists and clerks, enabling them to spend their Sundays and winter evenings at home with their families.” (Signed) MRS. CHARLES BRUNSTROM, Member Board of Directors.

“Vacation days having passed. Mobile Chapter, in its quiet way, has opened its doors, but with a newness of purpose—a sort of revival of all that is best in mind and heart. Having the armor of faith, we hope to accomplish the first needs and purpose of the Organization:

“To bring together by the sweetness of congeniality, and helpfulness to one another, this band of men, working out the destiny of the man-loving and God-fearing pharmacist.

“Having learned for ourselves, we hope to teach the men that cake is bitter when a brother's home lacks bread—not the bread to satisfy material hunger, but the mental bread that strengthens the mind, the bread of sunshine and love; the bread of true fraternity.

“To-day is a small space, but as our days add into each month and year and life-time, so must their thoughts and sweet memories of Chapter 9 ever grow and accumulate into mighty forces for peace and brotherly love.” (Signed) MRS.

JOHN T. ROE, Member Board of Directors.



MRS. F. E. MCBRIDE  
*President W. O. N. A. R. D.*

“I think THE thing that would bring the most happiness to men and women and all concerned would be shorter hours and Sunday closing—that the druggists could be on a more equal basis with other business men and have more time for their families. This is what I hope the future has in store for the druggists.” (Signed) MRS. F. E. MCBRIDE, Pres. W. O. N. A. R. D.

### AROUND THE CIRCUIT

Miss Mabel C. Starr is the pharmacist in charge at the Methodist Episcopal Hospital, South Broad street, corner of Wolf, Philadelphia, Pa.

Mrs. F. E. McBride will surely be a very busy woman this year. Besides serving as president of the W. O. N. A. R. D., she recently acted as chairman of the local convention at the Youngstown, Ohio, State Federation meeting. This entailed a great deal of work. She is also chairman of Civics in the Ohio State Federation and chairman of Public Health and Sanitation, which is one of the most important standing committees of that influential body. She is president of the Youngstown Research Club, which she organized in 1894, and is one of the charter members of the Youngstown Women's Up-to-Date Club. Mrs. McBride organized the Youngstown W. O. N. A. R. D., of which she is president. These, with numerous other interests, keep her hands and her time fully occupied.

# NEWS SECTION



## MOSTLY PERSONAL

—MRS. FLORENCE S. JINTA, formerly of Baltimore, and later of Pekin, China, has returned to Washington, D. C., where she has enrolled as a student in the department of pharmacy of George Washington University. Mrs. Jinta has had her life filled with adventure and tragedy. Her husband, Takashi Jinta, a Japanese, was in the employ of the United States as an immigration inspector, and was murdered by Chinese tongs last year. With her two little sons, Mrs. Jinta then returned to China, to make her home with Capt. Tang, of the Chinese navy, her husband's foster father. Her children remain in China, and Mrs. Jinta intends to make it her permanent home. Her efforts here will be devoted to preparing herself for work in that country.

—MORSE S. ASCHER, of 329 John R. street, Detroit, Mich., thinks that all thieves are not as bad as they are painted. A young man entered his store one night recently, asked for a cigar, and instead of presenting some coin, presented a shiny revolver, and asked to be allowed to inspect the cash register. Mr. Ascher informed the visitor that he was only the clerk in the store, and was accordingly not made to deliver all his personal wealth in addition. Although the yield of the cash register was meager, only \$3.00, the robber thanked the druggist and left the store. Four years ago Mr. Ascher was made to stand and deliver four times within the twelvemonth, but this last experience is the first time that he has been thanked for his generosity.

—J. H. WEBSTER, proprietor of the drug store at 933 Lafayette avenue, Detroit, Mich., goes about his store "heeled," since he has been alarmed by the many recent holdups in his neighborhood, but his young clerk, Julius W. Smith, was unprotected when a bandit marched into the store, at 9 o'clock of a sunny morning, and persuaded Smith to take him to the cash register. The clerk tactfully introduced his visitor to the little till back of the soda counter, from which only \$28 were extracted. The robber evidently did not have his mind on his work, as he walked twice past the main cash register of the store and did not notice it, although he could have made a rich haul there. The holdup man finally escaped.

—WILLIAM F. SAWYER, of Boston, formerly secretary of the Massachusetts Board of Registration in Pharmacy, was one of the seven members who dined at the Revere house, Boston, recently, the remaining septet of 100 young men who half a century ago composed a literary and debating society in Falmouth, now the town of Hudson, Mass. Although the club has long since passed out of existence, the survivors, or as many of them as are able, gather once a year at the Revere house in Boston, and keep alive the memory of the early days. Dr. Sawyer acts as secretary of the "Once a Years," as it is now called, merely to notify his associates of the date of the dinner.

—W. W. CHERRY, a druggist at Orleans and Aisquith streets, Baltimore, had a trying experience one night recently, when, after going behind the prescription counter to measure out a quantity of witch hazel for a negro, he turned to see the pretended customer rifling the cash drawer. Dr. Cherry demanded of the negro to know what he was doing, and by way of answer the colored man thrust a pistol in his face and told him to throw up his hands. Dr. Cherry promptly dropped behind a counter, whereupon the robber went out. An examination of the cash drawer showed that several dollars were missing.

—MISS MADELINE GILMORE, of Cincinnati, Ohio, has the distinction of being the youngest woman pharmacist in the city, and one of the youngest in the State. She was graduated from the Cincinnati College of Pharmacy with honors in the class of 1912, only two years ago, as the youngest member of the class, and in October passed the State examination for registered pharmacists with flying colors. She took the assistant's examination some time before, qualifying easily. Since her entrance into professional work Miss Gilmore has been connected with the George E. Smith Pharmacy at Clark and Baymiller streets, Cincinnati.

—PRESIDENT A. L. KILLMER, of the Iowa State Ph.A., was recently quoted in the local press of his section of the State, to the effect that the N.A.R.D. was making no effort to raise and keep prices at a certain general level. The secretary of the State Board of Health has been agitating for an investigation by the State Attorney, alleging that the druggists in using the N.A.R.D. prescription price mark are violating the Sherman anti-trust law. The case of a State employe will be used as the basis of the investigation. It is said that the druggist looked at the "mark" and charged \$1.50.

—EDWARD F. KREKLER, drug clerk in Rapp's drug store at Longworth and Plum streets, Cincinnati, has filed suit for \$5,000 damages against a police lieutenant of that city, on the charge of false arrest. He alleges that on July 4 last, at about 1 a. m., when he was in charge of the store, the officer placed him under arrest and had him taken to the station in a patrol wagon, and that he was held until next morning without any charge being placed against him, and then released.

—LEONARD D. WORDEN, who for the past ten years has represented McKesson & Robbins and Schieffelin & Co. in the state of New York, has now gone into the real estate business in Watertown, N. Y., where he is making a specialty of the sale and purchase of drug stores. Mr. Worden is wellknown to the druggists of New York State, and especially qualified to assist them in the sale and purchase of stores. He has a half interest in two drug stores at Geneva, N. Y.

—MARSHALL M. BRADBURN, one of the best known druggists of the Crescent City, has been nominated to be U. S. examiner of drugs at New Orleans, and was sworn in on Nov. 4. Mr. Bradburn was a member of the Louisiana State Board of Pharmacy, having been appointed in 1908, and was the Board's examiner in chemistry, and chairman of the finance committee. He is also a member of the State Pharmaceutical Association.

—EUGENE POPE PURCELL, the well known druggist of Waynesville, N. C., was married Oct. 14 to Mrs. Julia Hopple South, of Clearwater, Fla. The wedding was a surprise to all their friends. Mr. Purcell was in the drug business for 16 years in Charlotte and Reidsville before coming to Waynesville, and is known to many in the trade, especially in central Carolina. He is connected with the Chautauqua Drug Co., and with the Haywood Orchards Co.

—LEANDER PARKHURST, president of the Ropes Drug Co., Lynn, Mass., has resigned his active business interests, and intends to demonstrate his belief in the "back to the soil" theory. For a number of years Mr. Parkhurst has been interested in the Blossom Finca Co., of Porto Rico, growers of the Blossom brand of fruits, and he will devote most of his time in future to the development of his large plantations in the Bayamon district of that island.

—T. N. EDWARDS, a well known pharmacist of Charlotte, N. C., has purchased the Charlotte Drug Co., with which he was formerly identified. Mr. Edwards has been in the drug

business for the past 16 years, and is widely known to the trade. He was formerly employed by W. M. Wilson, the veteran druggist of Charlotte, and later held a position with J. W. Bullock.

MAX TRIZLAF, a well-known druggist of Watertown, Wis., was married recently to Miss Ella Schoenleben, of Racine, Wis. The ceremony was performed by the Rev. J. F. Boerger of the St. John's Lutheran church and was followed by a reception at the home of the bride's parents, Mr. and Mrs. John Schoenleben. The newly-married couple took a wedding trip to New York and other eastern points.

JAMES B. MACK, for 34 years a representative of Meyer Bros. Drug Co., St. Louis, Mo., has left the road, and will take a needed rest. Mr. Mack began his business career at the age of 14, when he entered the drug firm of Smith & Ferguson, Springfield, Mo. After staying with this house for 12 years, he changed to Meyer Brothers, and has covered southern Missouri and northern Arkansas continuously since then.

ANTHONY SCHAICH, owner of Schaich's Drug Store, Reading, Pa., gave a complimentary dinner Oct. 29 to the officials and employes of the Neversink Mountain Railway Co., a terminus of which is located at the same point as Mr. Schaich's pharmacy. He congratulated all present on the courtesy and attention manifested by the railway employes toward passengers, both on the cars and in his place of business.

ELWELL HOYT, proprietor of the Crown Drug Co., Tacoma, Wash., was afforded novel entertainment on the night of Oct. 30 by the strange behavior of a man who entered the store, invited the druggist back into his own office, and held forth in various ways, pending the arrival of the police. The visitor was found to be Hugh McGovern, a patient who had escaped from the West Washington Hospital for the Insane.

CARLO VESPASIANO, a druggist at 114 Common street, Lawrence, Mass., was attacked on Oct. 14 by an unknown man, who entered as a customer, and without provocation or warning slashed Vespasiano's cheek from the mouth to the ear. The assailant had time to escape, and has not been captured. Fifteen stitches were required to close the wound.

R. W. HARTWIG, 800 Milwaukee ave., Chicago, Ill., was one of a party which recently spent a month in America's Switzerland, near Alberta, B. C. Leaving Chicago Sept. 5, the tourists, with guides, arrived at Robson's Pass Sept. 9, and returned to Chicago on Sept. 28. The party spent most of the time "roughing it," and game was plentiful.

HARRY SPRINGER, of Muscatine, Ia., delivered an address on "Price Cutting and its Demoralizing Effects," at the first annual conference of the University of Iowa Pharmacy College Alumni, held at Iowa City on Oct. 23. Mr. Springer is a graduate of the University, and has showed his loyalty to his alma mater by naming his store the S. U. I. Pharmacy.

FRANK C. GOODALE, of Lowell, Mass., one of the oldest druggists in that city, has retired from business. For 30 years he has been located at the corner of Central and Jackson sts., and has seen all those men who began business with him disappear from the horizon, with the exception of A. W. Dows.

DR. GEO. LEHMAN, formerly a Portsmouth, O., pharmacist, and now on the sales force of Parke, Davis & Co., recently was the victim of a severe attack of acute indigestion which almost ended his life. The seizure came at a hotel in Lancaster. He is now recovering at his home in Columbus.

J. N. MACKENZIE, owner of the Rexall drug store in Waukegan, Ill., retired from business on Nov. 7, and will locate anew in southern California, where he goes for the benefit of his wife's health. He has not yet decided whether he will re-enter the drug business.

GEORGE G. MUTH, of Muth Bros. & Co., wholesale druggists at Baltimore, has been taking a motor trip through the Catskills and the Mohawk Valley with a party of friends. Later he went by motor from Albany to Boston and through the White Mountains.

ALGERNON S. TYLER, late partner in the A. W. Larson drug store at Marshalltown, Iowa, was married recently to Miss Amy Snyder. After a honeymoon in Washington, D. C., and other Eastern points, Mr. Tyler will seek a new location for a drug store.

ANDREW CUNNINGHAM, head of the Cunningham system of drug stores in Detroit, Mich., gave a banquet to his employes Oct. 28, in commemoration of the twenty-fifth anniversary

of his starting in the drug business at 264 Joseph Campau ave.

L. P. J. HARMS, for 19 years a druggist at Hutchinson, Minn., has sold his store to Edward Scheele, and will move with his family to St. Paul, later visiting the Pacific Coast, where he may decide to take up his residence.

CHARLES E. McFORMICK, manager of the branch pharmacy of Hynson, Westcott & Co., at North and Linden avenues, Baltimore, was married on November 7, to Miss Annie E. Utermohle. The couple spent their honeymoon on a tour south.

H. E. WICH, who succeeded his father, C. L. Wich, in the proprietorship of the pharmacy at Patterson avenue and Stricker street, Baltimore, was married recently.

MARCUS GEBRICH, for many years a druggist at Stamford, Ill., has been appointed postmaster at that place, and will shortly open a postoffice in his new building.

HUGH W. TAGGART, a druggist located on Commercial st., Waterloo, Ia., was recently operated on at St. Francis Hospital, and is reported to be recovering favorably.

JOHN URI LLOYD, of Cincinnati, was a visitor in Dallas, Texas, recently, attending the Texas Eclectic Medical Association convention and the State Fair.

GEORGE JAY, druggist, of Shenandoah, Ia., has been appointed a member of the executive committee of the Commercial Club of his city.

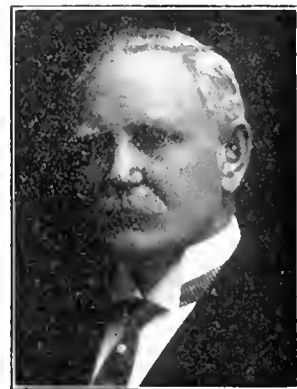
#### DR. WILLIAM C. ALPERS HEADS A. P. H. A.

LaWall, Ruddiman and Brown New Vice-Presidents  
--Apple, Mayo and Army Elected to Council

DR. WILLIAM C. ALPERS, of Cleveland, Ohio, was elected president of the American Pharmaceutical Association in the recent mail ballot for officers and members of the Council, according to the announcement of General Secretary W. B. Day. Others elected are as follows:

First vice president, Charles H. LaWall, Philadelphia; second vice president, E. A. Ruddiman, Nashville, Tenn.; third vice president, L. A. Brown, Lexington, Ky.; members of the Council, Caswell A. Mayo, New York, F. M. Apple, Philadelphia, and H. V. Army.

The new president, who will begin his term of office at the close of the next annual meeting of the association, is well known as a practical pharmacist, educator and author. He opened a pharmacy in Bayonne, N. J., and in 1894 was appointed a member of the New Jersey Board of Pharmacy. In 1899, he was elected president of the New Jersey Pharmaceutical Association. He then became proprietor of a retail pharmacy in the metropolis. He has served several terms as president of the German Apothecaries' Society of this city, and has been connected with the editorial staff of the *Deutsch-Amerikanische Apotheker-Zeitung* of this city. Early in the present year he was appointed professor of pharmacy and dean of the Cleveland School of Pharmacy, a department of Western Reserve University, and assumed his new duties on Feb. 1.



DR. WILLIAM C. ALPERS

#### Druggist Convicted of Selling Narcotics

Samuel Goldmer, known for years as a reputable druggist at 920 Fourth avenue, Brooklyn, was sentenced to three months in the penitentiary following his conviction for the illegal sale of narcotic drugs to habitues. Many pleas for mercy were made in behalf of the druggist, but the court was determined that an example should be set to aid in ending the illegal traffic in banned drugs. According to the evidence, one drug addict kept a record for the police of the heroin tablets which he purchased of the druggist in quantities of 200, 400, 42, etc. It was asserted in court by the District-Attorney's representative that Goldmer, despite his well-established reputable business, was stooping to the illegal sale of drugs to the boys and girls in the neighborhood.



## OBITUARIES

### JAMES N. NORTH

James N. North, president of the American Soda Fountain Company, died November 1 at his home in Brookline, Mass., after a short illness, at the age of 73 years. Mr. North was born at Wilmot, N. S., September 10, 1841, and came to Boston as a young man, and attended the Boston schools. At the age of 17 he went to New Orleans where he entered the employ of an auctioneer. He was next employed as a clerk on a line of steamboats plying between New Orleans and Shreveport. At the outbreak of the Civil War he returned to Boston and enlisted in a Massachusetts infantry regiment.



JAMES N. NORTH

After the war he studied theology at the Harvard Divinity School, and was in 1870 called as an assistant to Rev. George H. Hepworth at the Church of the Messiah, this city. Shortly thereafter, he returned to Boston and became associated with James W. Tufts in the manufacture of soda water apparatus. He secured an interest in the Tufts business in 1876, and upon the organization of the American Soda Fountain Company in 1896, he was made treasurer of that corporation. In 1902, he succeeded James W. Tufts as president.

Mr. North was active in the affairs of the Unitarian denomination. He was also eminent in Masonry, and in the Grand Army of the Republic. He was a member of Edward W. Kinsley Post, and of the Military Order of the Loyal Legion. A son, two daughters and eight grandchildren survive him. His wife died July 14, 1913. I. F. North, a brother, is treasurer and general manager of the American Soda Fountain Company.

### John Rutger Planten

John Rutger Planten died on November 18 at his home, 207 Carlton avenue, Brooklyn. He was in his 25th year. Mr. Planten was the only son of H. Rolff and Ida Gilman Planten, and was a grandson of the late John R. Planten, for over 40 years Consul General of the Netherlands at the Port of New York, and a grandson of the late Smith Durrell Gilman, who was descended from the New England family of Gilmans. The deceased was a graduate of the Polytechnic Institute, a graduate of the College of Pharmacy, City of New York, and of the School of Pharmacy, Columbia University.

At the time of his death, the young man was employed in the capacity of chemist by H. Planten & Son, Brooklyn, manufacturers of pharmaceutical specialties, and of which his father, H. Rolff Planten, is the president. He was in a position to continue his research work at the College of Pharmacy and is believed to have overworked himself. His parents and two sisters survive him.

### Milton O. Waterbury

Milton O. Waterbury, vice-president of the Waterbury Chemical Co., of Des Moines, Ia., manufacturers of pharmaceuticals, died of Bright's disease at his home in Montclair, N. J., on November 15. His death was unexpected although he had been in ill health for some time. He was born in Cedar Falls, Ia., on October 23, 1869, and was educated in various schools in that state. He was trained as a chemist and at the time of his death was vice-president of the above-named company. He was also vice-president of the Waterbury Investment Company, of Des Moines. Mr. Waterbury had charge of the Eastern business of the Waterbury Chemical Company, and had his office at 37 Pearl street. In Montclair, he was prominent socially, politically and fraternally. He was a

thirty-second degree Mason, a member of the Upper Montclair county club and was on the board of governors of that organization. He also belonged to several social organizations. His wife, two sons, two brothers and two sisters survive him.

### John L. Parker

John L. Parker, prominent druggist of Birmingham, Ala., a former president of the Alabama State Board of Pharmacy, and for years president of the Birmingham Board of Education, recently shot himself to death with a 32 calibre Colt automatic revolver. He had been suffering acutely from asthma during the past 12 months and had ignored his physician's advice that he take a rest. The suicide took place in a remote cellar of the deceased's store. Mr. Parker's financial affairs were declared by his friends to be in an excellent condition and his estate, although unappraised as yet, is expected to reach a large figure. He owned nearly 30 acres adjoining the fairgrounds, where he raised flowers, and much improved property in Birmingham and elsewhere. It was stated that he had \$151,000 life insurance in force at the time of his death. Mr. Parker had served several times as alderman and once as president of the city council. He was a former president of the Board of Trade and chairman of the executive committee of the State Fair association. He was a member of various wellknown clubs, a 32nd degree Mason, a Shriner, and a Knight Templar. His widow and two children survive.

### Charles Eberle

Charles L. Eberle, one of Philadelphia's most prominent and well-liked men, died at his home, 6006 Greene street, that city, last month, and his funeral was attended only by his widow and male friends. Women were excluded from attending the funeral, not because any prejudice was entertained in this direction, but because Mr. Eberle disliked the gossip which he thought women were prone to engage in on these occasions. He was 77 years old, and was identified with various schools and civic enterprises for more than fifty years. He graduated from the college at Lancaster, later continuing his studies at the Philadelphia College of Pharmacy. In 1859 he purchased the drug store of Abraham Rex, at Germantown avenue and Church lane, the only drug store at that time in Germantown, and which he conducted for forty years. From 1872 to 1884 he was a member of the examining board of the Philadelphia College of Pharmacy and also a trustee of that institution. He was also interested in various other enterprises.

### Major Claude H. Sayle

Major Claude H. Sayle, 50, for many years of the firm of Sayle & Sholars, druggists, Little Rock, Ark., but lately a cotton broker of Memphis, died at his residence in Little Rock. Worry over the cotton situation is said to have been instrumental in causing his death. Upon rising, Major Sayle complained of his heart. A few minutes afterward he expired. Mr. Sayle had just arrived in Little Rock from Memphis, and was planning to re-enter the drug business in the former city. He quit the drug business five years ago, and up to that time had been engaged in it for 19 years. He was wellknown in fraternal circles, as a member of the Scottish Rite Masons, the Shriners and Elks. Major Sayle was a veteran of the Spanish-American war, during which he was a major of the Second Arkansas regiment. He was a graduate of the Kentucky Military Institute and of the Department of Pharmacy, Vanderbilt University. His wife and 19-year-old son survive.

### James W. Anderson

James W. Anderson, for many years one of the leading druggists of Urbana, O., died recently at his home in that city, after a long illness, due to a complication of ailments, his condition being such that during the latter months of his life he was unable to get about except in a wheeled chair. He was 87 years of age. He was born in Virginia in 1827, moving to Urbana when he was twenty-nine years of age. He entered the drug store of Dr. J. S. Carter, now owned by George W. Cramer, becoming a partner and later, the sole owner of the business. He afterward took Mr. Cramer as a partner, and sold the entire business to him in 1896, when he retired. Mrs. Anderson survives her husband, as well as two brothers and two sisters.

## RECENT DEATHS

—FRED LAMB, who had been employed at the Riker-Jaynes drug store at 158 Tremont street, Boston, ever since it was opened four years ago, and was assistant manager, died recently from morphine poisoning. He was accustomed to remaining late on Monday nights to finish up his work, and it was on a Monday night that the watchman saw him with his head resting on his hands on the desk. He seemed to be sleeping. Early in the morning, the watchman tried to rouse him, but without avail. The alarm was given to the hospital authorities and an ambulance took him away. During the forenoon he passed away without recovering consciousness. Lamb was a native of St. John, N. B., and had been employed in various Boston drug stores for 20 years. He was unmarried. He was recording secretary of the Drug Clerks' Union.

—CLINTON C. COOK, 49, Orange, Mass., died of heart disease at his home. He was the Republican candidate for representative in the fourth Franklin county district, but withdrew his candidacy because of his health. He was born in Hardwick and had been employed as a druggist at Athol, Boston and Barre. He came to Orange 16 years ago and opened his own store. While in Barre he was town clerk for four years. In Orange, Mr. Cook had been a member of the school committee for nine years and was also a public library trustee. He was a trustee of New Salem Academy and was chairman of the committee having in charge the construction of the Town Hall. He was an expert horseman and for many years was a starter and judge in numerous horse races at the county fairs in his section. His wife and a daughter survive.

—DR. AUGUST AREND, founder of the "chain" of A. Arend drug stores, Chicago, died at his home, 3966 Lake Park avenue at the age of 80. Two years ago last summer Dr. Arend leaped from a passenger steamer in midlake after writing a note to his wife in which he said he was tired of everything. The steamer put about and the old man was rescued. Dr. Arend was born in Cologne, Germany, and came to America in 1855. He entered business in Philadelphia the same year, but moved to Chicago in 1871 and opened his first drug store there at West Madison street and 5th avenue, from which the present "chain" of stores has grown. He sold out his interest in the stores 15 years ago. His widow, who was his second wife, and four children, survive him.

—JOHN A. HOFFMANN, 39, a druggist at Chase and Kirby avenues, Cincinnati, O., died recently at the German Deaconess Hospital following an operation. He was the son of Lawrence Hoffmann, a druggist of New Bremen, O., where he was born, and a brother, Walter, who is in business with the senior Hoffmann at that place, is one of the surviving relatives. Mr. Hoffmann had been in the drug business in the same neighborhood in Cincinnati for the past ten years. He was a member of the Masonic order. Besides his parents, his widow and a daughter and three brothers survive him. His brother Lawrence is a druggist at North Baltimore, O., four of the family having been engaged in the drug business.

—PAUL DE SPOTTE, a manufacturer of toilet articles, New York, one of the organizers of the Thirteen club, and for many years chairman of the Tammany organization in the old Ninth ward, died recently of apoplexy. He was 77 years old and came to this country in 1855. He was familiarly known as "Professor de Spotte," and often told his friends how P. T. Barnum engaged him to bleach the noted "white elephant" in 1884. He was the friend of William Barrett, Joseph Jefferson, William Florence and other famous actors of those days. He was a member of the Press club and editor of the American Hair Dresser. His wife, a daughter and two sons survive.

—MARTIN LYNCH, 80, druggist of Edinburg, Ind., died after an illness of almost three months. He was born in County Clare, Ireland, and came to America when 16 years old. He worked first at the cooper's trade and afterward as a clerk in the drug store of Kiefer & Rush. In 1861 he formed a partnership with Adam Mutz, now deceased. In 1898, Mr. Mutz retired and transferred his interest to his son, John R. Mutz. The latter remained a partner in the firm until Mr. Lynch retired and sold his interest. At the time this occurred Mr. Lynch had been in business in his city longer than had any other merchant there. An only daughter survives him.

—JOHN BENNING DANIEL, 70, prominent Atlanta, Ga., druggist, died after an illness of but 10 days. He was unmarried and lived with a sister. He was an elder in the First Presbyterian church, and was active in church work. He was a native Georgian, having been born in Lincolnton, Lincoln county. He had been in the drug business in Atlanta 49 years, coming to that city directly after the close of the Civil War, in which he served with distinction, entering the Confederate army when but 15 years old. He began his career as a clerk in the drug store of L. W. & L. S. Meade.

—JOHN C. SCHWARTZ, 62, wellknown druggist of Hamilton, O., died at his home of a complication of affections. While his health had been impaired for some time, he had been confined to his home for but a short while. He was born in Nuremberg, Germany, and at the age of three came to Hamilton with his parents. He was educated in the city schools and later became a drug store clerk. He studied pharmacy and opened his own store. He conducted drug stores with success at several locations in his city. In 1903 he retired from business.

—A. FRANCIS BARNES, for many years employed by the Elbridge Nash Drug Company, Inc., at 12 Union street, Weymouth, Mass., dropped dead on the night of Oct. 17, upon his return from the store. He rode home on a bicycle, and was putting the wheel away, when death overtook him. He was 42 years of age, and had spent his whole life there, filling important positions in the community. For three years he had served as a selectman, and for many years had been secretary of the Weymouth Agricultural and Industrial Society. He was eminent in Masonry. Two children survive him.

—A. FRANCIS BARNES, 42, South Weymouth, Mass., recently died of heart failure, 15 minutes after leaving his place of business for his home. He was a member of the Elbridge Nash Drug Co. He had served as selectman in his city for three years and as overseer of the poor for four years. He was a member of the Norfolk club, Orphans' Hope lodge A. F. & A. M., South Weymouth Improvement society and for several years was secretary of the Weymouth Industrial and Agricultural society. His two little daughters survive the deceased.

—GUSTAVE R. FRIES, one of the officers of the Alex. Fries & Bro. Chemical Co., of Cincinnati, died recently of pneumonia, at the age of 74 years. He had been associated with the company since its organization in Cincinnati in 1861. Mr. Fries was born in Germany, coming to this country at the age of 13, and was one of those who made the journey across the plains in '49, having many thrilling experiences at that time. A number of relatives survive him. He was a Mason, belonging as well to several business organizations.

—AUGUST WILLIAM BARGET, a retired druggist of Brooklyn, N. Y., and a member of one of the oldest families of Old Williamsburgh, died at his home, 764 Quincy street. He was born on old Ewen street, in the Sixteenth ward, 63 years ago, and his father, William Barget, was a pioneer druggist of that section. For 43 years he conducted a drug store on Fulton street, Jamaica, near the Rockaway road. He was a bachelor.

—SAMUEL W. CARPENTER, 68, of Waveland, Ind., died after a prolonged illness, during which he had suffered from a complication of diseases. He had been in the drug business for 18 years, having begun his career as a druggist at Delphi, O. The body was taken for interment back to his old home in Kentucky.

—E. L. WILLIAMS, a retired druggist of Carthage, Mo., is reported to have committed suicide by taking strychnine, having first written a note to the coroner, requesting that official to file his will and thanking him for attending to the trouble he had caused. He was 62 years old. He had been in poor health.

—JOHN W. GOODWIN, former resident of Millvale, Pa., died at the age of 72 years on his plantation near Cedarsburg, Va. He was a veteran of the Civil war and for 40 years resided in Millvale, where he conducted a drug store. His widow, three sons and two daughters survive him.

—FRANK COPE, druggist of Davenport, Ia., died of erysipelas supposed to have been induced by pulling a hair from his nose while shaving. He opened his Davenport store after having spent eight years on the road as a traveling representative.

# Application of the New Stamp Tax

Sections of the Act That are of Particular Importance to the Retail Drug Trade and the Instructions That Have Been Issued to the Perfumers—a Majority of Manufacturers Inform the ERA They Will Pay the Tax

Interesting Communications from the Men Most Concerned



THE law recently enacted by the 63rd Congress to increase the revenue and for other purposes, imposes upon druggists in common with other business men the payment of certain stamp taxes on commercial paper, etc., as outlined in Schedule A of the Act, while a special tax is imposed upon them as dealers in tobacco and those who sell to consumers wines and liquors, who, (from October 23 last) are required to keep track of such sales of wines and liquors and to settle with the Government for such sales until bottle and jug stamps are furnished.

According to Treasury Decision No. 2027, all dealers are required to keep an account of these sales from Oct. 23, pending receipt of appropriate tax stamps, and the form necessary to be used can be obtained of the Collector of Internal Revenue of the particular district in which the seller may reside. As outlined in the law, the tax accrues on all wines sold; two cents per quart on all still wines, 20 cents per quart on champagne and other sparkling or artificially carbonated wines, 6 cents a quart on liqueurs, cordials and similar compounds, domestic or imported, and proportionate tax rates for other quantities until stamps are furnished. Collection of the tax on this basis is to be made later on. As soon as the stamps are available, these are to be affixed to each bottle or container in which such wines or liquors are sold, the dealer receiving and selling, or offering the same for sale or consumption to any other person than a dealer being required to affix the stamps prescribed. The tax is not imposed on any still wine used by any rectifier, manufacturing chemist or druggist in the manufacture of any liqueur, cordial, or compound subject to any internal revenue tax imposed by the Act.

The law imposes a tax of one cent on every telephone and telegraph message for which a charge of 15 cents or more is made, and requires the company operating the lines to collect the tax. According to the instructions of the Commissioner of Internal Revenue for collecting this tax, the method of collection is wholly within the province of the companies receiving and transmitting the messages. An interesting ruling made by the Collector is that all overtime messages where the initial rate is less than 15 cents, but the total charge on account of the overtime brings the charge to 15 cents or more, are subject to the tax.

## Schedule B Effective Today

The requirements of Schedule B become effective today (December 1) and upon druggists is placed the responsibility of seeing that stamps of the required value are placed on all perfumery, cosmetics, chewing gum, etc. they may sell and which are enumerated in the Act. Proprietary medicines as such are exempted from the imposition of the tax, but from a study of the law it is somewhat difficult to understand how the authorities will determine whether a given toilet article is a cosmetic or a proprietary medicinal preparation, for almost all products of the cosmetic type are advertised to remedy certain affections. However, it is expected that general regulations for the execution of Schedule B which are now being formulated by the Internal Revenue Bureau and are soon to be issued will cover many of these points. The regulations in any event will not affect the general plan of taxing the products enumerated in the schedule.

The taxes are to be imposed on the retail prices of the goods, and as stated before, are to be paid by affixing adhesive stamps upon every packet, box, pot, phial or other container of the articles taxed. The schedule tabulated for ease of reference is as follows:

## Tax Schedule

Not exceeding 5 cents .....	1¢ cent
Over 5 cents and not exceeding 10 cents .....	1¢ cent
Over 10 cents and not exceeding 15 cents .....	3¢ cent
Over 15 cents and not exceeding 25 cents .....	5¢ cent
Over 25 cents and not exceeding 50 cents .....	11¢ cents
Over 50 cents and not exceeding 75 cents .....	17¢ cents
Over 75 cents and not exceeding \$1 .....	21¢ cents
For each additional 25 cents of retail price or value of fractional part in excess of 25 cents, $\frac{1}{5}$ ths of 1 cent.	

Many requests for more specific information regarding the cancellation of stamps and the handling of stocks on hand by the dealer, has caused the Commissioner of Internal Revenue to issue the following circular:

The proviso to Section 8, Act of October 22, 1914, reads as follows:

"That instead of cancellation by initials and date, the stamps on the articles enumerated in Schedule B shall be so affixed on the box, bottle, or package that in opening the same, or using the contents thereof, the said stamp shall be effectually destroyed; and in default thereof the party making default shall be liable to the same penalty imposed for neglect to affix said stamp as hereinbefore prescribed in this Act."

Section 22, however, authorizes the Commissioner of Internal Revenue to prescribe such method for the cancellation of stamps as he may deem expedient in lieu of the method prescribed in the Act.

Under this authority it is held that as to stocks of articles subject to tax under Schedule B, now in the hands of manufacturers and packed ready for shipment on orders not yet received, which stocks already packed in boxes or cartons remain in their hands on December 1st, and it is impracticable to unpack the boxes or cartons for stamping without serious loss, the stamps covering the entire contents of the container may be affixed to the container and canceled with the initials of the manufacturer and the month and year.

Where goods have been previously ordered for delivery at a future date, and same are already packed in shipping cases, to fill the order, and marked for shipment to purchaser, such goods may be delivered to purchaser without each article being stamped, provided purchaser is furnished with proper stamps to attach to taxable articles when case is opened.

Retailers receiving goods in such boxes or cartons bearing stamps should retain the stamped container until the contents are disposed of and will be held liable for tax on goods exposed for sale unstamped, unless they are able to produce such stamped containers as evidence that the goods have been taxpaid by the manufacturers.

Cased goods which have been removed from the place of manufacture to depots or warehouses prior to December 1, 1914, may be regarded as in the hands of the manufacturers as wholesalers and not as manufacturers, and should be stamped by the retailers before being sold at retail.

Where goods are usually offered for sale in small containers attached to display cards, stamps covering the tax on all attached articles may be affixed to the cards.

Where several articles, all taxable, or some taxable and some untaxable, are packed in boxes for sale as entireties, the stamps covering the taxable contents may be affixed to the box in such manner as to be broken on opening the boxes. If the outer coverings in such cases are fancy containers, which would be marred by attaching stamps to covers, or are of such character that it is impracticable to so attach the stamps that they will be broken on opening the article for use, stamps may be affixed to side or bottom of the container.

In all cases where stamps are so attached as to be broken when the article is used, cancellation is unnecessary. In all other cases cancellation of the stamps will be made by affixing initials with month and year.

Retailers who are required by law to stamp all taxable articles in their possession on December 1, 1914, or received unstamped from wholesalers, before offering same for sale at retail should in all cases where practicable stamp the individual bottle, can, pot, carton, or box, as usually sold and delivered to the customer.

In cases where this is impracticable the stamps may be affixed in one of the methods outlined above.

ROBT. WILLIAMS, JR.,  
Acting Commissioner.

The various sections of the Act of particular importance to the retail drug trade are the following:

### Affixing and Canceling Stamps

Sec. 8. That in any and all cases where an adhesive stamp shall be used for denoting any tax imposed by this Act, except as hereinbefore provided, the person using or affixing the same shall write or stamp thereupon the initials of his name and the date upon which the same shall be attached or used, so that the same may not again be used. And if any person shall fraudulently make use of an adhesive stamp to denote any tax imposed by this Act without so effectually canceling and obliterating such stamp, except as before mentioned, he, she, or they shall be deemed guilty of a misdemeanor, and upon conviction thereof shall pay a fine of not exceeding \$50, or be imprisoned not more than six months, or both, at the discretion of the court: *Provided*, That instead of cancellation by initials and date, the stamps on the articles enumerated in Schedule B shall be so affixed on the box, bottle, or package that in opening the same, or using the contents thereof, the said stamp shall be effectually destroyed; and in default thereof the party making default shall be liable to the same penalty imposed for neglect to affix said stamp as hereinbefore prescribed in this Act.

Sec. 9. That if any person or persons shall make, sign, or issue, or cause to be made, signed, or issued, or shall accept or pay, or cause to be accepted or paid, with design to evade the payment of any stamp tax, any promissory note liable to any of the taxes imposed by this Act, without the same being duly stamped, or having thereupon an adhesive stamp for denoting the tax hereby charged thereon, he, she, or they shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished by a fine not exceeding \$200, at the discretion of the court.

Sec. 10. That the collectors of the several districts are hereby authorized and required to furnish to any assistant treasurer of the United States or designated depository thereof, or any postmaster located in their collection districts, respectively, a suitable quantity of adhesive stamps, without prepayment therefor, and may in advance require of any designated depository, assistant treasurer of the United States, or postmaster a bond, with sufficient sureties, to an amount equal to the value of the adhesive stamps which may be placed in his hands and remain unaccounted for, conditioned for the faithful return, whenever so required, of all quantities or amounts undisposed of, and for the payment monthly of all quantities or amounts sold or not remaining on hand. And it shall be the duty of such collectors to supply their deputies with, or sell to other parties within their respective districts who may make application therefor, adhesive stamps, upon the same terms allowed by law or under the regulations of the Commissioner of Internal Revenue, who is hereby authorized to make such other regulations, not inconsistent herewith, for the security of the United States and the better accommodation of the public, in relation to the matters hereinbefore mentioned, as he may judge necessary and expedient. And the Secretary of the Treasury may from time to time make such regulations as he may find necessary to insure the safe-keeping or prevent the illegal use of all such adhesive stamps.

Sec. 17. That on and after December 1, 1914, any person, firm, company, or corporation that shall make, prepare, and sell, or remove for consumption or sale, perfumery, cosmetics, preparations, compositions, articles, or things upon which a tax is imposed by this Act, as provided for in Schedule B, without affixing thereto an adhesive stamp or label denoting the tax before mentioned shall be deemed guilty of a misdemeanor, and upon conviction thereof shall pay a fine of not more than \$500, or be imprisoned not more than six months, or both, at the discretion of the court.

Sec. 18. That any manufacturer or maker of any of the articles for sale mentioned in Schedule B, after the same shall have been so made, and the particulars hereinbefore required as to stamps have been complied with, or any other person who shall take off, remove, or detach, or cause, or permit, or suffer to be taken off, or removed or detached, any stamp, or who shall use any stamp, or any wrapper or cover to which any stamp is affixed, to cover any other article or commodity than that originally contained in such wrapper or cover, with such stamp when first used, with the intent to evade the stamp duties, shall for every such article, respectively, in respect of which any such offense shall be committed, be deemed guilty of a misdemeanor, and upon conviction thereof shall pay a fine of not more than \$500, or be imprisoned not more than six months, or both, at the discretion of the court, and every such article or commodity as aforesaid shall also be forfeited.

Sec. 19. That any maker or manufacturer of any of the articles or commodities mentioned in Schedule B, as aforesaid, or any other person who shall sell, send out, remove, or deliver any article or commodity, manufactured as aforesaid, before the tax thereon shall have been fully paid by affixing thereon the proper stamp, as in this Act provided, or who shall hide or conceal, or cause to be hidden or concealed, or who shall remove or convey away, or deposit, or cause to be removed or conveyed away from or deposited in any place, any such article or commodity, to evade the tax chargeable thereon, or any part thereof, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall pay a fine of not more than \$500, or be imprisoned not more than six months, or both, at the discretion of the court, together with the forfeiture of any such article or commodity: *Provided*, That articles upon which stamp taxes are required by this Act may, when intended for exportation, be manufactured and sold or removed without having stamps affixed thereto, and without being charged with tax as aforesaid; and every manufacturer or maker of any article as aforesaid, intended for exportation, shall give such bonds and be subject to such rules and regulations to protect the revenue against fraud as may be from time to time prescribed by the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury.

#### SCHEDULE B.

Perfumery and cosmetics and other similar articles: For and upon every packet, box, bottle, pot, phial, or other inclosure containing any essence, extract, toilet water, cosmetic, vaseline, pe-

tratum, hair oil, pomade, hair dressing, hair restorative, hair dye, tooth wash, dentifrice, tooth paste, aromatic cachous, or any other similar substance or article, by whatsoever name the same heretofore have been, now are, or may hereafter be called, known or distinguished, used, or applied as perfumes or as cosmetics, and sold or removed for consumption and sale in the United States, where such packet, box, bottle, pot, phial, or other inclosure, with its contents, shall not exceed at the retail price or value the sum of 5 cents, one-eighth of 1 cent.

Where such packet, box, bottle, pot, phial, or other inclosure, with its contents, shall exceed the retail price or value of 5 cents, and shall not exceed the retail price or value of 10 cents, two-eighths of 1 cent.

Where such packet, box, bottle, pot, phial, or other inclosure, with its contents, shall exceed the retail price or value of 10 cents and shall not exceed the retail price or value of 15 cents, three-eighths of 1 cent.

Where such packet, box, bottle, pot, phial, or other inclosure, with its contents, shall exceed the retail price or value of 15 cents and shall not exceed the retail price or value of 25 cents, five-eighths of 1 cent. And for each additional 25 cents of retail price or value or fractional part thereof in excess of 25 cents, five-eighths of 1 cent.

Chewing gum or substitutes therefor: For and upon each box, carton, jar, or other package containing chewing gum of not more than \$1 of actual retail value, 4 cents; if exceeding \$1 of retail value, for each additional dollar or fractional part thereof, 4 cents; under such regulations as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may prescribe.

That all articles and preparations provided for in this schedule which are in the hands of manufacturers or of wholesale or retail dealers on and after December 1, 1914, shall be subject to the payment of the stamp taxes herein provided for, but it shall be deemed a compliance with this Act as to such articles on hand in the hands of wholesale or retail dealers as aforesaid who are not the manufacturers thereof to affix the proper adhesive tax stamp at the time the packet, box, bottle, pot, or phial, or other inclosure with its contents is sold at retail.

There shall be an allowance of drawback on articles mentioned in Schedule B of this Act on which any internal-revenue tax shall have been paid, equal in amount to the stamp tax paid thereon, and no more, when exported, to be paid by the warrant of the Secretary of the Treasury on the Treasurer of the United States, out of any money arising from internal taxes not otherwise appropriated: *Provided*, That no allowance of drawback shall be made for any such articles exported prior to the date this Act becomes effective. The evidence that any such tax has been paid as aforesaid shall be furnished to the satisfaction of the Commissioner of Internal Revenue by the person claiming the allowance of drawback, and the amount shall be ascertained under such regulations as shall be prescribed from time to time by said commissioner, with the approval of the Secretary of the Treasury.

### Affixing Stamps to Perfumes

From the report of the Committee of the Manufacturing Perfumers' Association appointed for the purpose of conferring with the Commissioner of Internal Revenue, Washington, D. C., regarding the regulations covering the proper affixing of stamps to perfume and other toilet and cosmetic preparations, a copy of which has been sent to each member of that organization, we reprint the following instructions. The report is signed by the committee, C. F. Butz, Walter Mueller, and A. B. Calisher, chairman.

1—It is permissible to affix the stamps to any part of the container where it is not practicable to affix the stamps in such manner that they will be broken upon opening the container. If this is done, the stamps must be cancelled with the initials of the firm, the month, and the year, by perforation, writing, or rubber-stamping.

2—It is held that as to stocks of all articles subject to tax under Schedule B which are in the hands of manufacturers and packed ready for shipment on orders not yet received, which stocks are already packed in boxes or cartons remaining on hand on December 1, 1914, the stamps covering the entire retail value may be affixed to the box or carton and cancelled as described in paragraph one.

3—Where goods have been previously ordered for delivery at a future date, and are already packed in shipping cases and marked for shipment to purchaser, such goods may be delivered to purchaser without each article being stamped, provided the purchaser is furnished with proper stamps to attach to the taxable articles when case is opened.

4—Retailers receiving goods in boxes or cartons bearing stamps covering contents should retain the stamped container until the contents are disposed of. They will be held liable for tax on goods exposed for sale not stamped unless they are able to produce such stamped containers as evidence that the goods have been taxpaid by the manufacturers.

5—Goods packed in cases which have been removed from the place of manufacture to depots or warehouses previous to December 1, 1914, will be regarded as being in the hands of

the manufacturers as wholesalers and not as manufacturers, and should be stamped by the retailers before being sold at retail.

6—Where goods are offered for sale in small containers attached to display cards, stamps covering the tax on the total retail value of the articles attached to the card may be affixed to the card.

7—Where several articles, all of which are taxable, or some of which are taxable, and some of which are not taxable, are packed in boxes for sale as a whole, the stamps covering the taxable articles may be affixed to the box in such manner as to be broken on opening the box; or the individual taxable items in the box may have the proper stamps affixed to them instead of placing a stamp on the box itself.

8—On fancy packages which would be disfigured by attaching stamps to same, or which are of such a character that it is not practicable to so attach the stamps that they will be broken on opening the package for use, stamps may be affixed to the side or bottom of the bottle, jar, etc., contained in the package.

9—Retailers who are required by law to stamp all taxable articles in their possession on December 1, 1914, or received unstamped from wholesalers, before offering same for sale at retail, must in all cases where practicable stamp the individual bottle, can, pot, carton or box as usually sold and delivered to the customer. In cases where this is not practicable the stamps may be affixed by the retailer as outlined in paragraph 1.

10—Toilet water or perfume for spraying purposes is not taxable. But, each container used for this purpose must bear the following notice: "Free Sample. Penalty for sale, \$500."

11—All samples for free distribution must bear the following notice: "Free sample. Penalty for sale, \$500."

12—Bulk goods must bear stamps covering the retail value of the contents. The retailer is not required to put stamps on any goods taken from a properly stamped bulk package.

13—On goods sold by manufacturers in bulk to be repacked, refilled and relabeled in smaller containers, the manufacturer is not expected to pay the tax, but the tax must be paid by the repacker or refiller whose name appears on the label.

14—Combination sets, the contents of which consist of samples, and which are sold at retail may be stamped by placing stamps covering the retail value of the set on the outside of the box. In this case the free sample notice need not be affixed to the individual items in the set.

15—Stamps for tooth paste, cold cream, and other articles put up in individual cartons may be placed on the top flap of such carton where they will be broken when opened.

16—Original B/L and express receipt only need be stamped, not duplicate copies.

17—Where there is any doubt as to whether or not a certain article is taxable, we suggest that a full size sample of the article as it is offered for sale at retail, and any advertising matter pertaining to same, be sent to the Chief of the Law Division of the Internal Revenue Department, Washington, D. C., for a special ruling.

#### WHAT THE MANUFACTURERS ARE DOING

With a full appreciation of this War Stamp Tax as it applies to the retail druggists as well as to the manufacturers, as soon as the law was passed, we immediately took the matter up direct with a large number of manufacturers asking each one to let us know whether he intended to advance his prices or to stand the expense of these stamps himself.

In our communications to these manufacturers, we took the position that it was the intention of Congress that this Tax should be paid by the manufacturers, and should not be passed on to the retailers who had other special taxes, and who could not afford to pay the expense of these stamps. We also called their attention to the fact that the expense of the stamp was so small on each sale that it would be impossible for a retailer to advance his prices to cover the same.

We are glad to report that a great majority of the manufacturers have decided to stand the expense of these stamps and to make no advance in their prices. Indeed, many of them are offering to furnish stamps for their goods the druggist may have on his shelves when the law goes into effect on December 1.

Herewith we print a letter from President Spiehler of the Manufacturing Perfumers' Association and a short abstract of

what each manufacturer has stated in his communication to us:

#### MANUFACTURING PERFUMERS' ASSOCIATION Office of the President

Rochester, N. Y., Nov. 19, 1914

*Editor, The Pharmaceutical Era:*

Dear Sir:—

Replying to your favor of the 13th inst. would state that as written you in my previous letter, no action was taken at the meeting of the Manufacturing Perfumers' Association. The sentiment seemed to prevail that on account of deferred orders, it would be best to pay the stamp tax for the balance of the year at least.

Another meeting of the Association will be held sometime next month for the purpose of considering a proposition of appealing to President Wilson and Congress to repeal that portion of the stamp tax law pertaining to perfumery, cosmetics, etc., as this business is now overtaxed and the deferred orders, it would be best to pay the stamp tax for amount; estimated at \$150,000. And on account of the law being in effect for but one year, the burden will fall heaviest upon the manufacturers and the retail dealers throughout the country. May we solicit your aid editorially in furthering such a campaign?

Yours truly,

MANUFACTURING PERFUMERS' ASSOCIATION,  
A. M. Spiehler, President

#### Armour Soap Works, Chicago:

We are assuming the War Stamp Tax on Luxor toilet articles on shipments made after November 5th, and covering taxable articles in the dealer's hands on December 1st. After that date, our shipments will bear stamps.

#### Aschenbach & Miller, Philadelphia:

We are not at present prepared to answer your questions. Have not been able to get a full understanding of all of the conditions of the new Internal Revenue War Tax. As we understand it, we are at liberty to sell wines, cordials and liquors without stamps to dealers, and that it is the duty of the man who sells these articles to the consumer to attach the stamps.

#### A. P. Babcock Co., New York:

For the present, certainly during 1914, we will not advance our prices, and on all goods purchased before December 1, 1914, which remain unsold on that date, we will credit the dealer with the value of the stamps required for such goods.

#### Baldwin Perfumery Co., Chicago:

We will stamp all of our products. There will be no change in our list price or discounts. All retailers who have our goods on hand, purchased prior to December 1st will be obliged to stamp them when sold at retail.

#### C. C. Bittner Co., Toledo:

We will not increase prices on any of our merchandise to cover War Tax

#### Jno. Blocki & Son, Chicago:

During and after the great Civil War, I paid the War Stamp Tax; during and after the Spanish-American War I paid the War Stamp Tax, and I now propose to pay this new Stamp Tax which is not a War Tax.

#### Blue Ribbon Gum Co., Chicago:

We regret that a War Tax of 4c per box placed on chewing gum is more than this company is able to stand. Therefore, beginning December 1, 1914, we shall advance the price of our gum from 45c to 49c per box.

#### Calisher & Co., New York:

We have decided to stand the expense of the War Stamp on all goods of our manufacture going out of our factory after December 1st.

#### Carr Company, Inc., Los Angeles, Cal.:

Notwithstanding the large increased cost of manufacture of the Carr "Cucumber Creams," this company will not raise its price, and in addition expects to also pay the Stamp Tax.

#### Chesebrough Mfg. Co., New York:

We shall place War Tax Stamps required on all of our preparations which are taxable without any change in price at least during the year 1914. In addition we

have instructed our agents Messrs. Colgate & Co. to notify their customers that we will credit them with the amount of the value of the stamps on all vaseline purchased from October 28 to December 1st which remains in their stock unsold on December 1st and which is subject to taxation.

**Cincinnati Perfume Co., Cincinnati:**

We do not intend to raise the price of our articles and will stand all the expense incident to the new War Tax on our commodities.

**Colgate & Co., New York:**

For the present, certainly during 1914, we will not advance prices. Furthermore, for all goods purchased from us between this date and December 1, 1914, which dealers have in stock on December 1st, we will credit them with the amount of the value of the stamps required for such goods.

**Coralene Curative Co., Boston:**

On our Smelling Salts we will stand the shrinkage of 7 1/2c per dozen and jobbers and wholesalers will then figure discounts on the price remaining after the 7 1/2c have been deducted.

**Daggett & Ramsdell, New York:**

Although the cost of manufacture has been considerably increased by advances in prices of raw material, our prices and discounts will remain unchanged, and in addition we will pay the Stamp Tax.

**Dentoris Co., Minneapolis:**

There will be no advance in the price either at retail or wholesale on any of our goods due to the War Stamp Tax.

**C. B. Dolge Co., Westport, Conn.:**

It is our intention to stand this tax ourselves and not raise our prices to dealers or to consumers.

**J. E. Espey, Chicago:**

We shall make no extra charge for stamps on goods shipped and sold after November 10th, but we shall make no allowance for stamps on goods sold previous to this date.

**E. Fougera & Co., Inc., New York:**

We will bear the burden of the new Stamp Tax on all of our own importations subject thereto and will be pleased to credit our customers with the value of the stamps necessary to place their December 1st stock on goods in salable condition, purchased since October 1st. To secure this credit it will be necessary to send us an itemized list of such stock promptly on December 1st.

**Freeman Perfume Co., Cincinnati:**

We expect to pay the War Tax ourselves.

**J. M. Frewin & Co., Rockford, Ill.:**

We pay Stamp Tax on all our goods.

**Mary T. Goldman Co., St. Paul:**

We have decided to attach stamps at our expense on all our goods on and after December 1st.

**Gervaise Graham, Chicago:**

On and after December 1st on all goods of our manufacture we will add to each bill or invoice the cost of the Revenue Stamps. The jobber, we understand it, will do the same. The retailer in turn will add to his price the cost of the Revenue Stamp.

**Hall & Ruckel, New York:**

We will stamp all SOZODONT products and defray the additional cost of the stamps ourselves on all products manufactured and shipped from our laboratories on and after December 1st.

**Philo Hay Specialties Co., Newark, N. J.:**

We are not prepared at this time to make any definite statement as to our position one way or the other.

**A. S. Hinds, Portland, Me.:**

The increase in price of raw materials has added fully 50c to the producing cost of each dozen of our 50c size and this is sufficient to warrant the advance we are making on December 1st, when our list price will be \$4.25 instead of \$4.00. We are making no advance in the list price of our \$1.00 size, or our 25c Cold Cream.

**C. E. Holbrook, Attleboro, Mass.:**

Our prices will not be advanced.

**E. W. Hoyt & Co., Lowell, Mass.:**

We will assume the Tax and continue to sell at the same prices, discounts, terms, etc. as heretofore on Hoyts German Cologne in its three sizes, and on the dentifrice Rubi oam. On Hoyts Ten-Cent and Nickel Cologne it is imperative for us to increase the price, which will be a nominal one.

**Richard Hudnut, New York:**

We will fully assume the Internal Revenue Tax effective December 1st, 1914. We also agree to reimburse you for such stamps as may be required to cover all merchandise remaining in your stock on Dec. 1st provided shipment thereof was made on or after November 1st.

**Walter Janvier, New York:**

There will be no advance in price on any of the products handled by Walter Janvier and by B. F. Allen Co., viz. Pears' Soap, Beecham's Pills and Sheffield's Dentifrice.

**B. J. Johnson Soap Co., Milwaukee, Wis.:**

During 1914 at least, we will not raise the price of any of our goods on account of the Stamp Revenue Tax.

**Kolynos Co., New Haven, Conn.:**

The added expense of the Stamp Tax forces us at this time to advance the price on our goods by an amount sufficient to cover the Stamps and we beg to enclose price list effective Dec. 1, 1914.

**Kress & Owen Co., New York:**

We presume that our Dental Bottle will carry the Tax and we propose to bear the burden ourselves, i. e., we will stamp all packages sent out on and after December 1st.

**Lambert & Lowman, Detroit:**

We intend to bear the Stamp Tax ourselves on all of our preparations and up to the present time we have no intention of raising our prices.

**Lehn & Fink, New York:**

We shall bear the War Tax on all of our proprietary toilet articles such as Crown Goods, Riveris Talcum Powder, etc. with the exception of Pebeco Tooth Paste. As to this preparation we are not entirely free under our arrangement with foreign principals.

**Long Acre Cold Cream Co., New York:**

We will not increase our prices to the retailer.

**I. W. Lyon & Sons, New York:**

Relative to our paying the War Tax, we beg to advise you that we have not as yet made up our minds.

**McKesson & Robbins, New York:**

We do not intend raising our prices to cover the expense of the new War Stamps. All articles of our own manufacture will be stamped by us at our own expense.

**Mayor Walnut-Oil Co., Kansas City, Mo.:**

Our prices were established 15 years ago since which time everything entering into its manufacture has materially increased in price. Under these circumstances we are compelled to raise our prices to the jobbers 10c per dozen on each size, 50c and \$1.00, but no advance to the retail dealer.

**W. S. Merrell Chem. Co., Cincinnati:**

We only exploit a few articles covered by the Tax in question. Do not intend to advance our prices. Shall retain our present schedule bearing the burden of these stamps ourselves.

**G. B. Merriam, Lake Placid, N. Y.:**

The prices of our goods will not be raised because of the War Stamp Tax.

**Theodore Metcalf Co., Boston:**

We will not advance the price of goods of our manufacture requiring stamps, but will pay the Stamp Tax ourselves.

**Meyer Bros. Drug Co., St. Louis, Mo.:**

We have already advised our customers that we shall assume the payment of this tax on perfumes of our manufacture.

**Michigan Drug Co., Detroit:**

It is our intention to fully assume the expense of this tax on December 1 without any raise in prices for the present at least. On any goods shipped subsequent to Oct. 28 and in dealers' hands on Dec. 1, we will remit

them necessary stamps promptly on receipt of list made out Dec. 1 showing the amount of those goods which they have on hand unsold.

**Est. Henry C. Miner, Inc., New York:**

It is our intention to pay the War Tax which becomes effective Dec. 1.

**Morgan Drug Co., Brooklyn, N. Y.:**

It is our understanding that this tax applies only to our Palmer's "Hair-Success" dressing and we propose to pay such Tax without increasing our prices to the trade.

**Mother's Remedies Co., Chicago:**

All of our goods will carry the new War Stamp Tax at our expense.

**Mulhens & Kropff, New York:**

We are glad to advise you that the expense of these Stamps will be borne entirely by ourselves. Send us a memorandum of your stock of "4711" preparations on hand Dec. 1 regardless of when you bought them and we will send you promptly the necessary stamps for affixing to the packages.

**No-Scent Mfg. Co., West Somerville, Mass.:**

In reply to your inquiry as to Stamp Tax on our goods, wish to say that we are going to stand the Tax ourselves.

**Park & Tifford, New York:**

We are at present uncertain as to whether we will or will not pay for the War Stamps to be affixed upon the goods imported by us. As soon as a decision in this matter is reached we will gladly notify you.

**Peninsular Chemical Co., Detroit, Mich.:**

We have decided to bear the Tax ourselves instead of shifting it upon our retail friends.

**Puritan Pharmaceutical Co., St. Louis:**

In spite of the fact that perfume and manufacturing materials have advanced materially, we have no intention of making our dealers stand the Stamp Tax.

**Theo. Ricksecker Co., New York:**

We shall pay the Tax ourselves at least during 1914. We also agree to credit our customers with the value of the stamps required on all goods purchased from us on and after Nov. 1, 1914 which remain on hand Dec. 1, 1914.

**Paul Riger & Co., San Francisco:**

We have not raised the price on our goods by reason of the War Stamp.

**Smith, Kline & French Co., Philadelphia:**

We intend to stand the expense of the War Stamp on our preparations.

**C. H. Strong & Co., Chicago:**

We provide Revenue Stamps with no increase in price.

**Thompson's Carbolic Soap Co., Brooklyn, N. Y.:**

We do not yet know whether our goods would come under that law, but whether they do or not we do not intend to raise our prices.

**Tilden Co., New Lebanon, N. Y.:**

We shall not advance our prices on the articles affected.

**S. R. Van Duzer, New York:**

We do not intend to raise the price of our goods on account of the War Tax, nor do we wish the retailer to be put to any expense in this matter on our account. We shall place the stamps on all of our goods going out after Dec. 1st and to every retailer who will notify us of the quantity of our goods in his hands unsold on Dec. 1st we will send stamps to be affixed to such unsold goods.

**A. A. Vantine & Co., Inc., Brooklyn, N. Y.:**

We will pay the War Tax ourselves. A credit will be allowed for the amount of stamps required for the balance of our goods that you have on hand Dec. 1st if bought from us since Oct. 22d.

**Henry K. Wampole & Co., Philadelphia:**

It is not our intention to make any additional charge to the retail trade to cover the cost of stamps. We ourselves will assume that burden for we do not feel that it is in accordance with the spirit of the law that this tax should be passed along by ourselves to the retailer and by the retailer to the consumer.

**Wildroot Chemical Co., Buffalo, N. Y.:**

We are pleased to advise that we have decided to pay this tax on Wildroot Hair Tonic.

**J. B. Williams Co., Glastonbury, Conn.:**

For the present and until further notice we shall assume the expense of the War Stamp on such of our preparations as are liable to this tax.

**C. B. Woodworth Sons Co., Rochester, N. Y.:**

On and after Dec. 1st, 1914 we will attach the War Tax Stamps on all packages of our goods which require the stamps entirely at our own expense. We will also reimburse our customers for such stamps as are required on our goods that they have in stock on Dec. 1st, provided the same was purchased on or after Nov. 1st, 1914.

**Zona Toilet Co., Wichita, Kans.:**

We do not intend to raise our prices to the dealers on any of our goods on account of the Stamp Tax.

**PHARMACEUTICAL CHEMISTS' RESOLUTIONS**

**Directors Meet in this City and Act on Matters of Pertinence to the Profession**

At a meeting of the Board of Directors of the American Association of Pharmaceutical Chemists, held in this city on Oct. 26, and which was attended by George C. Hall, Dr. S. E. Basengill, B. L. Maltbie, Dr. A. S. Burdick, E. S. Holt, H. C. Moore, R. J. Strassenburgh, R. C. Stofer and F. L. H. Nason, resolutions were adopted to the following effect:

Approving the proposed Harrison bill in the form passed by the U. S. Senate, and urging its immediate adoption by the House of Representatives; expressing the appreciation of the board of the efficient work of J. Fred Windolph as a delegate to the convention of the Association of American Dairy, Food and Drug Officials at Portland, Me.; authorizing the distribution to members of reprints of Dr. Lyman F. Kebler's article on the manufacture of tablets; approving the appointment of the special committee on uniform food and drug legislation by the U. S. Chamber of Commerce and offering the support of the association in the work of that committee; recommending and approving a model law providing for the inspection and sanitation of all places devoted to the manufacture, sale, handling and distribution of medicinal preparations; urging a revision of the U. S. patent laws and authorizing and directing the president of the association to write to the President of the U. S. endorsing the Covington Trade Commission law.

By resolution the board urged that all foreign manufacturers of biological products intended for the treatment of animals be required to conform to the same regulations and inspection required of domestic manufacturers of such products, before importation into this country is permitted. This resolution also provided that a copy be sent to Dr. Melvin, chief of the Bureau of Animal Industry, U. S. Department of Agriculture.

The need of uniform food and drug legislation was urged in the following resolution:

Whereas, Uniformity of the Pure Food and Drugs laws means the most efficient laws, Federal, State and municipal, universally prevailing, affording thereby equal protection and a uniform standard of living for all the people of this great nation; and

Whereas, Such uniform laws deal equitably and justly with the interests of all concerned, whether manufacturer, dealer or consumer, and aid economy of production and distribution; and

Whereas, The Association of Dairy, Food and Drug Officials, the Commissioners on Uniform State Laws, the American Bar Association, the National Food Trades Conference, the National Civic Federation, the Chamber of Commerce of the United States of America, and several other associations and organizations are actively and favorably interested in the attainment of such uniformity; therefore be it

Resolved, That the American Association of Pharmaceutical Chemists hereby earnestly records its approval of such uniformity as being necessary in the general public interest and urges that every effort be made to the end that such uniformity may be as fully realized as possible.

**Women's Ph.A. on the Pacific Coast**

At the recent meeting of the Women's Ph. A. of the Pacific Coast held in San Francisco, the following officers were elected: President, Mrs. R. E. White, San Francisco; first vice-president, Miss Z. R. Nelson, Oakland; second vice-president, Mrs. May Birch, Orland; secretary, Miss T. Sala, Berkeley; treasurer, Mrs. R. Kane, San Francisco. Executive Committee: Miss E. Laird, Berkeley; Miss R. E. Nelson, Oakland; Miss M. Dolcini, Mrs. M. Low, and Miss P. J. Nast, San Francisco. Advisory Committee: Mrs. K. K. Voluntine, Palo Alto, Miss I. Goodman and Mrs. E. S. Flint, San Francisco. Other committees are scheduled to be announced by the president at the meeting to be held in San Francisco on Nov. 27.

## NEWS FROM ASSOCIATIONS

### G. A. S. GETS OPINION ON COMPENSATION ACT

#### Society's Attorney Hands Down First Authoritative, Although Unofficial, Opinion on this Law

Druggists of New York State have been in an unsettled state of mind about their inclusion under the provisions of the Workmen's Compensation Act ever since the enactment of that measure. While no one in authority has been found to designate just where or how the law applies to the druggist, nevertheless the retail trade has found no relief from its uneasiness.

As chairman of the N. Y. S. P. A. legislative committee, J. H. Rehfsue was obliged to report at Saratoga last June that up to the time of the convention he had been unable to secure a decision from the Compensation Commission as to the application of the law to "the average retail pharmacy where no power or machinery is employed in compounding medicine." The liability comparison could not at that time give him a definite opinion on the question. At the September meeting of the Kings County Pharmaceutical Society, Secretary A. E. Hegeman read a letter from the Commission to the effect that druggists were not mentioned specifically in the act, but might come under a paragraph relating to the handling of merchandise on "any dock, platform or place."

At the November meeting of the German Apothecaries' Society, S. V. B. Swann, chairman of that organization's committee on legislation, presented two communications, one an opinion on the scope of the act above referred to, prepared by the society's attorney, Charles A. Kalish, and the other, a letter from the manager of the State Insurance Fund, F. Spencer Baldwin. While the former has not the status of an opinion handed down by the attorney-general, and the latter merely announces that the manager of the State Insurance Fund is prepared to accommodate druggists, both communications are exceedingly interesting and pertinent. The text of Mr. Kalish's letter to the society follows:

"In reply to your request for an opinion as to the applicability to pharmacists of the Workmen's Compensation Law, I would advise you as follows:

"After a careful examination of the law I am of the opinion that it was not the intent of those who drew up the law to include pharmacists, but that Group 28, which is one of the Groups of Employment designated as being hazardous, comprises the following:

"Group 28. Manufacture of drugs and chemicals, not specified in group twenty-five, medicines, dyes, extracts, pharmaceutical or toilet preparations, soaps, candles, perfumes, non-corrosive acids or chemical preparations, fertilizers, including garbage disposal plants; shoe blacking or polish."

"Sub-division 5 of Section 3 of the Law reads as follows:

"Employment, includes employment only in a trade, business or occupation carried on by the employer for pecuniary gain."

"Under a strict construction of the foregoing, there is no doubt that an employe of a pharmacist who makes up nail polish, or cold cream, or hair oils, or kindred preparations which may be used for the toilet, or proprietary medicines such as headache or toothache preparations or tonics, even though prepared for the consumption of the customers of the particular pharmacists, so long as it is put up as a proprietary, would come within the law.

"Some doubt has been expressed as to whether this applies to soda water clerks or to errand boys not engaged in the work set forth in Group 28. This probably does not apply to them although no decision has been made thereon.

"I may add that I have taken up the matter with the Workmen's Compensation Commission, and was advised by the State Insurance Fund as per letter herewith.

"I would also state that it has been the invariable custom of this Commission since it has been organized, to be very technical and to resolve every doubt in favor of the law, and I feel sure that if any accident to such an employe should occur in a pharmacy, then the Commission would decide that this law applied against the pharmacist.

"Accordingly I would urge that every pharmacist comply with the provisions of the Act. If the druggist carries Em-

ployer's Liability Insurance, the additional amount of premium to include the Workmen's Compensation Law is comparatively small. On the other hand, some employers are insuring in the State Insurance Fund instead of relying on the insurance companies. This is a matter for each one's individual choice.

"The penalties for not carrying such insurance or otherwise complying with the law as to indemnity are quite severe in that the employe may bring an action in Court for damages for the injuries and it will not be necessary for him to plead or prove freedom from contributory negligence, and the employer cannot plead as a defense the negligence of a fellow servant nor risk of employment, nor contributory negligence of the plaintiff.

"Therefore, if this law be held to apply, the advantage of complying with the law is obvious, as the amount of damage recoverable by the employe under the Compensation Law is less than it would likely be under the ordinary action.

"It has been suggested that a test case be made, but I would not advise this course as practically the only satisfactory method of a test case would be to have an injured employe bring a suit at law, but if this were done unless the injuries were very trivial, the chances are first, that the Commission would decide that the Law applied, then an appeal could be taken to the Appellate Division and then to the Court of Appeals, but during this period, or rather from even the present moment, a druggist runs a serious risk of having some employe injured and being held liable under this law.

"Therefore, I would advise you that the law in its present verbiage and form applies to pharmacists and that you should comply therewith."

The following is in part the text of the letter from F. Spencer Baldwin, manager of the State Insurance Fund:

"While it may not have been the intent of the framers of the Workmen's Compensation Act to include retail druggists, it seems that the language in group 28 is broad enough to include all druggists who make up toilet preparations, patent medicines and the like. It is the practice of the State Fund to issue policies covering such druggists in accordance with the following resolution adopted by the commission on July 29, 1914:

"RESOLVED that the Manager of the State Insurance Fund be authorized to inform applicants for insurance in the State Insurance Fund that on all drug stores or other places where drugs and chemicals, medicines, dyes, extracts, pharmaceutical or toilet preparations, soaps, candles, perfumes, non-corrosive acids or chemical preparations are manufactured, policies may be issued."

### G. A. S. GIVES TO GERMAN RED CROSS FUND

#### Members Contribute \$1,456 to Suffering Compatriots—State Department Acknowledges Resolution

That the German Apothecaries' Society's contribution to the German Red Cross fund had been brought up to the sum of \$1,456.40, was reported by Treasurer Robert S. Lehman, at the November (5th) meeting of that organization. H. L. Rehse, of Richmond Hill, who alone had collected the sum of \$260, and who promised that he would surely collect \$500 for the fund, was given a special vote of thanks, President Dr. Charles F. Klippert voicing the same in behalf of the members. Mr. Lehman concluded his report by asserting that the prospects were excellent for bringing the society's contribution up to the sum of \$2,000.

Hugo Kantrowitz reported that he had received the acknowledgment of the State Department of the receipt of resolutions forwarded to Washington following the society's October meeting. These resolutions expressed to Hon. James W. Gerard, American Ambassador to Germany, the thanks and appreciation of the society for the hospitable reception and entertainment extended to the members of its European tour party, and especially for the generous assistance to those of the party, who, unfortunately, were detained in Germany. Two copies of the resolutions were beautifully engrossed. One copy was sent through Secretary of State Bryan to Ambassador Gerard, and the other was sent to Mr. Bryan himself. Mr. Kantrowitz received the thanks of the society for his work in connection with the preparation and delivery of the resolutions.

Secretary Carl Baum read a request from the Germania Society that the members purchase nicely-framed pictures of the German Emperor, profit from the same to be contributed



to the German Red Cross fund. Most of the members subscribed.

Otto P. Gilbert, chairman of the entertainment committee, reported that the usual fall kommers would be dropped this year because of the war. He recommended that the members contribute to and take part in the grand bazar to be held at the Armoiy, Park avenue and 34th street, December 5th to 20th, for the benefit of the German and Austrian Red Cross funds.

President Dr. Klippert appointed as a nominating committee to report at the annual meeting on December 3rd, the following: S. V. B. Swann, C. F. Schlessner, Wm. Oettinger, H. H. Blomeier and August Volland.

Louis P. Freess, of 38th street and 3rd avenue, proposed by George T. Riefflin, was elected a member.

Otto Herting, of Philadelphia, delivered an interesting lecture on the "Important Pharmaceutical and Medical Minerals."

At the October meeting of the German Apothecaries' Society, Professor Dr. H. Thoms, of Berlin, Dr. Richard Firbas, of Vienna, and Professor Dr. A. Tschirch, of Bern, were elected honorary members.

## BROOKLYN DRUGGISTS LEARN OF STAMP TAX

### Provisions Are Explained to Members of Kings County Ph. S., Who are Advised as to Interpretations

The stamp tax on cosmetics, etc., was the subject of considerable discussion at the November meeting of the Kings County Pharmaceutical Society, held at the Brooklyn College of Pharmacy. Dr. William C. Anderson, chairman of the legislative committee, presented the pertinent features of the provisions of the war revenue measure which applied to retail pharmacists. At the end of each month, he said, the druggist must make out a report to the effect that no taxable article made by himself has been disposed of contrary to law. The druggist must affix the proper stamps to the goods of his own make on hand on December 1. The stamps must be so placed that they will be broken when the package is opened. Goods of other manufacturers in stock which are subject to tax must be stamped when sold.

Dr. Anderson called attention to the fact that refraining from stamping one's entire taxable stock might lead to disastrous carelessness. On the other hand, the druggist might by stamping his entire taxable stock be paying the tax when the law is repealed, and at that time customers will know by the stamp that they are getting old goods.

The question was raised as to whether toilet preparations such as bay rum, glycerin and rose water, simple ointments used as cosmetics, "five cents worth of cold cream," witch hazel, etc., were taxable. The answer was that rulings on these articles must be obtained. It was pointed out that the N. A. R. D. was already actively engaged in securing many pertinent interpretations. J. H. Rehfuss strongly advised that members desiring rulings in this direction should forward their interrogations to the society's legislative committee which would turn the same over to the N. A. R. D. legislative committee. The latter body was in a much stronger position to work with the authorities at Washington than the individual druggist could possibly be, and whereas the authorities might be arbitrary with the individual, they would give the legislative committee an opportunity to argue. Injudicious solicitation might result in some very disastrous rulings.

Dr. Hy. J. J. Kassebaum inquired whether nasal and mouth washes and similar preparations would be classified as medicines, and Dr. Anderson expressed the opinion that they were medicines. The latter also stated that the tax would be imposed on the basis of the selling price printed on the package and not on the cut price. If an article bore the printed price \$5 and sold at \$4, it should be stamped on the basis of the former figure.

Dr. Anderson reported that if all objections had been withdrawn the Harrison bill would now be a law. He asserted that this measure was absolutely necessary. "You can't enforce a state anti-narcotic law, no matter how good, unless there is an adequate National law. Pedlars are evidently purchasing out of the State and are selling in New York City." That the New York City Board of Health awaits the opinion of the Corporation Counsel as to its power to enforce sanitary code ordinance 182, was also reported by Dr. Anderson. The State Attorney-General has rendered an opinion that the ordi-

nance is without effect because it conflicts with the Boylan law. The Board may withdraw or amend the ordinance, or, if by any chance the Corporation Counsel should not agree with the Attorney-General, it may make a test case necessary.

Otto Raubenheimer, chairman of the committee on affairs pertaining to pharmacy, called attention to the two cases of barium sulphide poisoning reported on another page of this issue. Dr. Joseph Kahn asserted that he had known in his own experience of three cases of poisoning from this sulphide. He recommended as a treatment for such cases viz.; giving (1) a soluble sulphate to form barium sulphate; (2) milk and water, half and half of each; and (3) opium in small quantities to counteract the eye symptoms, with the application of heat and stimulants for the heart.

Dr. Hy. J. J. Kassebaum, the society's detail man, reported that he was now calling on physicians in the Williamsburg section. He thought that the members should supply him with lists of the physicians they wished him to call upon, as under present arrangements he had largely to direct his own efforts. With a little co-operation on the part of the members he might net better results. Dr. Anderson advised Dr. Kassebaum to pin down to cases those physicians alleging deviations in official preparations prepared by druggists. He said Dr. Kassebaum would often find that the physician was complaining upon hearsay information and was not familiar with the product.

As chairman of the committee on supervision, Thomas J. France reported that there were 365 students in attendance at the college.

The treasurer's report showed a balance on hand of \$510.

The trade matters committee had a balance on hand of \$39.41. It was voted the sum of \$100.

## RIKER-HEGEMAN CO. TO TRAVEL "RIGHT ROAD"

### Mr. Cahoon Says So at Academy of Medicine Meeting—Says He Speaks Only for Own Company

Edward B. Cahoon, director of Riker-Hegeman Co. did not agree with the Health Board of this city on the propriety of that body's proposed proprietaries ordinance. He expressed himself to this effect in the course of a ten-minute talk before the Section on Medicine, of the New York Academy of Medicine, at its recent meeting at Hosack hall. Mr. Cahoon made it plain, however, that if the Board of Health pointed out such a course as the road for it to travel, Riker-Hegeman Co. would put "both feet" in that road and travel it. Mr. Cahoon took pains to observe that he represented his firm of druggists and no other retail druggists in this city, a distinction no doubt appreciated by some of his audience.

Mr. Cahoon was one of six speakers, whose discourse on the general subject of patent medicines made a very interesting and pertinent symposium. As one speaker expressed it, he had been requested to mount the platform with his hat "full of rocks" to throw at patent medicines. But, from a pharmaceutical point of view, there was little in the entire program, excepting Dr. Emerson's exposition on the proposed amendments to the Sanitary Code, that any pharmacist could object to. In fact, it would be surprising if the opinions of the professional practitioners present on the first four subjects enlarged upon, and those of any good citizen, were not identical.

The speakers and their subjects were as follows:

"Advertised remedies for cancer," Professor James Ewing, Cornell University Medical School; "The damage to tuberculosis patients by self-administered remedies," Alfred Meyer, M. D.; "The evil of the so-called cures for the narcotic drug addictions," Ernest S. Bishop (read by another); "Survey of the proprietary medicine question," Walter A. Bastedo, M. D.; "The proposed amendments to the Sanitary Code relative to proprietary medicines," Haven Emerson, M. D., and "The druggists' and manufacturers' position relative to proposed amendments to the Sanitary Code relative to proprietary medicines," Edward B. Cahoon, director of Riker-Hegeman Co.

## A. D. S. Annual Convention at Madison Sq. Garden

The American Druggists' Syndicate will hold its annual convention at Madison Square Garden, January 18-23, simultaneously with a "Made in the U. S. A." drug exhibit. The drug show held at the Garden last winter, on the occasion of the syndicate's annual convention, at which considerable space was devoted to A. D. S. products, was largely attended.

## NEW YORK BRANCH HEARS FINE PAPER

### "Estimation of Cineol in Oil of Eucalyptus" Develops Interesting Discussion at November Meeting

A timely, well-balanced and expeditious affair was the November meeting of the New York branch of the American Pharmaceutical Association, held at the New York College of Pharmacy and called to order by Chairman Professor H. V. Army. Joseph L. Turner read an excellent paper on "Estimation of Cineol in Oil of Eucalyptus," which had been prepared by himself and Ralph C. Holmes. As should be done when an organization has a feature on its program, the minutes and extraneous business were dispensed with. And the meeting adjourned at a reasonable hour.

Since, as Secretary of the Council Joseph W. England reiterated by letter at this meeting, papers prepared by A. Ph. A. members must be reserved for initial publication in the *Journal*, Messrs. Turner and Holmes' effort may be only briefly referred to in this report. Only the Committee of Revision will profit by an early perusal of the entire paper, since the branch by motion instructed the secretary to forward a copy to Professor Joseph P. Remington.

Mr. Turner read the paper. Despite the amount of research work done on the estimation of cineol in oil of eucalyptus it still remained an unsettled question. The permanganate and resorcinol methods, being based on wrong premises, were inaccurate. The latter is to be made official and will be responsible for the entrance of an inferior product in commerce. The speaker enlarged upon and explained at length the various steps in these two methods. He also referred briefly to the phosphoric acid, hydrobromic acid and other old methods.

The paper gave much space to the method originated and preferred by the two authors. This was an arsenic acid quantitative method and depends upon the formation of cineol arsenate, the addition of petroleum ether if the sample is rich in cineol, the use of absorbent papers for the complete drying of the arsenate, the decomposition of this product over the water bath, collection of the cineol by cooling, etc. Mr. Turner presented this method in detail and made many interesting observations relating to it and other methods.

The properties of the doubly purified cineol differed as to the source of the preparation. The product obtained by the resorcinol method gave higher results than that obtained by the arsenate method. The arsenic method is not scientifically exact but is preferable for practical purposes to others.

The paper was discussed by Otto Raubenheimer, B. L. Murray, Dr. Wm. Mansfield, Dr. Curt P. Wimmer and others. Mr. Turner closed the discussion. Mr. Murray stated that he and his assistants had not been able to get results with the U. S. P. method. Dr. Mansfield explained the secretion of oil in the eucalyptus leaf, and a jar of leaves was passed around for examination. Dr. Wimmer regarded the method as "too good to be true" and hoped the Revision Committee would have time to test it out. Mr. Turner concluded by impressing on the members that the directions for the method had been made most explicit and should be closely followed by beginners.

Thomas D. McElhenie, as a member of the A. Ph. A. Council, reported that the working pharmaceutical exhibit proposition now before the parent organization was favored by some and disfavored by others. To some it seemed best to time the 1915 A. Ph. A. convention with that of the American Medical Association and to hold an exhibition on that occasion, but not to hold a so-called "working exhibit" which would cost several thousand dollars and which the general public in attendance at the Exposition would not notice. C. O. Bigelow reported that the New York College of Pharmacy as an institution had voted against the working exhibit proposition last Winter.

Chairman Professor Army brought before the house the suggestion that the branch invite Dr. Edward Kremers, of the University of Wisconsin, to address the members on "The History of Pharmacy." Mr. Bigelow advised, however, that the College of Pharmacy had a special fund for the purpose of presenting such features as that prepared by Dr. Kremers. The matter was closed, awaiting report from Caswell A. Mayo, who has it in hand for the college.

Mr. McElhenie exhibited to the members a bottle of hair tonic or dandruff preparation bearing the name and address "Arthur Rhodes, Lowell, Mass." which stated on the carton that the preparation contained 40 per cent. methyl alcohol. Mr. McElhenie had already summoned his customer to the store and informed her of its wood alcohol content. He intended to

bring the matter before Dr. Emerson, of the Department of Health.

Treasurer Dr. Joseph Weinstein reported a balance on hand of \$90.

A lecture on "Colloids," by Dr. Curt P. Wimmer, and a joint lecture by Dean H. H. Kusby and Dr. Wm. Jay Schiefelin on "Radium" will be features on the program of ensuing meetings.

### Chicago Branch A. Ph. A.

The Chicago Branch of the A. Ph. A. held the first monthly meeting for the season at the University of Illinois School of Pharmacy Building on October 29. In the absence of President Jas. H. Wells, Vice-President W. B. Day presided.

The program of the evening included the presentation of five editorials on the Convention activities of the pharmaceutical associations represented in Chicago.

Harold H. Bruun presented in poetical form his impressions of the Illinois Ph. A. at the Fox Lake meeting, the first ever held by the association at a summer resort, and because of the large attendance and success of the business sessions, has been favorably criticised by all in attendance.

J. W. Morrisson represented the N. W. D. A. He made the assertion that of the 262 members of that association, practically every member was represented at the convention held at Indianapolis. He dwelt on the value of resolutions and committee reports in creating and molding uniformity of opinion, not only among the members, but among retail druggists and others allied with pharmacy, and also the general public. He told of the very prompt and energetic measures employed to defeat the stamp tax on proprietary medicines endorsed by the Drug Trade Conference, and of the increased co-operation between the various branches of the drug business.

Editor Hugh Craig of the *Journal* of the National Association of Retail Druggists spoke for that organization, presenting in a very earnest and striking manner the important activities of the recent Convention, describing the forces that had been brought to bear to obtain wise amendments of the Harrison bill—the national anti-narcotic law, the preparations made for increased U. S. P. and N. F. propaganda work, the new ideas for proprietary medicine control, etc. Secretary Thos. H. Potts, also of the N. A. R. D., told of the hundreds of telegrams and thousands of letters that had been sent out within the last few days in the endeavor to kill the Senate amendment of the war tax revenue law for a stamp tax on proprietary medicines. He also strongly urged a united front of all drug interests, and stated that the enlarged motto of the N. A. R. D. now was organization, co-operation and co-ordination.

The A. Ph. A. Convention activities were discussed by Professor C. M. Snow, who summarized the interesting features in a most attractive way, dwelling especially on the U. S. P. and N. F. work. Messrs. Craig, Gathercoal and Becker were appointed a committee to present a summary of the programs for the meetings of the Branch to be held during the coming season.

### Cincinnati Branch

A subject of professional interest was handled before the Cincinnati Branch of the A. Ph. A. by Dr. A. O. Zwick, on "Poisoners, Ancient and Modern." The talk revealed a vast amount of research on the part of Dr. Zwick, and also carried with it a number of decided thrills, which were fully enjoyed by the druggists as well as by the ladies present. The occasion was the opening session of the winter course, and was celebrated by an excellent dinner, after which President E. H. Thiesing outlined the season's work to be taken up by the branch.

The branch now has a membership of fifty. The officers for the current year are President, E. H. Thiesing; vice-presidents, F. W. Weissman and I. E. Kutchbauch; treasurer, Julius Greyer; secretary, Charles A. Apmeyer. Executive Committee, Dr. A. O. Zwick, C. T. P. Fennel, and Charles G. Merrell.

### Proposed Morgantown, W. Va., Branch

Druggists residing in Morgantown, Fairmont and contiguous towns in West Virginia, have petitioned the parent body for the creation of a local branch to be known as the Morgantown, W. Va., Branch of the A. Ph. A. The petition was signed by seventeen druggists and others interested in pharmacy from the first-named city, and seventeen others, residing in Fairmont, Pine Grove, Keyser, Jaeger, Richwood, Clarksburg, Huntington, Sutton, Piedmont, Welch, Terra Alta, and Hastings, Pa.

### Philadelphia Branch

Professor Charles H. LeWall introduced a resolution at the November meeting of the Philadelphia branch of the American Pharmaceutical Association, held at the Philadelphia College of Pharmacy, protesting against the opinion of the Chief of the Bureau of Chemistry, in which the latter states that the word "dram" unqualified means 1/16 of an avoirdupois ounce. This resolution, and another, protesting to the editors and publishers of Pearson's Magazine against the publication of a certain article, were as follows:

The Philadelphia branch of the American Pharmaceutical Association do hereby

**RESOLVE**, That we emphatically disagree with the opinion of the Chief of the Bureau of Chemistry of the United States Department of Agriculture as expressed in General Information Opinion No. 66, issued July, 1914, in which he states that the word "Dram" unqualified means 1/16 of an avoirdupois ounce.

This is contrary to all pharmaceutical teachings and usage, and as the use of the word would largely be applied to medicinal products the impression created by the use, thus authorized, of the word would be misleading and might lead to serious results. The word dram, unqualified, should be held to mean 1/8 of an apothecaries (or Troy) ounce, which is 60 grains.

The Philadelphia branch of the American Pharmaceutical Association do hereby

**RESOLVE**: That we protest most energetically to the editors and publishers of Pearson's magazine against the publication of the article "Pills and Piracy" by Sloane Gordon, in the November issue of the magazine and condemn it as unfair and misleading in that it takes no cognizance of the care and skill exercised and the high educational attainments required to conscientiously practice pharmacy and avoid errors in the preparation and dispensing of physicians' prescriptions. If the underlying principle upon which the author's article is based be admitted then harbers would only charge for the soap used in a shave and authors would only be permitted to charge for their paper and ink.

We not only ask that such articles be refused in the future but that some editorial expression of error or regret at the publication of the article in question be made in one of the issues of the near future and that this resolution be sent to the editor of Pearson's magazine and to the various pharmaceutical journals for publication.

A feature of the program of the evening was the reading of a paper on "The Use and Therapeutic Value of the Popular Animal Glands," by Dr. C. E. deM. Sajous. Dr. Wm. Jay Schieffelin read a paper discussing "The Use of Standardized Radium Emanations in Medical Practice." W. L. Cliffe, F. E. Stewart and H. C. Wood participated in the ensuing discussion. M. Franklin Apple was unable to present "The Review of Current Pharmaceutical Literature." He was called out of town by the illness of his father.

### N. Y. POLICE GET AFTER SUNDAY SALES

#### Conference Members Unanimously Agree Not to Sell Goods Which Most of Them Do Not Deal in

That the police of this city are renewing their efforts to stop the sale on Sunday of certain articles handled by some drug stores, was reported at the recent meeting of the New York Pharmaceutical Conference, held at the New York College of Pharmacy. It developed that a list of articles which shall not be sold on Sunday had been agreed upon by certain druggists in the Broadway district. The conference was asked to adopt this list in order to give it a sort of official pharmaceutical endorsement which would gain some consideration at the hands of the Police Department in case a pharmacist should be prosecuted. The list was practically unanimously adopted, but not before Peter Diamond and Dr. Joseph Kahn had put up a strong minority fight. Mr. Diamond said that he would not subscribe himself not to sell a list of articles, not one item of which did he carry in his store. He was willing to agree to sell nothing but medicines on Sunday, but the list presented did not apply to real drug stores.

The list is as follows:

Kodaks, cameras, printing frames, developing solutions, photo paper, photo glassware, photo trays, photo racks, photo lamps, photo tanks, photo tripods, photo carrying cases, electric lamps, electric flashlights, electric heating devices, electric flat irons, electric toasters, electric fans, electric hair dryers, bath room fixtures, out door thermometers, bric-a-brac, hand mirrors, memorandum books, blank books, hand bags, pocket books, picture books, dolls, toys, canes, playing cards, poker chips, cut glass, coat hangers, pocket knives, alarm clocks, jewelry, shoe polish, Pullman slippers, bathing caps, bathing shoes, bath mats, bath towels, whisk brooms, pine pillows, automobile hats and picture frames.

Tea, coffee, table oils, olives and such other food stuffs carried by druggists to be sold only during delicatessen hours.

Dr. Wm. C. Anderson reported that S. V. Gibson, of the New York Telephone Co. had informed him that his company

was working on a plan whereby the person 'phoning would pay the one-cent war tax on calls costing 15 cents or over. According to the latter, a small per cent. of the long distance calls are made over the slot machine 'phones. At any rate, the entire responsibility for the collection of the tax would be taken from the retail druggist.

Dr. Anderson also reported that, according to Dr. Haven Emerson, of the Department of Health, the Corporation Counsel had disagreed, in what seemed to Dr. Anderson a very informal sort of an opinion, with the opinion of the Attorney-General that health ordinance 182 was "without effect." Mr. Diamond quoted the Corporation Counsel to the effect that the Board has 182 under consideration and will probably amend it in the near future. Mr. Diamond also presented a lengthy report on the work of the attorney retained by the Conference. The entire discussion was concluded by the adoption of a resolution continuing the sub-committee with power.

The pharmaceutical members of the Advisory Council to the New York City Board of Health are unanimously opposed to the whole proposition, incorporated in the proposed Health Board ordinance, that the formulas of proprietary medicines be either published on the label or registered with the Board. This was the gist of another report made by Dr. Anderson. The pharmaceutical contingent were supposed to be in the position of aiding in the "strengthening" of the proposed ordinance, but to lapse into the vernacular, they could not even "see" the measure.

At the time of the presentation of the above report, according to Dr. Anderson, the proposed ordinance provided for the registration of the formulas with the Board. Such a regulation while it would not immediately make public proprietary formulas, as would their publication on the label, would permit their publication in the shape of evidence upon the instruction of a court. To bring this about would merely require the bringing of a suit by anyone who might claim that a certain proprietary did not accomplish the expected results. The Board of Health got no encouragement from the pharmacists on the Advisory Council, although the corporation drug stores were represented on this occasion for the first time. This is interesting, for the reason that, as we go to press, these stores are observing health ordinance 182, which is not enforced.

Dr. Anderson did not think that the Board of Health would be deterred in its determination to adopt the proposed measure.

Chairman Dr. Anderson also reported that the Board of Health would in the near future pass an ordinance prohibiting the distribution from house to house of samples of medicines.

It should be observed that the meeting reported by Dr. Anderson was not a meeting of the Advisory Council, but was an invitation affair to which the pharmaceutical members of the Advisory Council were invited. The same people were present but the auspices were unofficial.

### L. K. Liggett on South American Opportunities

Louis K. Liggett, president of the United Drug Company, Boston, was the guest of the Plymouth Advertising Club recently at Plymouth, Mass., and he spoke on business conditions. He was not optimistic over the prospect of South American trade opportunities, saying:

"The campaign to boom our export trade with South America and other markets usually supplied by England, France and Germany, while praiseworthy, does not appear to have the elements of success back of it, for South America is financially broke, with practically no credit, and furthermore American manufacturers do not understand the foreign markets and conditions. To get and keep this foreign trade necessitates special training and education, all of which means years of preparation. Before we could capture the South American markets, the war would be over. Then when this event comes, the price of labor will be reduced in these warring countries, probably 40 to 50 per cent. and with the desire to increase their volume of business, America, with her wealth, will be the logical market, with a result that this country, under our present tariff laws, will be flooded with foreign-made goods, with which our manufacturers will find it impossible to compete.

"Foreign countries export about 53 per cent. of their products, while America exports only about 5 per cent. and after the war is closed, there is every reason to fear a tremendous influx of competitive goods."

## CHAMBER OF COMMERCE BOARD AT WORK

### Committee on Food and Drug Control to Co-operate with Federal Bureau to Secure Uniform Legislation

The special committee appointed by the Chamber of Commerce of the U. S. A., to study uniform food and drug regulations, has begun its important task, and has adopted resolutions commending the efforts of the Federal Bureau in the Department of Agriculture. The personnel of the committee is as follows: Chairman, W. M. McCormick, of McCormick & Co., Baltimore; A. J. Porter, of the Shredded Wheat Co., Niagara Falls, N. Y.; John A. Green, of the National Association of Retail Grocers, Cleveland; B. L. Murray, of Merck & Co., New York; and Theodore F. Whitmarsh, of Francis H. Leggett & Co., New York. Mr. Murray has been appointed chairman of the sub-committee on drug control, and Mr. Porter, chairman of the division on food control.

The following resolution was adopted at the first meeting:

Resolved, that this committee hereby earnestly and heartily endorse the establishment of the bureau in the United States Department of Agriculture, particularly concerned with Federal and State cooperation in the enforcement of the food and drug control laws, thereby promoting equal and uniform enforcement of such laws, believing that this work is distinctly in the public interest.

Another resolution, unanimously adopted, purports to shed some light on what the committee's views are regarding uniformity:

Uniformity as the committee would define it involves the highest degree of efficiency in food and drug control which it is possible to have prevail universally and equally in every part of the nation. The Federal, State, and municipal laws and their regulations would, if perfect uniformity were attainable, reach the level of full and complete efficiency—and thereby afford equal protection and uniform standards of living for all the people. Uniformity accomplished places merit and the general public interest over local, political, and geographical divisions. This committee will therefore direct its efforts and consideration towards the accomplishment of uniformity. The committee cannot but feel impressed with the magnitude, the importance, and the seriousness of this work. It cannot but feel the need for the closest study of the subject. Again the committee cannot but feel the necessity for the fullest and most cordial cooperation between itself and the officials and all others concerned. The committee will of necessity act deliberately and slowly, making certain of each step, considering only the important problems of national character.

## NEW LIFE INJECTED INTO N. J. PH. A.

### Executive Committee meets in Newark, hears Favorable Financial Report and plans June Meeting

The executive committee of the New Jersey State Pharmaceutical Association met recently at the Continental Hotel, Newark, to discuss matters of interest to that organization. Those present were: C. J. McCloskey, Jersey City, and L. P. Langbeinz, Elizabeth, members of the committee; President H. C. Gallagher, Jersey City; Secretary Frank C. Stutzlen, Elizabeth; Treasurer James Foulke, Jersey City; Ex-President Charles W. Holzhauser, Newark; Member of the State Board David Strauss, Newark, and James C. Field, Asbury Park.

The books and accounts of the former treasurer were audited. Treasurer Foulke reported on the present condition of the funds of the association, which report was considered by the committee as a good one considering the short time Mr. Foulke had been in office.

It was also reported that many of the Congressmen elected favored the passage of the Stevens bill. Plans were outlined for the annual meeting at Spring Lake in June next. Local Secretary H. W. Crooks reported that in a short time he would be able to fix the exact date of meeting. Mr. Crooks expressed the belief that it would be the largest meeting in the history of the association. The aim of the executive committee this year is to put new life and vigor into the affairs of the organization, and to make the association so valuable that no pharmacist in the State can afford to remain without the organization.

Mr. Strauss, chairman of the membership committee, reported that an active campaign had begun for new members. He stated that he expected to have the largest number of new members that had ever been proposed at any former annual meeting.

Arrangements were made to print the proceedings of the 1914 meeting as soon as sufficient funds are at hand.

## SCHOOLS AND COLLEGES

### University of Maryland

The members of the University of Maryland Department of Pharmacy are elated over the fact that the number of students this year represents a great increase over last year and really sets a new mark, the increase being emphasized in view of the fact that the other departments of the university are hardly up to their former strength. The junior class in pharmacy this year contains not less than 75 names, which is fully double the number on the roster last year and revives memories of the most flourishing days of the Maryland College of Pharmacy, the predecessor of the department. This gain naturally makes the members of the teaching staff feel highly gratified. The increase holds out a promise that next year a further gain will be made, in juniors, while the senior class will also be much stronger because of the increase this year. There is every indication that the facilities of the department will have to be enlarged to take care of the influx. Dr. Charles Caspari, Jr., is the dean of the faculty.

Dr. G. A. Stall, one of the graduates of the Department, has been made assistant to Dr. J. Carlton Wolf in the dispensing division.

### University of Illinois

F. C. Dodds, secretary of the Illinois Board of Pharmacy, recently addressed the classes in pharmacy, the junior class on Nov. 10, and the senior class on Nov. 11. The addresses were confined to a discussion of the Illinois pharmacy law, pointing out the meaning of the various sections and its requirements for candidates for license as apprentice, assistant pharmacist and registered pharmacist; the conditions under which practical experience is accepted by the board; the restrictions upon pharmacists or clerks coming from other states or from foreign countries; the requirements regarding the preservation of physicians' prescriptions; the explanation of the cocaine section and the operation of the law in general. The address was closely followed by the students, who fully appreciated its value and helpfulness. It is planned to follow the precedent thus established with similar lectures to be given at each session.

### University of Iowa

The Junior class has elected the following officers: President, R. E. Everly, Canton, Ill.; vice-president, J. C. Lick, Dubuque; secretary-treasurer, Lucile S. Shircliff, Solon; yell leader, W. R. Jennings, Red Oak.

Phi Delta Chi held the first initiation of the year at the College on the evening of October 23. The initiates were W. R. Jennings, Red Oak, Ia., C. A. Pates and R. S. Potter, both of Jefferson, Ia.

The Mortar and Pestle Club recently began its program for the year. Professor Bohumil Shimek gave a most interesting talk about his experiences in Europe during the past summer, dwelling especially upon the conditions of life among the common people. He also told some very interesting things which show the contrast between systems of education in universities there and in America. At the second meeting on Nov. 3 G. J. Zopf talked on "What Constitutes an Efficient Drug Clerk."

C. B. Burnside, Ph. G. '12, Ph. C. '13, of the Schlegel Pharmacy, Davenport, writes that he has been asked to give a course of lectures on chemistry to a class of nurses at Mercy Hospital, that city.

Phi Delta Chi celebrated Founder's Day on November 2 with a banquet at the Hotel Jefferson. Dr. C. S. Chase acted as master of ceremonies, and this toast program was carried out: "The Pharmacy College and Phi Delta Chi," Dean W. J. Teeters; "Our Grand Council," A. B. Wagoner; "Fraternity," Professor R. B. Davis; "The History of Phi Delta Chi," Professor R. A. Kuever; "E. Pluribus Unum," Dr. W. J. Karslake; "The View Point of the Pledge," W. R. Jennings; "The Fraternity House," L. K. Fenlon. Phi Delta Chi fraternity was founded at the University of Michigan thirty-one years ago. Nu Chapter at the University of Iowa is in good condition and its record of scholarship is of the highest order.

J. C. Bailey, of the N. A. D. C., was in the city recently and presented the Association's cause to the students.

## St. Louis College of Pharmacy Celebrates Golden Jubilee



A group of notable pharmacists who were photographed in front of the fern house at Shaw's Botanical Garden, St. Louis, at the time of the recent college celebration. Among those whose features many readers will readily recognize are (from left to right): 1, William Mittelbach, Boonville, Mo.; 2, Prof. F. J. Walling, Minneapolis, Minn.; 3, Dr. O. A. Wall, Sr.; 4, Prof. Charles Caspari, Jr., Baltimore, Md.; 5, Prof. James M. Good; 6, Dr. Charles E. Caspari, St. Louis; 7, Prof. Joseph P. Remington, Philadelphia; 8, Dr. Otto A. Wall, Jr.; 9, Dr. H. M. Whelpley; 10, Dr. Otto F. Claus; 11, Wm. K. Ihardt; 12, L. A. Seitz; 13, Charles Geitner; 14, Theo. F. Hagenow; 15, Prof. Francis Hemm; 16, Wm. C. Bolm; 17, Dr. J. C. Falk (president of the college).

St. Louis, Nov. 12.—The two big days and the two big nights of the formal celebration of the semi-centennial of the St. Louis C. P. closed in a burst of eloquence at the Planters Hotel last night, when more than 500 persons, representing all sections of the country, attended the college banquet. The feast closed the program formally but the celebration isn't over—it won't be over until the St. Louis College of Pharmacy has a new home. That's the ambition—and St. Louis College of Pharmacy has a record for progress.

The program of formal exercises at Central High School auditorium on the evening of Nov. 10 is sufficient indication to the pharmacist of the success of the first night's celebration: "Announcement," Dr. H. M. Whelpley, dean; "St. Louis College of Pharmacy," Col. C. P. Walbridge, ex-president; "American Pharmacy," Prof. Joseph P. Remington, Philadelphia; "The Student Body," Dr. Joseph L. Boehm, class of 1896; "Pharmacy During the Existence of the St. Louis College of Pharmacy," Prof. Charles Caspari, Jr., Baltimore; "The Relation of the United States Pharmacopoeia to the Public," Dr. James H. Beal, Scio, Ohio; "The Possibilities of the St. Louis College of Pharmacy," Prof. Frederick J. Walling, Minneapolis, Minn.

At the banquet the toastmaster was Frederick W. Sultan. The toasts: "Greetings," Dr. John C. Falk, president; "The Faculty," Dr. H. M. Whelpley, dean; "The Alumni," William C. Bolm; "College Days of the '60's," Dr. Otto A. Wall, Sr.; "Presentation of Portrait of Dr. Charles O. Curtman, professor of chemistry, 1879-1889," Mrs. Ida Curtman Falk, his daughter; "Acceptance on Behalf of the College," Dr. F. W. Freirichs; "College Days of the '70's," Dr. Henry Schwarz, '76; "The Pharmaceutical Press," Henry R. Strong; "College Days of the '80's," Dr. Otto F. Claus, '82; "Guests," Prof. Frederick J. Walling, U. of Minn.; "College Days of the '90's," Dr. Oscar H. Elbrecht, '97; "College Finances," Solomon Boehm, '86; "College Days of the '00's," J. A. Wilkerson, '00; "College Days of '14," Walter S. Hunter; "Absentees," Dr. Charles E. Caspari.

At the High School auditorium and at the banquet there were programs of orchestral music.

Among those participating in the celebration were about 500 graduates of the institution. One of the events of the two days of entertainment was a visit to Missouri Botanical (Shaw's) Garden. On this outing, and at the High School and at the banquet, there were a number of women guests. At the banquet there was a vote taken on the question of whether it was advisable to make high school graduation or its equivalent a pre-requisite for entrance to a college of pharmacy as a student or for examination before a State Board of pharmacy. The vote was 164 in favor and 103 against such a prerequisite requirement. Prof. Charles E. Caspari of the St. Louis College of Pharmacy gave a banquet at the University Club in honor of his father, Prof. Charles Caspari, Jr., of Baltimore.

The St. Louis College of Pharmacy was established in the fall of 1864. Among the founders and first officers were Dr. George Englemann, Dr. Montrose M. Pallen, Dr. John T. Hodgen, Henry Shaw, Col. John O'Fallon, Dr. Enno Sander, Eugene Massot and Maurice W. Alexander. After preliminary consultations, a meeting was called for Nov. 3, 1864, to take definite action in regard to establishing a college in St. Louis. This meeting was held in the office of Dr. Montrose M. Pallen, who acted as chairman, with Eugene Massot as secretary, and a committee was appointed to draw up a constitution and by-laws.

On Nov. 11, 1864, another meeting was held in the hall of the St. Louis Medical College, on Seventh Street and Clark Avenue, which was largely attended by physicians and pharmacists. Dr. John T. Hodgen presided and Dr. J. S. B. Alleyne acted as secretary. The constitution and by-laws were adopted and the St. Louis College was formally established.

Lectures began in the fall of 1865. Lecture courses have been given every year since, except in the winter of 1869-70. The legal existence of the college dates back from March 19, 1867, when a charter was obtained. After several changes in location, the college acquired a more permanent home, in 1873, in the Insurance Exchange Building, southeast corner Broadway and Olive Street, now occupied by the National Bank of Commerce, where the fifth floor was occupied by the college

pharmacy. In 1884 to 1886, was opened in a new building at 412 South Sixth Street, especially built for college purposes. It was leased by the college. In October, 1892, the college moved to its own building, at 2108-2110 Locust Street, which it now occupies. The present building is being built on the old site and the neighborhood is changing to a business section, so that a change of location will in time become most imperative. A committee has been appointed to consider this matter and plans for a new building and location have been completed.

OF THE SIX colleges of pharmacy in this country that are fifty years or more old, St. Louis College of Pharmacy is one. It has its own building and is devoted exclusively to the college pharmacy. It has been upheld by many successful and famous officers on the part of its members, and its faculty, to all of whom great credit is due. The college is not a money-making scheme, but if it were discontinued its property would revert to the state educational institutions. Therefore, it appeals to the good will of all for their support in its efforts to help elevate pharmacy in this country.

The Committee on Semi-Centennial which planned and had charge of the great event, was composed of the following members: Solomon Boehm, Wm. C. Bohm, Charles E. Caspari, Otto F. Claus, Theodore F. Hagenow, Henry O. A. Huegel, Edward Malinckrodt, George R. Merrell, Theodore F. Meyer, William H. Theiler, H. M. Whelpley and Jerome A. Wilkerson.

## BARIUM POISONING—STRIKING COINCIDENCE

### Druggist in this City and One in Baltimore Fill Prescriptions with "Sulphide" and Patients Die

A remarkable coincidence in the filling of almost identical prescriptions with the same poison and with the same fatal results occurred recently when a druggist in this city and one in Baltimore, in the same week, filled physicians' orders for barium sulphate, to be used preparatory to X-ray examinations, with barium sulphide, the patient in each case dying shortly after. Both druggists claim that they have never in their experience dispensed barium sulphate. To each it seemed obvious that he was dispensing the only medicament that the prescription called for.

Isaac Harkavay, druggist at 216 Clinton street, this city, filled a prescription calling for "barium sulphate, two ounces," by sending a bottle of barium sulphide, labeled as such, to the physician. The patient died and the druggist and two physicians, Dr. I. J. Hoffman and Dr. Joseph Barsky, were held in \$5,000 bail each, awaiting the coroner's inquest.

According to Mr. Harkavay's statement to an ERA representative, he had been accustomed for some time to deliver poisons upon proper order to one of the physicians, by Lizzie Goldstein, whom the druggist thought was a janitress. On the above date, this woman came to the store and presented what was really a prescription, bearing the name of Dr. I. J. Hoffman and calling for "barium sulphate, two ounces." Mr. Harkavay says that the order was almost illegible, but he had to admit that he could make out the "barium sulphate" and knew that it did not read "barium sulphide." He says that he had a bad headache at the time and was very busy putting up prescriptions. He thought the physician had made a mistake and was guided by the fact, as he says, that in his entire twelve or thirteen years' experience in the drug business, he had never sold barium sulphate. He had put up barium sulphide in the compounding of hair-removing preparations, and had only the day before used six ounces of the sulphide for this purpose. He had taken this amount from an eight-ounce bottle, bearing Merck's label, on which was stated in comparatively large letters "Barium Sulphide." Mr. Harkavay showed the ERA representative a similar bottle and anyone capable of reading English could read the label three or four feet away from their eyes.

Mr. Harkavay says he picked up the barium sulphide bottle with its approximate two ounces in it, handed it to the woman and said: "Here's the bottle; show it to the doctor." According to newspaper report the two physicians named used the sulphide, instead of the sulphate, and the patient, William Goldstein, a manufacturer, died soon after. According to the report Mr. Goldstein had been requested to come to the physi-

cian's office without having eaten his breakfast and the sulphate was to have been used preparatory to an X-ray examination.

### Faulty Abbreviations Cause City Council to Act

BALTIMORE, Nov. 2—George R. Jones went to the pharmacy of the Associated Drug Stores, handed the clerk, Harry Leeds, a piece of paper from Dr. Albert H. Carroll, of the University Hospital staff, which bore the words "barium sulph." The clerk gave Mr. Jones the required amount of barium sulphide instead of barium sulphate. Mr. Jones was taken ill and died in St. Luke's Hospital on October 23. He had been suffering from stomach trouble, and went to the University Hospital where he was advised to submit to an X-ray examination. Dr. Carroll instructed him to take barium sulphate as a preparation, and gave him the paper which he presented at the pharmacy.

At the inquest, Dr. Carroll insisted that "sulph." in a prescription always meant "sulphate" and never "sulphide." He stated further that barium sulphide and barium sulphite were unknown to standard works of materia medica as drugs to be taken internally. With this contention, S. A. Nattans, general manager of the Associated Drug Stores, took issue, maintaining that the best authorities in pharmacy, including the leading druggists of Baltimore, agreed that "sulph." as an abbreviation, might mean "sulphate," "sulphide" or "sulphite." In this he was supported by Dr. Henry P. Hynson, professor of pharmacy and dispensing at the Department of Pharmacy, University of Maryland; by Dr. Charles Caspari, jr., Pure Food and Drug Commissioner of Maryland, and by others. Harry Leeds, the clerk who put up the sulphide, stated that in his 23 years' experience he had never filled a prescription for the sulphate.

The city council took immediate action, and has before it an ordinance which prohibits pharmacists from filling prescriptions written in abbreviated terms. The penalty is a fine not less than \$25 nor more than \$100, or imprisonment, or both fine and imprisonment for not more than three months.

### Baltimore Bowlers Start Balls Rolling

Baltimore, Nov. 16—The Baltimore Drug Trade Bowling Club has been re-organized and commenced active work at the Diamond. The club consists of four teams, representing James Baily & Son, the Armstrong Cork Co., McCormick & Co., and the A. Baumgartner Co. The officers elected at the recent meeting are: President, George M. Armor, McCormick & Co.; vice-president, Andrew Baumgartner, A. Baumgartner Co.; treasurer, William E. Smuck, Henry B. Gilpin Co.; secretary, Harry Cann, Henry B. Gilpin Co.; team captains, William Jahries, James Baily & Son; R. E. Leutbecher, Armstrong Cork Co.; Henry Grauling, McCormick & Co., and Henry Kornmann, A. Baumgartner Co.

As in former years, there will be a number of prizes awarded at the end of the season to the leaders, and contests will also be arranged with picked teams from New York and Philadelphia.

### Perry Pharmacy Made \$20,000 per Year

That the profits of Perry's pharmacy, in the World building, New York, were \$20,000 a year for the three years prior to the death on July 13, 1913, of Dr. Charles J. Perry, the founder, was disclosed recently when the transfer tax appraisal of the estate was filed. According to the report, Dr. Perry left a total estate of \$181,827, and a net estate of \$176,964. The estate goes in equal shares to his brother, Jeremiah W. Perry; his half-brother, William A. Perry, and his half-sister, Mrs. Fanny O'Connell.

The appraisal of Dr. Perry's interest in the Perry Pharmacy Association, the corporation conducting the drug store, showed that the corporation has a capital stock of \$40,000, consisting of 400 shares, of which Mr. Perry owned 200. The stock in the drug store was valued at \$14,000, and the fixtures at \$1,000. The good will brought the value of the stock up to \$185 a share. Walter Lauder, secretary of the association, testified that Dr. Perry drew only \$1,500 a year salary as president and manager. Lauder received \$3,500 as secretary. The corporation pays \$25,000 a year rent. It is understood a certain candy merchant would be willing to pay twice that rent for the location. The lease is good until 1921 and cannot be transferred or sublet.



## ADJUSTING CUSTOMERS' COMPLAINTS

### Standing Behind the Goods Sold, or Problems of the "Money-Back" Policy in Business Building

IT is getting to be something like an axiom with retail druggists that the part of the business relating to prescriptions and medicines is nowadays a minor detail, compared to the wide variety of merchandise in other lines handled. Growing out of this undoubted fact, is the important conclusion, evidenced by leading members of the trade everywhere, that not only are the principles of successful merchandising applicable to the drug business, but they are almost essential there, if the business is to be successful.

And yet, although this is plainly the case, there are a good many retailers who fail to recognize the fact. The proverbial druggist is accommodating to a fault, as witness the ancient jokes about the sale of postage stamps and the free use of his city directory by everybody in the neighborhood; but, while the essence of good merchandising is this same accommodating spirit, somehow or other the druggist as a rule seems to stop just short of realizing this in a practical way. The exceptions are practically always the conspicuous successes of the business.

For example—the way some members of the trade handle certain cases, or permit their employes to handle them—there was a customer not long ago who came into a leading drug-store with a very definite complaint about a hot-water bottle which she had recently purchased. She told the clerk who waited on her, very emphatically, that she had paid a good price for the article, that she had been given to understand that it was first class, and that, notwithstanding these things, it had promptly sprung a leak, resulting in considerable inconvenience and annoyance. She had it with her in evidence, and handed it over with a conclusive air.

"Are you sure you bought this here?" cautiously inquired the clerk, looking at the hot-water bag suspiciously, and handling it in a manner which indicated clearly that he did not think much of it.

"Of course I am sure I bought it here!" retorted the customer, warmly. "Didn't you hear me tell you I did? Do you mean to say you don't believe I got it here?"

"Oh, no, nothing like that!" the clerk hastened to reply. "Still, it doesn't look like our stock, and it just occurred to me that perhaps you had made a mistake, and—"

"Young man," interrupted the customer grimly, "it is impossible that I could make a mistake about a thing of that sort. My memory is perfectly good, and the facts are just as I related them. Are you going to make that hot-water bag good, or not?"

The clerk hesitated, still examining the bag dubiously.

"Well, we don't exchange rubber goods, as a general rule," he finally said. "You can take it up with Mr. Jones, if you want to, but I don't think he'll do anything for you. No, he isn't in just now, but he will be back some time this afternoon, I think. If you'll stop in again—"

But here the irate customer flounced out of the store, leaving a trail of inarticulate remarks regarding the business methods of the store; and inasmuch as she did not return, one way of looking at the matter is that the store saved the cost of a new hot-water bag to take the place of the one which had fallen down on the job. Taking a little broader view, however, and considering the fact that from a regular customer she was turned forthwith into an ardent enemy of the store, which meant the loss of her business as well as, possibly, that of some of her friends, the net gain to the store could hardly be considered as anything worth while.

Besides, if, as might have been the case, the goods were faulty in some respect, the chances were very much that the manufacturer would have made good on them. The average manufacturer stands behind his wares pretty stoutly, as a matter of good business, and the retailer should by all means do the same, not only in cases where he knows he has the backing of the manufacturer, but also where he is marketing the goods on his own responsibility, without a maker's mark or brand or guarantee behind him. He should do this simply for the reason that any other course will lose him business, whereas a policy whose cardinal principle is to stand firmly behind the goods he sells will just as certainly make friends, which means that it will make business.

"Regardless of whether or not the manufacturers of our goods back them up in case of defects of any kind, we make them good to our customers, entirely without question," declared the head of a company operating several prosperous drug stores of the modern sort in a large city recently. "The only alternative is such that we simply don't care to accept it. That is, in order to turn down a customer with a just complaint about goods, we have to argue with him until we both get sore, and send him out with a grievance against us which he will never forget. He becomes a walking advertisement of infinite harmfulness to us.

"Believing this, as we do, we frequently adjust complaints in which the customer is in the wrong. Our position in such cases is that the value of the merchandise is not sufficient to offset the bad effect upon our business of a dissatisfied customer; therefore, we take the choice of practically giving the goods away rather than have the customer feel that we are not willing to treat him well. Inasmuch as our published policy is to treat our customers rather better than most, we can't afford to back down, even in cases where we could show an impartial judge that we are right.

"Then, too, as I say, in many cases the goods are backed by the manufacturer, so that if there is a real defect there is no loss whatever to us, as the maker credits us with such goods when they are returned. Our experience has been that the average manufacturer, even without having made any specific promise along this line in advance, is willing to do the fair thing where his goods fail to make good; and with this knowledge, we find no cause to hesitate where the customer can show us a fault.

"Results have abundantly justified us in following this policy without exception. It is only very seldom that cases of abuse on the part of customers arise. Most of the time when goods are brought in with a complaint, the kick is justified; and the instructions we give our sales force are to adjust such matters promptly and without argument. It makes our customers feel very friendly toward us, and they spread the news around, much to our benefit. Of course, our store managers are usually called upon to handle these adjustments; but they never find it necessary to send a customer away angry on this score, because they follow out the policy which we have found the most practical and profitable in this respect—the money-back policy."

In every line of retail business nowadays the leaders are doing this same thing. Realizing fully that just as a satisfied customer is the best possible advertisement, a dissatisfied customer is a powerful handicap, they take the view, as one big store manager put it, that the customer with a complaint is always right; and, with this view, there is never any trouble in adjusting complaints in a way which makes a friend for the store, and, in many cases, involves no loss to the business. It is only a very short-sighted merchant nowadays who will haggle and hesitate about adjusting small matters, saving a few cents and losing a customer's good-will.

### "DANDELION ROOT" FOUND PART CHICORY

#### Oil of Cinnamon Leaf is Substituted for Oil of Cinnamon and Yellow Colors Contain Arsenic

Washington, Nov. 20.—The Department of Agriculture has given notice of judgments \$242 to \$351, imposed by the courts in cases brought by the United States involving violations of the Food and Drugs Act, most of them relating to misbranding or adulteration.

Two bags containing 300 pounds of a product purporting to be cinnamon root, remaining unsold in possession of Lawrence S. & Gerish, New York, were ordered destroyed. Product was alleged to have been shipped by Smith, Kline & French Co., Philadelphia. Each of the bags bore the words "Dandelion Root," although the product consisted in substance of chicory. No claimant appeared.

A fine of \$100 was imposed upon Vincenzo Marrone and Robert L. Linn, Utica, N. Y., for the shipment of a quantity of so-called leave or cottonseed oil which was adulterated and misbranded. Product was labeled "Olio Puro Soprattino Raffinato, D. Angelo Lucca, Italy," "Cotton Seed Oil." Product consisted wholly or in part of corn or sunflower seed oil (?), in conformity to impression given by label was not of foreign manufacture. Pleas of guilty were entered by defendants.

Sentence was suspended in the case of Ungerer & Co., New York, which firm shipped a quantity of oil of cinnamon which was adulterated and misbranded. Product was labeled: "Oil of Cinnamon Ceylan-Jeuneard Fils & Cie-Cannes, France, Ungerer & Co., New York." Oil of cinnamon leaf had been substituted in whole and in part for the genuine oil of cinnamon. Defendant company entered a plea of guilty.

A fine of \$200 and costs was imposed upon E. V., M. V., I. G. J. and J. Kohnstamm, and W. Longfelder, co-partners, doing business as H. Kohnstamm & Co., Chicago, for shipping a quantity of so-called yellow egg shade coal tar color used as an ingredient in the preparation and manufacture of confectionery products. Product was labeled: "Atlas Colors for Confectioner's use H. Kohnstamm & Co., New York (Chicago Yellow Color Egg Shade Coal Tar Color Guaranteed Harmless). We guarantee the contents of this package to contain no coloring matter other than that of the seven colors permitted (in certificate form) in F. I. D. 76 < >." It contained arsenic, as arsenious oxide. Defendants entered a plea of guilty.

A fine of \$30 was imposed upon John N. and Bert Hickok, doing business as J. N. Hickok & Son, New York, for shipping a quantity of lemon yellow color which was adulterated. Product was labeled: "Non-Poisonous Color—Soluble Lemon Yellow—John N. Hickok & Son, 85 Murray St., New York." It contained arsenic. A plea of guilty was entered on behalf of defendants.

A libel was filed for the seizure and condemnation of nine packages containing approximately 468½ pounds of a product purporting to be oil of birch, remaining unsold at New York, alleging that product had been shipped by J. B. Johnson, Hickory, N. C., and charging adulteration and misbranding. Product bore no marks or labels except the name and address of the consignee and express data, but was invoiced as birch oil. It consisted largely of methyl salicylate, which was substituted for the pure oil. Judgment of condemnation and forfeiture was entered, and court ordered that product be redelivered to James B. Johnson, claimant, upon payment of costs and execution of bond in sum of \$750, one of conditions being that product should be relabeled in conformity with the Food and Drugs Act.

Two cans of a product called oil of wintergreen, remaining unsold at Boston, were ordered destroyed. Product was alleged to have been shipped by Frank P. Dowe, Spring Glen, N. Y. Containers were labeled in part: "Oil Wintergreen Leaf \* \* \*." Tags on containers were labeled in part: "From Frank P. Dowe, Distiller of Pure Oil Wintergreen from the Leaf Extract of Witch Hazel, Spring Glen, Ulster Co., N. Y." Product contained less than 25 per cent. of oil of wintergreen. No claimant appeared.

### Workmen's Compensation in Maryland

Baltimore, Nov. 16.—At the last meeting of the Baltimore Retail Druggists' Association a special committee was named, consisting of M. S. Kahn, David R. Millard, of Morgan & Millard, and John I. Kelly, to confer with the Insurance Commissioners having charge of the enforcement of the new

Workmen's Compensation act, relative to the question whether the law applies to retail druggists or not. Under the law employers of labor are liable to damages for accidents to their employes sustained in the course of their labors, and this has resulted in the insuring of such risks with casualty and other companies. The retail druggists are not certain that they come within the scope of the law, and in order to set at rest all doubt on the subject the special committee was directed to confer with the proper authorities and ascertain their views. The new law was discussed at some length at the meeting, and a diversity of ideas developed. The prevailing belief among pharmacists, however, is that the retailers are not affected by the law, since they are not employers of labor in the generally accepted sense of the word.

### AMERICAN REMEDY FOR HOOKWORM

#### Baltimore Oil of Wormseed Suggested as a Possible Substitute for Thymol as an Anthelmintic

Baltimore, Nov. 16.—The interference with foreign trade due to the war, and the resultant restrictions upon the imports of the United States have brought into conspicuous notice again a product which is produced almost wholly in Maryland, as a substitute for thymol, formerly used in the campaign against hookworm in the South. This product is wormseed oil, which, according to Dr. Murray G. Motter, technical assistant at the Hygienic Laboratory of the Public Health Service at Washington, has great possibilities, especially at this time. In discussing the subject recently, Dr. Motter is quoted as saying:

"As indicated by the name, wormseed oil has long had a reputation as an anthelmintic. The plant from which the oil is distilled grows in waste places from New York to Florida. It has, however, been cultivated, particularly in Maryland, and the oil has been known as Baltimore oil in contradistinction to the Western product, which is no longer much of a factor. While the oil is almost wholly a Maryland product, the seed is said to be harvested in considerable quantities in Florida.

"In view of the fact that October is the time of harvest and that with the diminished or disappearing supply of thymol the demand will be still further increased, every effort should be made not only to husband this year's crop of wormseed oil to the best advantage, but to provide for a largely increased seeding here next spring.

"Physicians having hookworm cases under their care should give this remedy a thorough trial and report promptly their results to the medical journals. Data of this kind would aid in rehabilitating a truly American remedy, said to have been used by the Indians as a vermifuge before the landing of Columbus, and in helping the American medical profession to do without some of the products which, hitherto, have been almost wholly 'made in Germany.'"

### SUES M. C. DOW FOR \$75,000 DAMAGES

Cincinnati, Nov. 17.—A suit of considerable interest to druggists on account of its nature, as well as to the general public, was that recently tried in this city. Jeannette L. Cameron, daughter of a former United States Senator and a writer of some note, being the plaintiff, against M. C. Dow, head of the Dow drug stores. Miss Cameron alleged in her petition, in which she asked damages of \$75,000, that she had sent a boy to the Peables' Corner store of the Dow string to buy some Epsom salts, in August, 1913, and that he was given a mixture containing white arsenic instead. She claimed that she took the mixture and became a helpless invalid in consequence, appearing in court on a cot.

The defense denied that any such error had occurred, pointing out the indefiniteness of the proof, and alleging that if Epsom salts had been requested, it had been sold. Medical evidence was introduced on both sides, that for the plaintiff being to the effect that there were symptoms of arsenic poisoning, while that for the defendant went to the point that the symptoms might have been due to other causes, and also that they were not pronounced enough to indicate arsenic poisoning beyond question. It was also suggested by the defense that a mistake might have occurred at the plaintiff's home. After a trial lasting several days, the case went to the jury, which was unable to agree on a verdict and was finally discharged. The case may be tried again, and will be fought to a finish by Miss Dow, who is quite confident that no such mistake as that alleged occurred.



## FROM THE BUSINESS FIELD.

The **A. Spiegel Co.**, Milwaukee, Wis., recently received what is said to be the first bale of new cotton ever shipped to that city. It rested on the sidewalk in front of the company's drug store for a day or so, thousands of people viewing it. The bale was the first one purchased and shipped to Milwaukee since the "B.A.B." movement began. It weighed a little less than 500 pounds and was raised by a tenant farmer near Red Oak, Ga. It cost \$47.10 exclusive of freight. It was to have been donated to a committee planning a bazaar to raise funds for a local home for working girls. Like the oyster in the stew at the church fair, this bale of cotton has gone a long way in a good cause.

The **Croom-Stebler-Hudson Drug Co.** has been organized at Shreveport, La., to take over the old business of the Carter-Mayfield Drug Co., at 326 Texas street, articles of incorporation having been filed. For 20 years this business was under the management of Leon M. Carter. Messrs. Hudson and Stebler have for the past four or five years been connected with the Shreveport Drug Co. A thorough renovation of the store will be a feature of the change of management. The senior member of the firm is C. S. Croom, merchant and capitalist of Mooringsport. The other two partners will be in active charge of the business. The company is capitalized at \$25,000.

"The **Sun Drug Store.**" will be the style of the old Eagle Pharmacy, at Corpus Christi, Texas, recently purchased from the receivers, the San Antonio Drug Co., by A. F. Weir, a former employe of the receivers. Mr. Weir was also previously connected with the Thomas' Model pharmacy and Treadwell's. This drug store has been in operation for about one year in the Jones building, and had been in charge of the owner, L. L. Moore. On September 28, it was sold to the San Antonio Drug Co., which acted as receivers. Mr. Weir will open the business at 417 Mesquite street. The interior has been remodeled and Mr. Weir will add new goods to the stock.

**Mrs. Caroline Rhein.** who sued the Associated Drug Stores in Baltimore to recover \$2,000 damages for alleged assault and battery got a verdict for one cent in Part 2 of the Superior Court on October 26. It appears that a package with \$82 had been taken from the safe and placed on the counter for the bookkeeper at the store on Saratoga and Eutaw streets. Mrs. Rhein, who said she believed the package contained some free gift and was intended for her, put it in her satchel. She complained that afterward, when she was called back from a department store to correct the mistake, her satchel was opened and she was treated roughly.

The **Dayton (O.) Pharmacal Co.** was recently placed in the hands of a receiver, on the petition of W. F. Harbison, a stockholder and creditor, who declared that the receivership was necessary on account of the pressure of creditors, and that if the company is left unhampered for a year it will be in excellent condition. Its business is principally confined to the manufacture and sale of chemical supplies for physicians. The Company was incorporated in 1911 with a capital stock of \$10,000, and has assets of \$4,400, with liabilities of \$3,600. Edward E. Duncan was appointed as receiver.

**Frank S. Smith,** one of the oldest and best known druggists of Auburn, N. Y., was fined \$1,000 and his license was cancelled. He was indicted on two counts for violating the Boylan law. The District Attorney called attention to the fact that the plea of guilty disfranchised Mr. Smith and revoked his license to practice pharmacy. He stated that he thought the people would be satisfied with the imposition of a fine. The judge stated that he would have to take some drastic action as a warning to others not to sell drugs in violation of the law. The fine was paid.

**Haverhill, Mass.,** druggists have been using weights of which more than 25 per cent. were defective. The city sealer of weights and measures recently completed his inspection and made the above discovery. The trouble was caused, in his opinion, because the weights had never been previously sealed, the city not having the necessary apparatus. He confiscated 127 weights which were in poor condition. Out of 827 weights 210 were below standard. One weight which should have

weighed 70 grains, weighed but 64, having lost over five grains during its 30 years of usage.

**Somerville, Mass.,** ministers called a public meeting in the Y. M. C. A. hall of that city in order to organize among the citizens a movement against the granting of druggists' liquor licenses. By registered letter they asked every political candidate in their territory to state his attitude toward druggists' and "pony express" licenses. The ministers have found, it is reported that the records show 31,969 liquor sales by 38 druggists holding sixth class licenses and 790 sales by three druggists having eighth-class licenses, which permit sales only on a physician's certificate.

**Charles M. Dodson,** who has conducted a drug store at Berlin, Wis., for the past 23 years, has sold the pharmacy to Dr. E. C. Neuman and R. J. Hoyer, both of West Bend, Wis. Riemer and was one of the oldest drug stores in Wisconsin. Mr. Dodson will reside in Berlin, where he will continue to manage the Opera House. Dr. Neuman and Mr. Hoyer, the new proprietors, have conducted a pharmacy at West Bend for some time. They will remodel the Dodson store and install a new soda fountain.

The **Jarecki Chemical Co.**, of Cincinnati, held recently its annual meeting at Sandusky, O., when all of the directors were re-elected, except that Eli Winkler was elected to the board to succeed Isaac Winkler. The officers are Gustave Jarecki, president and general manager, and F. E. Sprunz, secretary and treasurer. The reports of the officers indicated a very successful year for the company, and prospects for business during the coming year, on account of the war and other conditions in the trade, were declared to be even brighter.

The **May Drug Co.**, Pittsburg, Pa., was recently convicted of selling cigarettes to a minor. The minor was 17 years of age, but looked of age to the clerk. Counsel for the defense contended that if druggists were held down to the letter of the law, purchasers of cigarettes, no matter how young, but who appeared to be more than 21 years of age, would be obliged to furnish affidavits as to their ages before they could receive accommodations at a drug store or tobacco store. The judge failed to agree with this contention.

**M. C. Dow** will soon establish the eleventh store in the string of Dow pharmacies in the corner of the ground floor of the handsome new Gwynn building, at Sixth and Main streets, Cincinnati. The building is one of the most strikingly beautiful in the city, being 12 stories in height, and of very unusual design; and the big store-room on the corner, which is much the largest of the several into which the ground floor is divided, will be finished in a manner which is in keeping with the rest of the building.

The **Gunn Pharmacy** and the **Gunn Drug Co.**, Birmingham, Ala., have filed petitions in bankruptcy and a receiver has been appointed. He has instructions to operate the two stores as going concerns until further orders from the court. The liabilities of the Gunn pharmacy are estimated at about \$8,000, with assets approximately worth \$10,000. The Gunn Drug Co. recently opened for business in a new store building and its liabilities are scheduled at \$10,000, assets, estimated at \$20,000.

**F. J. Rogers,** of the export bureau of the Board of Commerce, Detroit, Mich., recently had in his possession for a period of five days a complete list of drug firms doing business in South America. The list belonged to the United States Government and Mr. Rogers permitted Detroit business men who were interested to examine it. Letters from several countries seeking trade relations with the United States were also open for inspection.

The **Dayton Pharmacal Co.**, Dayton, O., has had receivership proceedings instituted against it by W. F. Harbison, who declares that of the defendant company's liabilities of \$3,600 the sum of \$813 is due him. Assets of the company are said to be worth \$4,400, but the plaintiff asserted it was necessary to file the suit to prevent detrimental action by creditors and forced sale. A receiver was appointed under \$5,000 bond.

The **Williams-Donnell Drug Co.**, Norfolk, Va., was recently advised by the city Board of Control that it had no power to annul the contract which the company had made to supply the city home with medicinal supplies. The company submitted to the Board an itemized list showing the advances in prices of drugs since the beginning of the war in

Verdict. The contract is effective from July 1, last, to July 1, 1915.

**Joseph L. O'Hara**, druggist, at 26 West Market street, Chicago, N. Y., has filed a voluntary petition in bankruptcy. His creditors' claims and liabilities aggregating \$15,332 and assets amounting at \$7,000. The latter consist of stock and store fixtures. About half of the debts are represented by loans made to family relatives when he entered business 12 years ago. A bank has a note of \$5,000 that is listed among the liabilities.

**Mrs. Mabel Cope**, widow of the late Frank C. Cope, formerly of Chicago, at Dayton, Ind., was recently granted a decree of divorce. Her annual income of \$12,000 per year until the estate is settled. The income is to be paid to the estate to be worth \$750,000. The settlement was made in accordance to the extent of the estate of \$850,000. She stated that she and the mother of the late Frank Cope were jointly heirs to the estate.

**Katz & Besthoff**, New Orleans, La., has taken an additional lease on the grocery building at 732 Canal street. The company will spend \$1,000 remodeling and painting the company's store and its factory department and in renovating the front with a stucco and plate glass structure. The remodeling of the store's ice cream and soda water's machinery and as has been accomplished.

**C. S. Blair**, a pioneer druggist of Milwaukee, Wis., has sold his business to the Chicago Drug Co., recently organized at Wausau, Wis. The Wausau concern has moved its stock from that city to Mesomer and added it to that of Mr. Blair's. Mr. Blair has been engaged in the drug business at Mesomer for 35 years. Harry Hackbart, of Wausau, one of the owners of the Chicago Drug Co. is in charge.

**The Alfred Vogeler Drug Co.**, Cincinnati, is being sued by the United Cigar Stores Co. Plaintiff would compel defendant to occupy a store room at the northwest corner of Fifth and Walnut streets at an annual rental of \$2,500. Judgment was asked for \$700 as the first month's rent. The cigar company says that the room was leased in 1908 by parties who assigned it to the drug firm.

**The Stucky Pharmacy**, Beaver Falls, Pa., has broken ground for the construction of its new building, which will be located at the corner of Tenth street and Seventh avenue. The proprietor of the new drug store is also proprietor of the Red Cross pharmacy at New Brighton. The store will be arranged with a balcony for the display of musical instruments.

**F. W. Mueller's** drug store was recently formally opened at Tenth and Oregon streets, Oshkosh, Wis. Late last March the Mueller store was burned, and, as the old store building was too far gone to repair, Mr. Mueller immediately purchased the property and planned a new store building. Music and souvenirs for the ladies were features of the opening.

**Rousseau & Brown** recently opened a new drug store in the Chilson block, Woonsocket, R. I., after 33 years in business elsewhere in that city. The solid mahogany fixtures are a feature of the store. Increased space and better facilities for handling a growing business are other features incidental to the change in address.

**St. Cloud, Minn.**, drug stores will close during the winter months at eight o'clock in the evening. On Saturdays and Great Northern shop pay nights, the drug stores will remain open until the regular summer closing hour. The closing agreement will probably hold until April 1st, when the opening of the soda season will require longer hours.

**E. D. Miller**, druggist at Murray, Ky., filed a voluntary petition in bankruptcy listing his assets at \$12,000 and liabilities at \$13,000. The failure is said to be caused by the closing of the Bank of Hazel, at Hazel, Ky., and the failure of the Hazel Mercantile Co. in which Mr. Miller owned 60 shares of stock.

**Walding, Kinman & Marvin Co.**, wholesale druggists, Toledo, O., have purchased the drug stock and fixtures of the Thomas A. Huston & Co. drug store at 217 Summit street, for the sum of \$60,000. A six-year lease on the store building failed to attract any bids and was withdrawn by the auctioneer.

**The Walworth Chemical Co.**, established at Sheboygan, Wis., about four months ago, has retired from business. Harry G. Walworth, who owned and operated the company, says that the big advance in the imported chemicals which he used made it impossible for him to continue in business.

**The Charlotte Drug Store**, Charlotte, N. C., was re-

cently closed by order of the city and county tax collectors. The amounts due were very small and the report concluded that some adjudication might be arranged. The store has been conducted by a stock company for the past several years.

**The Witt Drug Co.**, Witt, Ill., recently closed its doors. Business in this, until recently thriving town, has been very depressed, the miners making hardly enough to live on, let alone pay their old debts. The Witt Drug Co. enjoyed a big business, it is said, until a month or so ago.

**Harvey H. Barsh**, a stockholder of the McGill Remedy Co., Bluffton, Ind., is being sued for \$500 damages, plaintiff alleging that defendant persuaded her to purchase \$500 worth of stock by asserting that the company was sound financially when such was not the case.

**The W. H. Carr Medicine Co.**, Peoria, Ill., recently broke ground for its \$4,000 factory building, which will be located at the corner of Washington and Voris streets. It will be of brick and will cover a ground space of 50x150. It will be three stories high.

**Scates & Co.**, druggists with stores at Caribou, Fort Fairfield, and recently at Washburn, where they were burned out, have, it is understood, purchased the site on which their store stood and will erect a new store at once. The contract has been let out.

Until April 1st, Winona, Minn., druggists will close their stores at 8:30 o'clock P. M., except on Sundays and Mondays. On Sundays the drug stores will be closed from one to six in the afternoon and after eight o'clock in the evening.

**La Crosse, Wis.**, retail druggists have decided not to advance their prices, despite the advances which they themselves are paying on certain imported chemicals and goods. They are endeavoring to carry American goods, wherever possible.

**Samuel Kahn**, of Newark, N. J., and a graduate of the New York College of Pharmacy, has acquired the Highland Park (N. J.) pharmacy on the corner of Cedar and Raritan avenues. Mr. Kahn has had 20 years experience in the drug business in Newark.

**The National Drug and Chemical Co.**, Toronto, Canada, is carrying on an extensive campaign in the Dominion through its large organization to educate Canadians to buy Canadian-made goods whenever they are equal in quality to foreign products.

**George C. Koehler**, for the past five months connected with the Park Hotel Pharmacy at Madison, Wis., and a druggist of 12 years experience, has purchased an interest in the Murphy pharmacy at 1951 Winnebago street, Madison.

**Arthur W. Quan**, who for the past 15 years has been connected with various pharmacies at Madison, Wis., is erecting a new building in Greenbush, one of the suburbs of Madison and will open a new pharmacy shortly after January 1.

**F. W. Mueller** has opened a new pharmacy at Tenth and Oregon streets, at Oshkosh, Wis. Mr. Mueller's former building was destroyed by fire last March and the structure which he has erected is one of the finest in Oshkosh.

**The Melville Pharmacy**, Pittsfield, Mass., has filed a petition for dissolution. Petition states that all debts have been paid and that there are no assets or liabilities. Capital stock was \$5,000 and corporation was organized in 1909.

**William R. Dacey**, druggist at Dorchester, Mass., has filed a voluntary petition in bankruptcy, admitting liabilities of \$4,842, with no assets. P. F. Dacey is the only secured creditor. He holds a claim for \$2,200.

**The Lion Drug Store**, La Porte, Ind., formerly in the building once occupied by the Trees Pharmacy, is now located in the Wunch building, on Lincolnway. Larger and better arranged quarters are there afforded.

**Frank McDonald**, treasurer of the Appleton Pharmacy, Inc., at 449 Tremont street, Boston, filed a petition in bankruptcy, October 20, in behalf of that company; liabilities, \$3,782; assets, \$1,600.

**John Zoesch**, of Butternut, Wis., has sold his pharmacy to his brother, Emil, who is now in possession. Emil Zoesch had been connected with a pharmacy at Mellen, Wis., for several months.

**G. G. Mason**, of the Mason & Tarr Drug Co., Jefferson

City, Tenn., purchased the entire interest of Dr. H. L. Tarr in that business. Mr. Mason will continue the business under the old name.

**The Pittsburg (Pa.) Wholesale Drug Co.**, a new concern in Pittsburg, has leased the six-story building at 713 Grant street. The company is under the management of F. J. Crosson.

**The Read Drug and Chemical Co.**, Baltimore, Md., whose building was damaged by fire several months ago, has awarded contracts for extensive renovation and improvements.

**W. R. Smith**, trading as the City Drug Store Enterprise, at Meridian, Miss., has filed a voluntary petition in bankruptcy, placing his liabilities at \$3,948, and his assets at \$2,760.

**R. D. Rouse** has sold his interest in the Thames Drug Co., Beaumont, Texas, to J. P. Gudger, of the Gulf Pipe Line Co. Mr. Rouse is managing Rouse's drug store No. 2, at Houston.

**William J. Snow**, druggist at Nahant, Mass., recently filed schedules in bankruptcy placing his liabilities at \$6,427 and his assets at \$6,216. There are over 30 creditors.

**The Elkton (Va.) drug store**, stock and fixtures, was sold recently to R. E. O'Rear, of Clearbrook, for \$4,150. The business will be conducted as usual.

**The Lancaster (Pa.) Drug Co.** will build a large four-story warehouse directly in the rear of its present building at 42 North Prince street.

**The Koss-Kreizinger Drug Co.** will occupy the one store in the beautiful, new, \$100,000 "First Safe Deposit block" in Fremont, Neb.

**Buena Pharmacy**, 1002 Montrose Boulevard, Chicago, has filed schedule of bankruptcy, placing liabilities at \$9,532, and assets at \$13,340.

**The Broadway Pharmacy, Inc.**, Spokane, Wash., has been sold by F. R. Robertson to James L. Cook for a consideration of \$3,300.

**Joseph E. B. Lovering**, formerly employed at the Independent drug store, Amesbury, Mass., has purchased the pharmacy at Smithtown.

**The Appleton Pharmacy, Inc.**, Boston, Mass., has filed schedule showing liabilities amounting to \$3,782 and assets \$1,600.

**James Bergman**, 702 Amsterdam avenue, this city, has filed schedules showing liabilities of \$21,309 and assets amounting to \$9,180.

**Druggists** of Ensley, Ala., will close every evening at 8:30 o'clock, excepting on Saturday and the pay days of the steel plant.

**Herman Orlewitz**, druggist at 2140 Seventh avenue, this city, who began business in 1883, has made an assignment.

**Rushville, Ill.**, business houses, including the drug stores, will close at 6:30 P. M. during the winter months.

**W. W. Lundberg**, druggist at Glenwood City, Wis., has enlarged his quarters in the Syndicate building.

**The King Pharmacy**, Augusta, Ga., is now located in its new quarters at Broad and McKinney streets.

**The B. & B. Pharmacy** was recently opened by Ernest J. Bryant and Vincent Ballenger at Bellefontaine, O.

**R. B. Arnold**, of Lake Geneva, Wis., has erected an addition to his store and has enlarged his stock.

### RECENT FIRES

At Gatesville, Tex., R. M. Arnold's drug and jewelry store; \$12,000 damage, covered by insurance, and \$60,000 damage to neighboring concerns.

At Estherwood, La., fire destroyed the pharmacy and office of J. F. Francis, and several small buildings adjoining. Loss \$1,500.

At Richmond, Va., Frey's Drug Store; loss not stated, but slight.

At Thorne, N. D., C. W. Rogers' drug store destroyed by fire from overheated furnace. Loss \$12,000.

At Callahan, Fla., Callahan Pharmacy; loss \$2,000, and partly insured.

At Des Moines, Ia., Namur Drug Store, in Masonic Temple, wrecked, with a loss of \$35,000.

At Turlock, Wash., J. D. Eastman Drug Store destroyed, with loss of \$3,500, insurance \$2,150.

## Homeopathic Pharmacy

Some interesting points relative to homeopathic pharmacy were brought out in a recent special lecture delivered by Dr. John A. Borneman, professor of pharmacy of Hahnemann Medical College and Hospital, before the Philadelphia College of Pharmacy. In introducing his subject, the speaker asked his audience whether they believed in allopathic or homeopathic pharmacy. In the first year course of 90 hours given in the Hahnemann Medical College, one-third of the time is devoted to homeopathic pharmacy, and two-thirds to allopathic pharmacy. During the third year the students receive 15 hours of instruction in practical homeopathic pharmacy in the hospital pharmacy connected with the institution.

The speaker then called attention to the new Homeopathic Pharmacopoeia of 1914, which he said was, in some ways, probably a year ahead of the U. S. Pharmacopoeia. The book contains no compound remedies, all are simples, and each drug is treated by itself. The mother tincture represents a one-tenth drug strength, and is made from fresh plants whenever possible; foreign plants sent from Europe, etc., are preserved by alcohol until they can be made up. There are some exceptions to the use of fresh plants, as in the case of ipecac and cinchona. No provision is made in the present pharmacopoeia for standardizing the preparations, but it is expected that this will be done in succeeding editions. The metric system of weights and measures is used. The utensils in use for pharmaceutical manufacturing are about the same as those used in other pharmacies, but scrupulous care is taken in cleansing them after use. The alcohol is carefully selected and is of 87 per cent strength. The preparations used include those from the animal, vegetable and mineral kingdoms. The homeopathic pharmacist must gather his own plants, the time of gathering being quite important, a regular schedule for this work being provided. The roots when gathered are carefully cleansed, sometimes washed, and moisture content noted, for which allowance is made in preparing the tinctures.

The drugs are generally macerated 7 days in two gallon bottles, each bottle being shaken ten times, twice a day. The speaker thought that the process of making tinctures by the maceration of fresh drugs was an excellent one, as it provided for the retention of the volatile constituents. At the present time most homeopathic physicians prefer low tinctures (or potencies). The "mother tincture" is designated by "1X," which represents a drug strength of 1/10. To make the second dilution, one part of the mother tincture, four parts of water and five parts of alcohol are taken, the resulting dilution representing a drug strength of 1/100 and is designated by "2X." The third dilution or potency is designated by "3X" and represents a drug strength of 1/1000. Homeopathic pharmacists pride themselves upon their triturations, which consist of one part of chemical to nine parts of milk sugar, triturated for hours, separate mortars being used for the different triturates; in the case of odorous drugs, the trituration is done in separate rooms. The strength of the triturates is indicated in a manner similar to that designating the strength of the tinctures.

Pellets can be medicated by pouring tinctures over them, five No. 40 pellets absorbing one minim of tincture. Tablets are very carefully made and tested, sometimes by the aid of the microscope. Sugar pills are made in copper kettles lined with wood, in much the same manner as ordinary pills are coated, granulated sugar forming the foundation. The tincture presses and stills are gold lined.

In concluding his address Dr. Borneman said that a homeopathic pharmacist must be absolutely honest, a statement which should apply also to others. After the address the speaker gave a practical illustration of the manufacture of red mercuric iodide tablets, and also showed a number of lantern slides illustrating various pharmaceutical processes.

### Insecticide Manufacturers Organize Association

The Insecticide Manufacturers' Association, an organization made up of manufacturers of insecticides of this country, has been incorporated in this State. The incorporators are:

W. F. Oburg, Merrimac Chemical Co.; Frank Hemingway, Hemingway & Co., Inc.; W. H. Phillips, W. F. Devoe & C. T. Reynolds Co.; M. A. Blanchard, James A. Blanchard Co.; Alfred Renshof, Morris Herrmann Co.; Mr. Coleman, Sanitos Co.; W. H. Rose, Interstate Chemical Co.

It is expected that a general meeting of manufacturers of insecticides will be held in this city on December 14.

## BOARD EXAMINATIONS

### California

San Francisco, Nov. 16.—Louis Zeh, secretary of the California Board of Pharmacy, announces the names of the following persons who were granted registration at the recent meeting of the board:

Assistants—James L. Faulkner, Joseph B. Swm, Charles C. Brockman, George Trezise, Clarence A. Hull, John R. Quinn, Harry J. Schwarz, Arthur A. Pittenger, Marion G. Shulman, Earl J. Sear, Chas. B. B. Zeller, William M. Nuttall, Harry Tobenkin, William H. Hansen, William E. Price, Robert O. Bagley, Iver E. Johanson, Sister S. McCabe, Harold E. Welcome, Albert T. A. Stern, Floyd Teeter, Roy C. Paterbaugh, John Johnston, Wm. J. Schallback, Harold Houlhan, M. L. Burke, George G. Johnson, E. W. McCracken, Grover C. Stadler, Glen W. Brace, Thomas D. Chilton, Andree Vade, Sister Laurence, John H. Albert.

Licentiate—Royal A. White, William J. Norton, Clarence Powell, Lee Holtzman, Wm. Vorwerk, Fred I. Siskel, Edward Riebsanic, R. E. Bell, Harry E. Wilt, Peter B. Feely, Mary Jennings, Ray L. Miller, Dorothy Van Deuse, C. J. Doran, I. Elmer Macom, G. L. Robinson, William E. Cavanaugh, Thomas H. Smith, Chase Wood, Samuel H. Watters, Lawrence E. Creeden, Robert E. Miller, Carlisle Laughlin, Geo. T. Pomeroy, Oscar C. Bley, Olav Kaarho, Clarence F. Bowers, William E. Armington, Daniel J. Sullivan, Arthur L. Booth, L. C. Diggs, Clair E. Hadsell, Louis G. Kading, Bernard Herman, R. C. McNight.

Credentials—Daniel S. Wallace, R. R. Sutton, Chas. S. Gibson, Henry W. Brockman, Carl A. Kiebler, James Z. Magill, Edward T. Graucher, Joseph K. Crague, Alrik Hammar, Jas. P. Minnehan, Fred E. Morgan, Angel C. Nuno.

The next meeting will be held at Los Angeles on Jan. 11, 1915, the examinations commencing on Jan. 13, and in San Francisco on Jan. 18, the examinations commencing on Jan. 20.

### Delaware

Wilmington, Nov. 15.—At the second quarterly meeting held by the Delaware Board of Pharmacy at Newark last month, ten applicants were examined for pharmacist's license and two for assistant's license. The following were passed as pharmacists: Frank P. Coione, Yorkers, N. Y. and Marian W. Tingle, Philadelphia, Pa. Thomas J. Phillips, of Wilmington, was granted an assistant's license. The next meeting for examination will be held at Newark on Jan. 6, 1915.

### Illinois

Springfield, Nov. 16.—At the October meeting of the Illinois Board of Pharmacy, held in this city, the following applicants passed successful examinations:

Registered Pharmacists—J. H. Garretson, Taylorville; Sister Augustine Groesch, Springfield; Ernest S. Hoehn, East St. Louis; John M. Lee, Springfield; J. H. Pfaff, Centralia; Robert E. Roche, Peoria; Wm. A. Schneeberg, Alton; L. A. Wolfe, Springfield.

Assistant Pharmacists—L. W. Callahan, Tremont; James M. Dulaney, Paris; John B. Griebel, Bunker Hill; Frank H. Lierman, Cbampaign; Jos. A. Michael, Decatur, O.; O. Otto, Peoria.

Local Registered Pharmacists—Henry A. Dinges, Red Bud, and Harry H. Harding, Ashland.

### Kentucky

Frankfort, Nov. 16.—At the meeting of the Kentucky Board of Pharmacy recently held in Berea, a class of twenty-three applicants was examined and the following passed as registered pharmacists—Chas. F. Bartholomew, Ft. Thomas; Robert B. Creech, Louisville; E. W. Foertmeyer, Bellevue; Geo. L. Holliday, Paducah; Orin Lee, Middlesboro; Herbert T. Ransdell, Owenton; John B. Robinson, Georgetown; W. B. Schultz, Middlesboro; E. C. Wines, Jr., Richmond.

The following qualified as assistants—M. D. Aitken, Flemingsburg; Chas. D. Anderson, Richmond; A. B. Brooks, Paducah; Walter J. Herp, Louisville; Jas. B. McQuown, Gasgow; Owen R. Ware, Middlesboro.

At the annual meeting held at this time Prof. G. Lewis Diehl, Louisville, qualified as the newly appointed member of the Board, succeeding Robin H. White, whose term expired. G. Orville Fatterson, Hawesville, was elected president for the ensuing year, while J. W. Gayle, Frankfort, was re-elected secretary, and Edward Bloomfield, Louisville, was re-elected attorney and inspector. Covington was decided upon as the next place of meeting.

### Maryland

Baltimore, November 16.—The Maryland Board of Pharmacy has announced the result of the examinations for applicants for registration as pharmacists and assistants held last month, the following having passed:

Pharmacists—George J. Ayd, David J. Gitomer, Baltimore; Lawrence Nichols Frampton, Arlington; Schafer B. Blair, William A. Bentz, Williamsport; Howard C. Hopkins, Oxford; Woods D. Balliere, Watsontown, Pa.; Charles Rafone, Frederick Sircusa, New York.

Assistants—Miss Emma H. Belbot; John P. Irwin, John M. Litch, Clarence Schwarzenbach, Bradley Henry Waltz, Baltimore; Charles Hugo Jahelka, Hamilton; Gifford L. Potts, Elkton, and Miss Carville Brain Boyd, Clearfield.

The board also disposed of various other matters. It is composed of H. Lionel Meredith, Hagerstown, Md., president; Ephraim Bacon, Baltimore, secretary; David R. Millard, Baltimore, treasurer; J. Fuller Frames, Baltimore, and William C. Powell, Snow Hill,

### Missouri

E. G. Cox, secretary of the Missouri Board of Pharmacy, Craig, Mo., has made public the following list of successful candidates who took the examination recently in St. Louis:

Registered Pharmacists—M. C. Adamson, St. Joseph; Chas. C. Cump, Montgomery City; William W. Franklin, Hume; Francis J. Hemm, St. Louis; Louis O. Kloeckner, St. Louis; Robert W. Kinnison, St. Joseph; Frank LaRue, Dexter; Junius B. Linn, Canton; Joshua E. Marsden, St. Louis; John Wasem, St. Louis.

Assistants—Edward Hoppe, St. Louis; Benjamin Norton Gerson, St. Louis; Charles F. Lanwermyer, St. Louis; Edison Tribble, Bloomfield; Wm. S. VanCleve, Malden; J. H. Workman, Portageville.

The next meeting of the Board will be held at Jefferson City on Jan. 11, 1915.

### Montana

Butte, Nov. 16.—Thirty-six applicants were examined by the Montana State Board of Pharmacy at the recent meeting held at Helena, the following being successful and will be granted licenses as registered pharmacists—R. E. Black, Roundup; Carl A. Brye, Glasgow; W. H. Hewson, Great Falls; Raymond V. Love, Havre; Benjamin F. Owen, Billings; George F. Moses, Poplar; Jay A. Miller, Red Lodge; Clinton J. Poe, Medicine Lake; Cressie D. Parhorst, Billings; Walter Ritter, Helena; Ralph L. Stewart, Chicago; L. L. Robertson, Havre; Mark Vornholt, P. C. Vornholt, Poplar; C. F. Wiswall, Billings; Floyd Williams, Lewiston; William H. Young, Baker.

Several registered assistant pharmacist certificates were also issued. The present board members are F. A. Schueber, Livingston, president; W. R. Montgomery, Butte, secretary; Emil Starz, Helena, treasurer.

### New Jersey

Bridgeton, Nov. 16.—Secretary Jorden has prepared the following list of successful candidates who passed the October examination:

Registered Pharmacists—Edward A. Bank, Brooklyn, N. Y.; Ira N. Breit, Newark; Basil Bruno, Long Branch; George J. Burch, Hightstown; John Carlson, Cranbury; Peter Cocuzza, Elizabeth; Herman Cohen, Brooklyn, N. Y.; Henry B. Decker, Haddon Heights; Frank S. De Leon, New York, N. Y.; Aaron Dixon, Butler; John Eby, Philadelphia, Pa.; Milton Fisher, Brooklyn, N. Y.; Louis W. Fuchs, Newark; William J. Galbraith, Hackensack; Sigmond Gardner, Somerville; William A. Gardner, Jersey City; Eleanor M. Gartland, Philadelphia, Pa.; Harry Goldwag, New York, N. Y.; Isidore Goldstein, Paterson; Karl E. Hahn, New York, N. Y.; William D. Hall, Philadelphia, Pa.; Richard H. Hamilton, Jersey City; Alessio Maria, Newark; David Kangisser, Paterson; Bernard Katsin, Lakewood; William Keeshan, Jersey City; Edward Kodet, New York, N. Y.; Agnostino Lettieri, Newark; Paul Levinson, Brooklyn, N. Y.; Nathan Lifshitz, New York, N. Y.; Roy P. Lodge, Atlantic City; Joseph Marino, Newark; John Miraglio, Hoboken; Pinchus Mucha, New York, N. Y.; Charles A. Muller, North Bergen; Reginald P. Osborne, Brooklyn; N. Y.; Elmer E. Pine, Jersey City; Louis Porreca, Hackensack; Joseph Potechin, Newark; Russell R. Reed, Rahway, N. J.; Arnold A. Renson, Jr., North Bergen; Frederick Rescigno, New York, N. Y.; George H. Rowland, Annandale; Frank Saduzzi, Newark; Joseph Schlein, Hoboken; Edith M. Schofield, Atlantic City; John W. Seager, Westfield; Isidor Shalit, Bayonne; Harry Schwab, Jersey City; Edwin R. Spangler, Ephrata, Pa.; Albert R. Struckmann, West Hoboken; Herman N. Sussles, Ridgefield; Louis F. Thumser; Claude H. Umlauf, Philadelphia, Pa.; Gustave H. Wetzel, Newark; Oscar K. Whipple, Jr., Bridgeton; Charles A. White, Philadelphia, Pa.

Registered Assistants—William Amdur, New Brunswick; Edmund Buttykay, Lodi; Elmer H. Macdonald, Hackensack; Mark Rigg, Burlington; Percy L. Walling, Westfield.

The next meeting of the board for examinations will be held at Trenton on Jan. 21 and 22, 1915.

### New York

Albany, Nov. 16.—According to Secretary Warren L. Bradt, of the New York Board of Pharmacy, the number of penalties received during the month of October and the nature of the violations were as follows:

Sale of proscribed drugs .....	2
Junior violation .....	13
Adulterated and deficient pharmacopoeial products .....	11
Deficient and adulterated prescriptions.....	8
Methyl alcohol present.....	2
Non-registration of pharmacy.....	3
Total .....	39

### North Dakota

Fargo, Nov. 16.—As a result of the recent examination held by the Board of Pharmacy in this city, the following were granted registered pharmacist licenses—Frank E. Fullman, Jamestown; D. W. C. Hall, Dickinson; E. C. Zimmerman, Casselton; and Sister M. Cuthberta, Fargo.

Those securing licenses for assistant pharmacist were—F. B. Hanson, Fergus Falls, Minn.; Clarence B. Hay, Asaracka; Edwin O. Larson, Devils Lake; Harold Williamson, Ray; and W. H. Woodard, Bismarck.

Owing to the fact that a change in the state laws was made requiring that applicants must have had at least one year in a reconized pharmacy school and after 1915 two years in such school, there was not a very large class of applicants this time and it will probably be several years before classes will be as large as formerly. The next meeting will be held at Fargo on June 15, 1915.

**Vermont**

Burlington, Nov. 16.—At the quarterly meeting of the Vermont Board of Pharmacy held at Montpelier, eight applicants took the examination, the following obtaining full registration: Miss Horstense Merrill, Swampscott, Mass.; A. Altieri, Yonkers, N. Y.; P. Principe, New York City; and L. H. Whitney, Waterbury, Vt. Hector Huard, Winooski, was granted an assistant's license. No successor has yet been appointed to fill the vacancy caused by the resignation of D. F. Davis, of Barre, president of the board, who felt that he could not devote the necessary time to the work. His colleagues have expressed their appreciation of his work and state that his resignation constitutes a distinct loss to the board and to the cause of pharmacy in the State.

**Virginia**

At the meeting held at Richmond on October 20, there were 30 applicants for examination. Of this number, the following were given certificates as registered pharmacists—J. J. Harris, Culpepper; R. C. Morehead, Wytheville; W. B. Dabney, (colored) Petersburg; Abraham Caplan, Richmond; F. A. Lozaw, Middletown, N. Y.; B. L. Brannon, Norfolk; H. P. Hargrave, (colored) Roanoke; J. E. Manning, Portsmouth; W. M. Yearby, Richmond; C. H. Berryman, Wytheville.

Registered as assistants on the registered pharmacist examination—C. W. Ray, Welch, W. Va.; P. H. Dinwiddie, Durham, N. C.; F. F. Lyon, Oxford, N. C.

Seventeen applicants took the examination for certificates as registered assistant pharmacists. Of this number the following were successful—W. E. Manlove, Norfolk; J. B. Holland, Richmond; L. J. Hen'ey, Tappahannock; D. W. Paulette, Farmville; J. N. Dickson, Norfolk; J. A. Patterson, Richmond.

The following were registered by reciprocity—H. C. Greear, Appalachia, from Georgia; M. Beach, Norfolk, from Florida; L. J. Cohen, Phoebus, from Maryland, and G. R. Ridgeley, Richmond, from District of Columbia.

Examinations are held by the Board in Richmond on the third Tuesday of January, April, July and October, respectively. All applications must be filed with the Secretary at least ten days prior to examination date.

**Wisconsin**

Madison, Nov. 16.—At the meeting of the Wisconsin Board of Pharmacy held in this city the following were granted certificates:

Registered Pharmacists—Aloysius J. Dettlaff, Milwaukee; Raymond T. Le Mieux, Green Bay; Clarence H. Mees, Clintonville; Joseph F. Meyer, Chilton; Helmer A. Roen, Menomonie; Joseph B. Zych, Jr., Milwaukee; Arthur S. Hessler, Antigo; Felix J. Idziorek, Milwaukee; P. Amos Gruett, Racine; Walter J. Pergande, Milwaukee; Rex E. Mather, Milwaukee; Edwin B. Rennebohm, Milwaukee.

Registered Assistants—Roy Hutchinson, Duluth, Minn.; Hans A. Hansen, Madison; Walter Gargen, Milwaukee; Lester B. Hansen, Racine; Albert A. Lohr, Milwaukee.

The next meeting will be held at Madison on Jan. 12-15.

**NEW INCORPORATIONS**

Wawel Drug Co., Chicago, Ill., capital stock, \$3,000; incorporators, Sylvanus G. Levy, A. B. Lipson and Thomas M. Whitson.

Chelsea Drug Co., Memphis, Tenn., capital, \$10,000; incorporators, John C. Bell, C. E. Hillis, S. C. Sims, M. L. Bullaca and Isaac A. Peres.

Milburn Drug Co., San Antonio, Texas, capital stock, \$20,000; incorporators, T. H. Milburn, C. L. Milburn and T. Milburn.

Climax Chemical Co., New York City, capital, \$5,000; chemical and mechanical products; incorporators, F. W. Foucar, A. L. McDonnell and Isador D. Brokaw.

The Murdock Drug Co., Indianapolis, Ind., capital stock, \$5,000; to operate retail drug stores; directors, T. H. Bowlsman and Daniel G. Sullivan, Indianapolis, and Luther J. Murdock, Bloomington.

Dame Nature Co., Chicago, capital stock, \$50,000; to manufacture and deal in all kinds of toilet articles; incorporators, Basil D'Emo, Richard H. Mather and William A. Sheehan.

Capital Drug Co., Hartford, Ct., capital stock, \$7,000; officers and directors: President, Max Goldfield; secretary-treasurer, Louis Goldfield, of Hartford; L. L. Card.

Mason Laboratories, New York City, capital stock, \$20,000; chemists, druggists, bacteriologists; incorporators, Morris A. and Ray E. Mason and Aaron Moseson.

Royal Drug Label Co., New York City, capital, \$3,000; Louis Epstein, M. Lapides, C. Bison.

Ideal pharmacy, Milwaukee, Wis., capital, \$25,000; incorporators, T. L. Baarth, R. H. Baarth and Otto Baarth.

Durex Chemical Works, Inc., New York City, capital \$288,000; general chemical and drug business; mining, etc.; incorporators, M. Toch, N. Y. C.; H. E. Baer, Mount Vernon, and A. C. Reid, Jersey City, N. J.

American Veterinary Medicine Co., Dover, Del., capital \$250,000; the business of chemists, druggists, etc.; incorporators, M. Poole, S. Falk, R. J. Connolly, New York City.

Marvel Products Co., Pittsburg, Pa., to compound, sell and deal in and with proprietary medicines, either wholesale or retail; manufacture and deal in chemicals, dye stuffs, paints, oils, etc.; incorporators, S. C. T. Dodd, Carroll C. Robertson, both of Pittsburg, and Fred L. Workman, Duquesne, Pa.

A. E. Rea Drug Co., Ltd., Ottawa, Ont., capital stock, \$50,000; incorporators, T. F. Carrie, Toronto; Lefebvre Brownhill, G. E. Clapin, and others, to manufacture surgical instruments, etc.

E. C. Hachney Laboratories, Inc., Dover, Del., capital, \$150,000; to manufacture and sell intravenous, its products, alkalies and chemicals of all kinds; incorporators, W. C. Arnold, Philadelphia; F. A. Moorshead, Lansdowne, Pa., and J. M. Satterfield, Dover.

Nature's Remedy Co., Belfast, Me., capital stock, \$50,000; to manufacture, buy, sell, export, import and generally deal in patent medicines, drugs, formulas and preparations of every kind, class and description, etc.; officers and directors: President, H. A. Bennett; treasurer, E. F. Hanson; Wentworth V. Lander, Clarence E. Tuller and Maurice W. Lord.

Bio Chemical Co., Manhattan, N. Y., capital, \$10,000; to make import and deal in drugs, medicines, physicians' and hospital supplies; incorporators, Morris Pitzerman, Morris Schoenwald and Louis Weinberg.

Coast Wide Chemical Co., Manhattan, N. Y., capital, \$50,000; to make and deal in disinfectants, chemicals, physicians' and hospital supplies; Garfield and Alex S. Force and G. J. Turner.

Rankin-Butner Drug Co., Winston-Salem, N. C., capital, \$10,000; incorporators, T. A. Butner, W. H. Rankin and others.

Licht's pharmacy, Brooklyn, N. Y., capital, \$10,000; directors, H. E. Licht, Harry Licht and Aaron Licht, of Brooklyn.

Radium Spray Co., Brooklyn, N. Y., capital, \$10,000; drugs; E. A. and C. J. Hubbell, of Brooklyn, and C. A. Macheny, New York.

International Drug Co., Cleveland, O., capital, \$100,000; incorporators, M. E. Tettelbach, E. J. Wohlgenuth, R. R. Schwartz, A. L. Dietz and J. H. Backowski.

Schaffner Drug Co., Ashtabula, O., capital, \$25,000; incorporators, J. E. Allport, H. E. Allport, H. R. Martinson, K. C. Gahl and H. Stephens.

Vonberg's pharmacy, New York City, capital, \$10,000; drugs, chemicals, confectionery, smokers' articles, etc.; incorporators, Mary E. Conroy, Alex Gordon and Peter A. Lee.

Lloyd Preparation Co., Buffalo, N. Y., capital, \$50,000; to carry on a manufacturing business of drugs, medicines and toilet preparations; directors: J. C. McDowell, D. C. Palmer, L. J. Rosen, John Duchmann, jr., J. C. Leilly, jr., Al. Robinson and Howlett E. Robinson.

Midland Chemical Co., Chicago, capital, \$125,000; to manufacture chemicals and chemical compounds, etc.; incorporators, W. T. Sheffield, Fred Huettman and F. R. Hubalick.

Harrison-Peterson Drug Co., Muncie, Ind., changed its name to Harrison Drug Co.

Cherox Co., Valparaiso, Ind., capital, \$5,000; to deal in medicines; directors, H. K. Brown, J. L. Meagner and J. F. Griffin.

Cosmopathic Medical Institute and Compounding Co., Portland, Me., capital, \$50,000, of which \$1,000 is paid in; organized for purpose of acquiring all formulas, anatomical charts, mechanical devices and remedies now held by Edward E. Hosmer, of Swampscott, Mass.; officers: President, H. R. Foss, of Portland; treasurer, A. E. Anderson, of Portland.

Cythera Toilet Co., Richmond, Va., capital, authorized from \$1,000 to \$25,000; to manufacture and sell toilet articles of every description; officers: President, W. J. Farrow; secretary and treasurer, F. B. Snyder.

Turner Drug Co., Altoona, Pa., capital stock, \$16,000; directors: H. W. Turner, Jennie B. Turner and Charles E. Walters (treasurer), all of Altoona.

Wiley Dandruff Remover Co., Toledo, O., capital, \$10,000; incorporators, F. E. Wiley, C. C. Banting, H. H. Stalker, J. W. Banting and W. O. Kiraocic.

Umekalabo Chemical Co., Inc., Manhattan, capital, \$25,000; to do a general manufacturing business and to manufacture remedies; incorporators, S. S. Ryckman, E. A. Sprong, I. V. Russell, N. Y. C.

Easterwood-Patillo Drug Co., Athens, Texas, capital stock, \$8,000; incorporators, J. W. Easterwood, J. T. Patillo and J. S. Easterwood.

Oakdale Drug Co., Louisville, Ky., capital stock, \$3,000; incorporators, L. P. Krieger, J. W. Krieger and J. A. Krieger.

Demers Bros., Sanford, Me., capital stock, \$10,000; to conduct a general drug business of compounding and manufacturing medicines, drugs and various preparations; officers: President Telephor Demers, and treasurer, Phidelem S. Demers.

Zimmer Chemical Co., Clifton, N. J., capital stock, \$15,000; to deal in chemicals and drugs of all descriptions.

Charles F. Grosholz, Inc., to manufacture, buy, sell and deal in brushes, combs, soaps, sponges, chamois, water bottles, rubber goods, toilet and proprietary articles, perfumeries, medical and surgical supplies, druggists' sundries and other articles of a similar nature; incorporators, Alice E. and Charles F. Grosholz, jr., and Emmet J. Ross.

The Bauer-Tennant Drug Co., Cleveland, O.; capital stock, \$10,000; incorporators, W. M. Tennant, N. R. Weidman, H. G. Wilk, L. H. Wintermuth and N. E. Heabler; to manufacture drugs and chemicals.

The Acme Drug Co., Cleveland, O.; capital stock, \$20,000; incorporators, Rose Fink, Joseph Goodman, Henry O. Wavro, William J. Scher and George A. Marchison.

The W. N. Carr Medical Co., Peoria, Ill., incorporated under the laws of West Virginia; capital stock, \$35,000; incorporators, John G. Heberling, Wilbur H. Carr, Jerry Tippy, John E. Ingersoll, and Leonard F. Ingersoll.

The Gadsby Co., Eau Claire, Wis.; capital stock, \$30,000; incorporators, Fred. H. Gadsby, Helen L. Gadsby and Thomas L. Gadsby; to handle all kinds and sorts of drugs and other lines of merchandise.

**Proceedings Received**

California Ph. A.; Georgia Ph. A.; Kansas Ph. A.; Kentucky Ph. A.; Missouri Ph. A.; Nebraska Ph. A.; New York State Ph. A.

### An Attractive Advertisement

The large color inset in this issue of the ERA is sure to attract the attention of readers. The inside pages are miniature reproductions of the attractive advertising matter which the J. Hangerford Smith Co. of Rochester, N. Y. will supply to its customers during the coming season. These reproductions were made by the photograph color process and represent the actual signs and colors shown in the originals, of course, very much enlarged in size. However, they serve to give one a fair idea of the original designs. In the selection of these signs the J. Hangerford Smith Co. have not only added advertising value to the dealer, fully realizing that the sales of "True Fruit" Soda Fountain Requisites will vary largely upon the success of the soda water business. The advertising must be good advertising in order to attract the business directly through the dealers to whom this advertising matter is supplied.

The general success of this company is a typical illustration of how things can be accomplished through intelligent cooperation with dealers. The expense of the company for advertising is very small. This character is probably larger than that of any other business in the soda fountain trade. Their policy is to share their money in helping dealers, and the wisdom of this is amply proved by the large and satisfactory business they have secured for their products. The entire assortment of advertising matter shown in this reproduction is furnished free with an order for only \$28 worth of their "True Fruit" flavors.

### Bathing Shoes

Many druggists are now handling bathing shoes which make a very attractive side line, easy to sell in those localities where there is any possible demand, do not call for large investment and goods that do not depreciate in value and pay the dealer a very liberal profit. Among our new advertisers in this issue of the ERA is the John H. Parker Co., of Malden, Mass., manufacturers of an attractive line of bathing shoes which they wish to call to the attention of the drug trade. This company is an old established house, first started in 1865, by the father of the present head. Their chief line is rubber shoes with leather soles, but they have made bathing shoes a specialty for many years.

The John H. Parker Co., a typical New England house, established their reputation on the quality of their goods and fair dealings with their customers. They insist that all goods shall be satisfactory and their line of bathing shoes is one of the most complete and desirable lines manufactured. In goods of this character a dealer cannot afford to take any chances on selling customers something that is cheap and shoddy, or poorly made, for such goods are sure to cause dissatisfaction. Druggists who want a satisfactory line of these goods can make no mistake in getting in communication with these manufacturers.

### Tinctures from a Business Standpoint

Elsewhere in this issue Parke, Davis & Co. advance some salient reasons why the retail druggist should carry and specialize in tinctures bearing their label. There is much to be said in favor of the line of reasoning therein set forth. The average druggist has not the time and means to prepare and standardize the long line of tinctures demanded in present-day medication. He must depend, for the most part, upon the manufacturing pharmacist. Then, he wants to be certain that the tincture which he dispenses is therapeutically efficient and of definite medicinal strength. The question, "What brand?" is singularly pertinent. Manifestly the manufacture of so important a line of medicaments should not be intrusted to the inexperienced or to those who are hampered by lack of facilities. There is comfort, therefore, in this assurance of Parke, Davis & Co.: "Our tinctures are made from thoroughly tested drugs by expert pharmacists; they are accurately standardized; they are true to label." And there is force in the assertion that it pays the druggist to carry and dispense a line of tinctures that he knows are true and honest. It pays in dollars and cents. It pays in prestige with physicians. It pays in personal satisfaction.

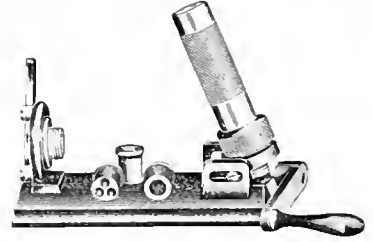
### Concentrated Nitrous Ether

Concentrated Nitrous Ether enables pharmacists to prepare small quantities of Spirit of Nitrous ether, U. S. P., in relatively small quantities with ease at any time. The Mallinckrodt Chemical Works direct that in using their Concentrated Nitrous Ether for this purpose, both the ether and the alcohol

should be as cold as possible, so as to reduce the loss of Nitrous Ether by evaporation to the lowest possible minimum. In transferring the Ether from the Mallinckrodt tubes, after the tips have been broken off, the small end of the tube should be inserted just under the surface of the alcohol, when the warmth produced by holding the tube in the hand will force all of the Ether out into the alcohol. The spirit thus made should be transferred to perfectly clean and dry, tightly stoppered bottles and stored in a cool place.

### The Rapid Fire Suppository Machine

Every well regulated prescription department requires a suppository machine and the "Rapid-Fire" machine made by the Rapid Fire Co. of Woodbury, Conn. fully covers this requirement. This machine was formerly made by the Bent Mfg. Co. and has been on the market for the past ten years. It is used in practically all of the colleges of pharmacy, is economical and easy to operate, with no waste of material. These machines are stocked by all of the best jobbing houses. Be sure and ask for the Rapid-Fire.



### Neve-A-Hone Strop Reduces Shaving Expenses

The one big point which the manufacturers claim for the Neve-A-Hone Razor Strop is that by its use it reduces all shaving expenses to a minimum. In the case of many men this expense amounts to \$10 to \$15 annually. The Neve-A-Hone Strop is claimed to absolutely stop all honing, giving the razor a sharp velvet edge 365 days in the year without any expense whatever. This saving repays the cost of the strop at the end of the first year, and after that it is really a money maker, for the life of the strop is more than five years. Within this time the man using a Neve-A-Hone Strop will have saved from \$5 to \$7.50 on honing alone, while the man using the old-fashioned styles will have paid out a similar amount. The satisfaction in using a really sharp razor is self-evident. The Neve-A-Hone Razor Strop Co. state that their strop is the only one on the market that is sold under a positive guarantee to cure dull razors, or money back, and the fact that they have not been asked to refund on a single strop in the last four years shows the general satisfaction that has been obtained by those who have used this strop. For an illustration of this "cure for dull razors," see the advertising pages of this issue of the ERA.

### The Superior Quality of Lilly Capsules

The doctor who never specified Lilly capsules for his prescriptions was very much surprised when he saw the first prescription his druggist had filled in which the Lilly capsules were used. He examined them closely and found that there were no scraps, no imperfect capsules; that the capsules were uniform in size and highly transparent, the ends did not cave in, and the capsules joined easily and closed securely. After this critical examination, the doctor told the druggist that he never supposed there was such a difference in empty capsules, and that thereafter the druggist should use the Lilly capsules for all of his prescriptions. The druggist was well pleased, of course, for he had found a superior capsule that cost no more than an ordinary make, and he had also pleased a doctor who had sent him a lot of good paying business. If there is anyone who would like to demonstrate the superiority that Eli Lilly & Company claim for their capsules, a sample may be had for the asking.

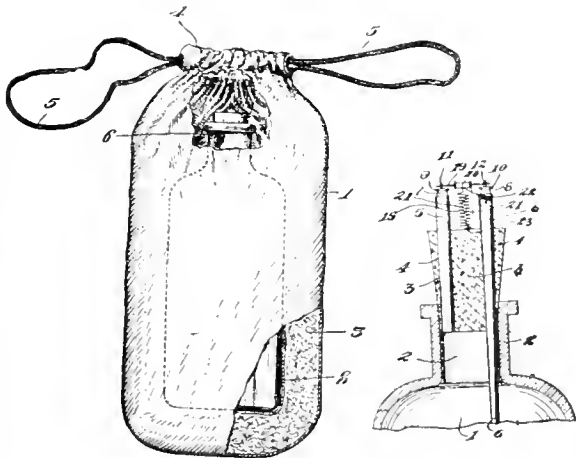
### Attractive Counter Display Sign

The Geo. Wm. Hoffman Co., of Indianapolis, manufacturers of the well known Bar-Keeper's Friend powder metal polish, are now redeeming the signatures from their cartons by giving attractive playing cards. They are also sending free to the drug trade a very attractive counter display sign which advertises their U. S. Metal Polish Paste. This company have for many years enjoyed the sale in each of these two lines, and we are pleased to number them again among our advertisers.

# PATENTS AND TRADE MARKS

## MEDICINE DROPPER

**T**HIS device, the invention of Ralph M. Myers, Muir, Mich., (Patent No. 1,116,833) is a cropping attachment for liquid containers, consisting of two tubular members mounted in a stopper for the mouth of the container, one of the tubular members terminating at the inner end of the stopper, and the other extending downwardly into the main body portion of the container, the tubular members forming means for the dispensing of the liquid from the container. A pivoted lever mounted in the stopper automatically operates the con-



1,116,670.

1,116,833.

tainer stopper, the actuation of the lever being facilitated by a handle, between which and the lever a coil spring is interposed, the spring normally holding the stoppers in the mouth of the tubular members, and operating the tube closures.

### Bottle Protector

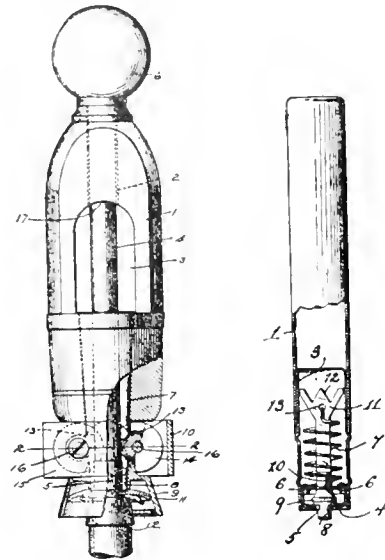
Ella G. Brewer, of this city, has devised the bottle protector shown in the accompanying illustration (Patent No. 1,116,670). The specifications cover the combination with a fragile bottle or the like provided with a stopper, a removable protecting bag therefor, said bag comprising an outer covering, a relatively smaller inner bag of waterproof material attached thereto at a point adjacent its opening, filling material confined between the covering and inner bag, and a draw string adapted to close the mouth of the bag to cause the padded portion of the bag to completely surround the bottle and stopper and, also, engage the stopper and retain it in position, substantially as described.

### Corking Machine

Under the above title Cuthbert Gentle, Dorchester, Mass., assignor to Thomas H. Bowdidge, Boston, Mass., has invented the machine reproduced herewith (Patent No. 1,117,029). It consists of a corking head, having, in combination, a longitudinally moving plunger, and a pair of cork compressing rolls arranged with their axes substantially at right angles to the line of movement of the plunger. There is also in combination a cork delivering tube, the pair of rolls being arranged through openings in the tube, while the plunger in operation drives the cork in past the rolls into the neck of the bottle.

### Powder Container and Dispenser

This device is the invention of Franz A. Fuller, assignor to the J. E. Mergott Co., Newark, N. J. (Patent No. 1,115,062).



1,117,029.

1,115,062.

It consists of a container for powder, comprising a tube closed at one end and provided at its other end with a lid or cover, said lid or cover comprising an open ended tubular extension, an apertured hollow cap provided with oppositely arranged lugs of the hollow cup and the other end to the powder breaker.

## PATENTS

### Granted October 20, 1914

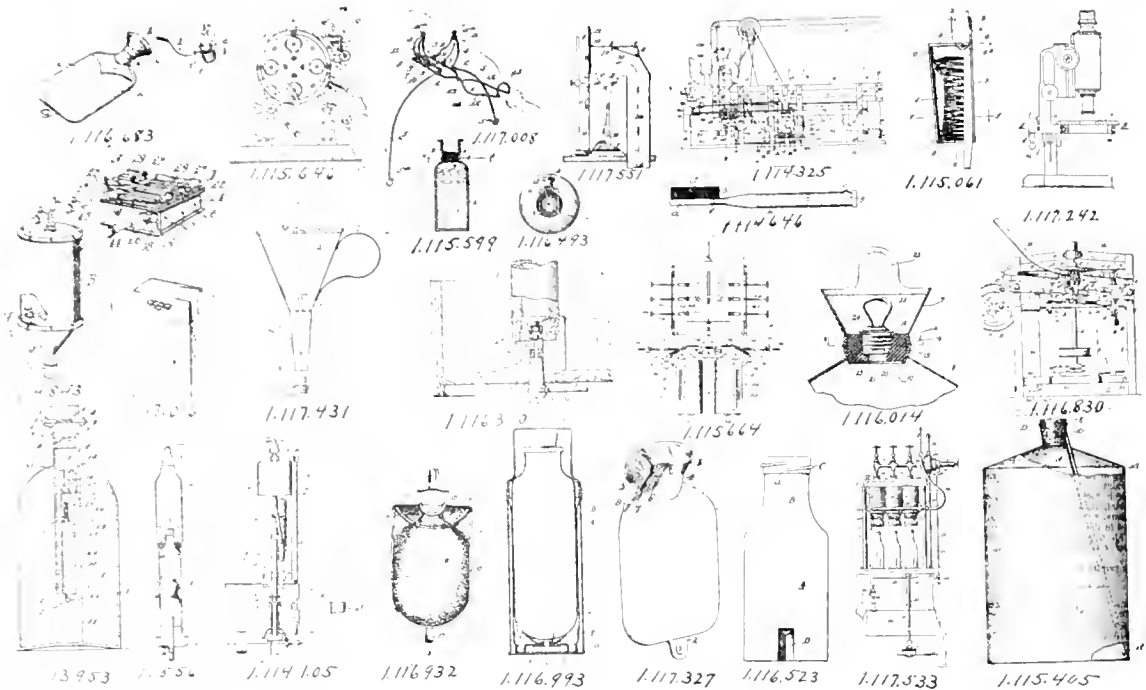
- 1,113,953—Chas. R. Browning, Madrid, Neb. Non-refillable bottle.
- 1,114,006—Hermann Kestner, Mulhausen, Germany. Method of embedding thin printed labels made of gelatin in transparent soap.
- 1,114,017—James J. Morgan, Chicago, Ill. Process of manufacturing alcohol from garbage.
- 1,114,083—George J. Welch, Wanganni, New Zealand. Non-refillable bottle.
- 1,114,105—Lonis H. Brinkman, assignor to General Industries Company, New York, N. Y. Bottle-capping machine.
- 1,114,278—Frank E. Mariner, assignor to The Pensacola Tar & Turpentine Co., Gull Point, Fla. Treating rosin.
- 1,114,325—Benjamin T. Winchester, Windsor Hills, Md., by mesne assignments, to Sharp and Dohme, Baltimore, Md. Capsule machine.
- 1,114,589—Thomas J. Daly, Middletown, Conn. Non-refillable bottle.
- 1,114,646—Lajos Pap, Arad, Austria-Hungary. Tooth brush.

### Granted October 27, 1914

- 1,114,734—Alex. B. Davis, assignor to The Eli Lilly and Company, Indianapolis, Ind. Chlor-methyl-omega-brom-propyl-carbinol and process of producing same.
- 1,114,735—Alex. B. Davis, assignor to The Eli Lilly and Company, Indianapolis, Ind. Ketone and process of producing same.
- 1,114,843—William H. Wright, Duluth, Minn. Ammonia still.
- 1,115,044—Frank S. Washburn, Nashville, Tenn. Process of making ammonium phosphate.
- 1,115,061—John B. Foster, Newark, N. J. Tooth brush holder.
- 1,115,062—Franz A. Fuller, assignor to The J. E. Mergott Co., Newark, N. J. Powder container and dispenser.
- 1,115,224—Calvin D. McAllum, De Kalb, Miss. Syringe.
- 1,115,405—Benjamin W. Davis, Chicago, Ill. Receptacle for liquids.
- 1,115,444—George E. Le Clair, Flint, Mich. Attachment for bottles or jars.

### Granted November 3, 1914

- 1,115,561—Frederick O. Northey, New Orleans, La., assignor to Parke, Davis & Co., Detroit, Mich. Syringe.
- 1,115,507—George H. Sherman and Arthur G. Sherman, Detroit, Mich. Vaccine container.
- 1,115,608—Gustav Spiess and Adolf Feldt, Frankfort-on-the-Main, Germany, assignors to Farbwerke vorm. Meister Lucius & Brunning, Höchst-on-the-Main, Germany. Double salts of gold hydrocyanic acids and process of making same.



- 1,115,609—Gustav Spiess and Adolf Feldt, Frankfurt-on-the-Main, Germany, assignors to Farbwerke vorm. Meister Lucius & Bruning, Höchst-on-the-Main, Germany. Dicanthardylchloride-diaminononaurocyanid and process of making same.  
 1,115,613—Gustav Spiess and Adolf Feldt, Frankfurt-on-the-Main, Germany, assignors to Farbwerke vorm. Meister Lucius & Bruning, Höchst-on-the-Main, Germany. Salts of the aurothiosulfuric acid and process of making same.  
 1,115,646—Hermann Wronker, Frankfurt-on-the-Main, Germany. Machine for printing labels.  
 1,115,694—Henry C. Greene, Medford, Mass., assignor to Boston Bottle Wiring & Labeling Co., Boston, Mass. Label affixing machine.  
 1,115,976—Leonard Rose, New Orleans, La. Non-refillable bottle.  
 1,116,014—Marcellus B. Clarke, Akron, Ohio. Hot water bottle.  
 1,116,308—Bernard MacDonald, South Pasadena, Cal. Acid proof air nozzle and valve.

#### Granted November 10, 1914

- 1,116,398—Paul Ehrlich and Alfred Berthelm, assignors to Farbwerke vorm. Meister Lucius & Bruning, Höchst-on-the-Main, Germany. Dihydrochlorid of diaminodioxarsenobenzene.  
 1,116,493—Gustav K. Schimmel, Detroit, Mich. Hypodermic syringe holding attachment for bottles.  
 1,116,523—Albert Westlake, New York, N. Y. Bottle.  
 1,116,670—Ella G. Brewer, New York, N. Y. Bottle protector.  
 1,116,676, 1,116,677—Henry B. Cooley and William S. Bacon, New Britain, Conn., assignors to The American Paper Goods Co., Montclair, N. J. Drinking cup.  
 1,116,683—Anton C. Eggers, New York, N. Y., assignor to Good-year's India Rubber Glove Mfg. Co., Naugatuck, Conn. Hot water bottle.  
 1,116,837—Ira T. McCready, Oak Park, Ill. Cork tapering machine.  
 1,116,833—Ralph M. Myers, Muir, Mich. Medicine dropper.  
 1,116,879—Jean M. Garain, Convent Station, N. J. Suspensory bandage.  
 1,116,880—Aristide W. Giampietro, Tampa, Fla. Machine for extracting essential oils and removing peeling from citrus fruits, etc.  
 1,116,881—Aristide W. Giampietro, Tampa, Fla. Flexible knife for the extraction of essential oils and removal of peeling from any spherical fruit.  
 1,116,932—John J. Schwartz and Lou R. Strauss, New York, N. Y. Jacket for hot bottles.  
 1,116,972—Harry Becker, Hull, Mass. Non-refillable bottle.  
 1,116,983—Leon W. Brown, New York, N. Y. Bottle cap.  
 1,116,990—Peter Bushman, Algiers, La. Non-refillable bottle.  
 1,116,993—Frederick E. Carlson, assignor to Landers, Frary & Clark, New Britain, Conn. Support and spacer for vacuum bottles.  
 1,117,008—Moses H. Drennan, St. Louis, Mo. Holder for nursing bottles.  
 1,117,016—Arthur Falk, assignor to Falk Tobacco Company, New York, N. Y. Dispensing package.  
 1,117,029—Cuthbert Gentle, Dorchester, Mass., assignor to Thomas H. Bowdidge, Boston, Mass. Corking machine.

#### Granted November 17, 1914

- 1,117,242—Ferdinand Putz, Cassel, Germany. Microscope.  
 1,117,327—Marcellus B. Clark, Akron, Ohio. Water bottle.  
 1,117,352—Paul Ehrlich and Paul Karrer, assignors to Farbwerke vorm. Meister Lucius & Bruning, Höchst-on-the-Main, Germany. Alkali metal salts of 3,3-diamino-4,4-dioxarsenoben-

- zene combined with copper and process of making same.  
 1,117,358—Edwin Euston, assignor to Euston Lead Co., St. Louis, Mo. Process of making basic carbonates of lead.  
 1,117,371—Otis G. Graham and Adam Kilian, Portland, Ore. Means for sealing bottles.  
 1,117,431—Ira P. Olds, Santa Rosa, Fla. Funnel.  
 1,117,533—Samuel W. Taylor, assignor to The Crown Cork and Seal Co., Baltimore, Md. Apparatus for applying closures to bottles.  
 1,117,551—Silas E. Coleman, Oakland, Cal. Fume hood for chemical laboratories.  
 1,117,585—Ludwig Marschall, New York, N. Y. Flying machine.  
 1,117,764—Floyd J. Bell, assignor of one-half to E. J. Prenatt, Meadville, Pa. Cork remover.  
 1,117,792—Benjamin F. Colby, Boston, Mass. Bottle seal.  
 1,117,850—Jeremiah D. Hull, Richmond Hill, N. Y. Non-refillable bottle.

#### TRADE MARKS

#### Published October 20, 1914

- 49,634—Carl Haciner, Washington, Pa. Remedy for chronic, specific, and gonorrheal rheumatism, etc.  
 70,852—Christopher C. Scif, Barham, La. Remedy for venereal diseases.  
 70,027—Robert Crandall, Middletown, N. Y. Ointment for inflammation of udders, caked udders, and spider-teat of cows.  
 72,055—C. C. Truax & Co., assignor to Grocers Co., Toledo, Ohio. Porous plasters.  
 72,679—South Texas Drug Co., San Antonio, Texas. Hair oil, arnica salve, etc.  
 73,727—Atkieselskabet Cals Nutranol-Fabrik, Copenhagen, Denmark. Medicinal tonics and flesh builders.  
 75,392—Achille Sclavo, Siena, Italy. A blood depurating tonic.  
 76,212—M. L. Mooney, Shamrock, Texas. Liniments.  
 76,429—Danish Butter Colour Co., Blauenfeldt & Tvede, Copenhagen, Denmark. Butter coloring materials, arnotto liquids, and cheese rennets.  
 77,943—John H. Wood Co., Philadelphia, Pa. Sage quinine hair tonic, perfume, etc.  
 78,055—David W. Baldwin, Seattle, Wash. Laxative remedies.  
 78,239—Ford Medicine Co., Dotham, Ala. Liver pills, croup and pneumonia salve, etc.  
 78,470—Basil D'Emo, Chicago, Ill. Laxatives.  
 78,840—The C. B. Woodworth Sons Co., Rochester, N. Y. A tooth powder and tooth wash and tooth paste.  
 78,912—J. Milton Wade, Oklahoma, Okla. Tobacco cure.  
 79,458—Mary P. Hynson, New York, N. Y. Salve for the prevention of skin irritation.  
 80,085—Edward E. Burns, Madison, Neb. Concentrated cough syrup.  
 80,110—Dombalagian & Nouskhajian, Lynn, Mass. Rheumatism remedy.  
 80,311—Horace Wilcox, Wakefield, R. I. Shaving cream and toilet soap.  
 80,408—Saenger Bros., Shreveport, La. Remedy for the liver and kidneys.  
 80,528—Diamond Chemical Co., Brooklyn, N. Y. An emulsifier.  
 80,640—The Curittie Company, Inc., West Hoboken, N. J. A salve for medicinal purposes.



# THE DRUG MARKETS

**PRICES OF MANY DRUGS TEND DOWNWARD**

Arrival of new Supplies and light Demand is the Reason—Carbolic Acid Higher

See pages 27 to 41 for Prices Current

**CHANGES SINCE LAST REPORT**

D—Acacia, Sorts	lb.	.22	—	.24
Sorts, Sifted	lb.	.37	—	.45
A—Acid, Carbolic, crystal, bulk	lb.	.52	—	.58
1-lb. bottles	lb.	.56	—	.60
D—Acid, Citric, crystal, kegs	lb.	.66½	—	.67½
Less	lb.	.75	—	.80
D—Acid, Oxalic	lb.	.18	—	.25
Powdered	lb.	.23	—	.28
A—Acid, Phosphoric, U. S. P.	lb.	.35	—	.40
Syrupy, 85 per cent.	lb.	.35	—	.40
D—Acid, Salicylic, 1-lb. cartons	lb.	.90	—	1.05
Bulk	lb.	.85	—	1.00
From Gaultheria, 1-oz. v. ea.	lb.	.25	—	.30
D—Acid, Tartaric, crystal	lb.	.55	—	.60
Powdered	lb.	.60	—	.65
D—Aconite Root, German	lb.	.30	—	.34
Powdered	lb.	.36	—	.40
D—Alcohol, Cologne Sp't, 95%, U. S. P., bbls.	gal.		—	2.65
Less	gal.	2.78	—	2.90
Com'l, 95%, U. S. P., bbls.	gal.		—	2.63
Less	gal.	2.75	—	2.85
D—Alkanet Root	lb.	.20	—	.24
D—Aloes, Socotrine, True	lb.	.30	—	.36
D—Althea Root	lb.	.45	—	.50
D—Asafetida, Powdered	lb.	.80	—	.90
D—Balsam Tolu	lb.	.65	—	.70
D—Bay Rum, Porto Rican, bbls.	gal.	1.60	—	1.65
Less	gal.	1.85	—	2.00
D—Belladonna, German	lb.	2.00	—	2.25
D—Benzoin, Sumatra	lb.	.50	—	.60
Powdered	lb.	.60	—	.70
D—Buchu Leaves, Long	lb.	1.65	—	1.75
Powdered	lb.	1.75	—	1.85
Short	lb.	1.85	—	1.95
Powdered	lb.	1.95	—	2.05
C—Caffeine, Citrated	lb.	5.75	—	6.50
D—Camphor, Refined, bbls.	lb.	.65	—	.70
¼-lb.-squares	lb.	.68	—	.73
Powdered	lb.	.75	—	.85
Japanese	lb.	.55	—	.60
D—Canary Seed, Smyrna	lb.	.11	—	.13
D—Cannabis Indica Herb	lb.	1.80	—	1.95
D—Cantharides, Russian, Sifted	lb.	6.00	—	6.75
Powdered	lb.	6.75	—	7.00
D—Caraway	lb.	.12	—	.15
Powdered	lb.	.16	—	.18
D—Carbon Disulphide	lb.	.16	—	.20
D—Cardamom Seed, Bleached	lb.	1.65	—	1.90
D—Celery Seed	lb.	.25	—	.28
A—Chamomile Flowers, Hungarian	lb.	.47	—	.52
Roman or Belgian	lb.	.47	—	.52
A—Cochineal, Honduras	lb.	.70	—	.85
Powdered	lb.	.80	—	.95
D—Codeine	oz.	7.00	—	7.50
Phosphate	oz.	6.50	—	7.00
Sulphate	oz.	6.75	—	7.25
D—Copaiba, South American	lb.	.55	—	.65
Para	lb.	.55	—	.65
D—Coumarin	oz.	.30	—	.40
D—Cream Tartar, Powdered	lb.	.40	—	.45
D—Creosote, Beechwood	lb.	1.00	—	1.25
D—Dandelion Root	lb.	.38	—	.42
Cut	lb.	.40	—	.44
D—Dog Grass, Cut	lb.	.30	—	.33
D—Dragon's Blood, Powdered	lb.	.40	—	.65
Reeds	lb.	.90	—	1.00

D—Ergot, Russian	lb.	1.40	—	1.50
Powdered	lb.	1.60	—	1.65
D—Fennel Seed	lb.	.22	—	.32
D—Galbanum, Strained	lb.	1.15	—	1.25
D—Gamboge, Powdered	lb.	1.10	—	1.20
Select Pipe	lb.	.85	—	.95
D—Gentian Root	lb.	.21	—	.24
Powdered	lb.	.26	—	.29
D—Glycerin	lb.	.25	—	.32
D—Grains of Paradise	lb.	.35	—	.40
Powdered	lb.	.40	—	.45
D—Guaiacol Salicylate (Guaiacol Salol)	oz.		—	1.60
D—Guarana (Paullinia)	lb.	1.75	—	1.90
Powdered	lb.	2.00	—	2.15
D—Hemp Seed	lb.	.07	—	.10
A—Insect Powder	lb.	.46	—	.52
Pure Uncol'd Dalmatian	lb.	.65	—	.75
A—Ipecac Root, Carthagen	lb.	2.10	—	2.20
Powdered	lb.	2.25	—	2.35
D—Lobelia Seed, Clean	lb.	.30	—	.35
Powdered	lb.	.35	—	.40
D—Lycopodium	lb.	.80	—	.85
D—Mace, Whole	lb.	.70	—	.75
Powdered	lb.	.78	—	.83
D—Magnesium Sulphate (Sal Epsom)	lb.	.03½	—	.05
D—Manna Flake, Large	lb.	.95	—	1.00
D—Menthol, Crystal	lb.	2.90	—	3.00
D—Morphine, Acetate, ¼ oz. vials	oz.	5.85	—	6.05
Alkaloid, pure, ¼ oz. vials	oz.	6.75	—	7.00
Hydrobromide, ½ oz. vials	oz.	6.25	—	6.50
Hydrochloride, ¼ oz. vials	oz.	5.70	—	5.90
Sulphate, 1 oz. vials	oz.	5.45	—	5.60
¼ oz. vials	oz.	5.70	—	5.90
D—Myrrh (Gum Resin)	lb.	.28	—	.40
A—Nutmegs	lb.	.25	—	.29
Extra Large, 80 to lb.	lb.	.28	—	.32
A—Nux Vomica	lb.	.14	—	.16
Powdered	lb.	.24	—	.28
D—Oil Aniseed, Star	lb.	2.00	—	2.25
D—Oil Bergamot	lb.	4.90	—	5.15
D—Oil Citronella	lb.	.80	—	1.85
D—Oil Cloves	lb.	1.30	—	1.45
D—Oil Eucalyptus	lb.	.70	—	1.30
A—Oil Gaultheria Leaf	lb.	4.65	—	4.96
D—Oil Lavender Flowers	lb.	4.00	—	4.25
D—Oil Lemon	lb.	1.65	—	1.75
D—Oil Linseed, Boiled	gal.	.56	—	.60
Raw	gal.	.54	—	.58
D—Oil Mustard, Artificial	lb.	2.75	—	3.00
Essential	oz.	.50	—	.65
A—Oil, Neatsfoot	gal.	.75	—	1.15
D—Oil Orange, Bitter	lb.	3.25	—	3.50
Sweet	lb.	2.00	—	2.15
D—Oil Pennyroyal	lb.	1.85	—	1.95
D—Oil Peppermint, New York	lb.	1.85	—	1.95
Hotchkiss	lb.	2.75	—	3.00
Western	lb.	1.85	—	1.95
D—Oil Rose, Kissanlik	oz.	12.50	—	13.00
D—Oil Spearmint	lb.	1.90	—	2.15
A—Oil Sassafras	lb.	.85	—	.95
D—Oil Wintergreen	lb.	4.65	—	4.90
Synthetic	lb.	.80	—	.90
D—Opium, Natural	lb.	9.75	—	10.25
Granulated	lb.	12.50	—	13.50
U. S. P. Powdered	lb.	12.40	—	13.50
A—Pepper, Black, Clean Sifted	lb.	.18	—	.22
A—Pink Root, True	lb.	.80	—	.85
D—Podophyllin (resin)	lb.	4.00	—	4.50
D—Poppy Seed, Blue (Maw)	lb.	.15	—	.18
D—Potassium Bitartrate, Ref. (Cream Tar.)	lb.	.40	—	.45
D—Potassium Chlorate	lb.	.22	—	.26
Powdered	lb.	.24	—	.28
Purified	lb.	.26	—	.30
D—Potassium Citrate	lb.	.70	—	.80

D—Potassium Permanganate	.....lb.	.35	—	.38
Pure, Powdered	.....lb.	.43	—	.48
A—Quinine Sulphate, 100 oz. tins	.....oz.	.29	—	.30
5-oz. tins	.....oz.	.31	—	.34
1-oz. vials	.....oz.	.34	—	.37
A—Saffron, American (Safflower)	.....lb.	.55	—	.60
D—Saffron, Spanish, True Valencia	.....lb.	14.50	—	15.50
D—Saffrol	.....lb.	.40	—	.45
D—Salicin	.....lb.	5.25	—	5.50
A—Salol	.....lb.	1.35	—	1.45
D—Sandarac, Gum, Clean	.....lb.	.32	—	.36
D—Santonine	.....oz.	2.85	—	3.00
D—Senega Root	.....lb.	.65	—	.70
Powdered	.....lb.	.73	—	.81
A—Senna Leaves, Alexandria	.....lb.	.65	—	.70
D—Silver Nitrate	.....oz.	.44	—	.48
Fused, Cones	.....oz.	.45	—	.49
Stick (Lunar Caustic)	.....oz.	.48	—	.51
D—Soap Tree Bark, Whole	.....lb.	.20	—	.23
Cut	.....lb.	.20	—	.25
D—Sodium Benzoate	.....lb.	.90	—	1.00
D—Sodium Salicylate	.....lb.	1.00	—	1.10
From Oil Wintergreen	.....oz.	.25	—	.32
D—Spruce Gum	.....lb.	1.00	—	1.10
Extra	.....lb.	1.50	—	1.65
D—Squill Root, White	.....lb.	.13	—	.16
A—Storax, Liquid	.....lb.	.45	—	.55
D—Stramonium Leaves	.....lb.	.28	—	.35
Powdered	.....lb.	.35	—	.40
D—Tamarinds	.....kegs.	2.80	—	3.00
A—Tartar Emetic	.....lb.	.46	—	.56
D—Thymol	.....lb.	6.50	—	7.50
D—Tragacanth, Aleppo, Extra	.....lb.	2.30	—	2.40
No. 1	.....lb.	2.00	—	2.25
D—Turpentine, Venice	.....lb.	.38	—	.43
D—Vanillin	.....oz.	.45	—	.55
D—Wax, Bay	.....lb.	.30	—	.35

NOTE—A, advanced; D, declined; C, correction; N, new.

**N**EW YORK, Nov. 23.—The most noticeable characteristic of the above changes in prices for the period under review is the large number of declines, many articles being very much lower than the lowest quotations reported a month ago. The advances are accentuated by the smallness of the number reported, the more important being carbolic acid, phosphoric acid, both U. S. P. and syrupy; chamomile flowers, cochineal, ipecac root (Carthagena), insect powder, nutmegs, oil of gaultheria leaf, black pepper, salol, liquid storax and tartar emetic. As is customary near the close of the year, buyers have been restricting their purchases to current requirements, and this fact together with the desire on the part of a considerable number of holders to realize on their stocks, has not been without influence on prices. Importations have been rather light in some quarters, but the export situation has shown some improvement, particularly in the line of heavy chemicals, acids, alkalies, etc.

**OPIMUM**—Quotations are lower than they were a month ago, jobbers asking \$9.75@10.25 per pound for natural, \$12.50@13.50 for granulated, and \$12.40@13.50 for U. S. P. powdered. The supply on hand is fairly large, but it is believed that further advances will develop, as the cessation of shipments from Turkey and all its possessions renders it impossible to duplicate existing supplies. According to Government statistics, the importations for the nine months ending September 30, 1914, were 271,926 pounds, valued at \$1,210,274, as against 532,575 pounds, valued at \$2,315,978 for the corresponding period last year.

**MORPHINE**—Following manufacturers' quotations, jobbers have marked down prices for this alkaloid and all of its salts, as follows: Alkaloid, 1/8 oz. vials, \$6.75@8.7 per ounce; acetate, 1/8 oz. vials, \$5.85@6.95 per ounce; hydrobromide, 1/8 oz. vials, \$6.25@8.50 per ounce; hydrochloride, 1/8 oz. vials, \$5.70@8.90 per ounce; sulphate, 1-oz. vials, \$5.45@5.60 per ounce; in 1/8 oz. vials, \$5.70@5.90 per ounce. There is some demand for export.

**CODEINE**—Domestic manufacturers have also lowered their quotations on this alkaloid and its salts, the present jobbing prices being \$7@7.50 per ounce for the alkaloid, \$6.50@7 for phosphate, and \$6.75@7.25 for sulphate.

**QUININE**—While outside lots of foreign sulphate are being offered at the basic figure of 26 cents in 100-oz. tins, jobbers are quoting from this figure up to 30 cents, with the usual

advances for smaller packages. Reports are persistent that there is a heavy foreign demand and that eventually this will cause an advance in prices. Shipments of Java cinchona bark will be made direct to the United States following several recent sales where the bark was bought for delivery here instead of being sent to Amsterdam as in former years. Advances from Holland state that 50,000 ounces of quinine salts which were to be offered at the auction two weeks ago were withdrawn when no bids in excess of 22½ florins a kilo could be obtained. No changes are reported in the quotations for other quinine salts.

**MENHOL**—Replenished stocks have caused local holders to reduce prices, crystals being obtainable at \$2.90@3 per pound. Reports from London indicate an improved demand there and higher prices are looked for.

**TARTARIC ACID**—Conditions are easier following the arrival of additional supplies, jobbers now quoting 55@60c per pound; powdered, 60@65c per pound.

**CREAM TARTAR**—In sympathy with tartaric acid, powdered cream tartar has been marked down to 40@45c per pound.

**CREOSOTE**—Following a revision of schedules by manufacturers, jobbers have marked down prices for beechwood grades of U. S. P. standard and now quote \$1@1.25 per pound.

**COPAIBA**—Supplies of all varieties have recently arrived in this market and prices are lower, both South American and Para being obtainable at 55@65c per pound.

**OIL LEMON**—The market in Sicily holds firm, according to latest advices, but with constantly arriving shipments the price situation here has marked a decline, and jobbers ask \$1.65@1.75 per pound.

**OIL ORANGE**—The market appears to be overstocked and prices are lower, bitter being quoted at \$3.25@3.50 per pound and sweet at \$2@2.15 per pound. Predictions are made that from now until early Spring the demand will be small for all Messina essences, and owing to abundant supplies prices may go still lower.

**OIL MUSTARD**—Both the artificial and essential grades are lower, the former being obtainable at \$2.75@3 per pound, and the latter at 50@65c per ounce.

**OIL SASSAPARAS**—In the face of a more pronounced demand this oil has advanced to 85@95c per pound.

**OIL ANISEED**—Has declined to \$2@2.25 per pound. The reason for this seems to be in the fact that large amounts of money are tied up in holdings, and that foreigners are only willing to do business on a spot cash basis.

**OIL PEPPERMINT**—Arrivals of new crop goods have largely increased supplies in this market and all grades are lower, the following quotations representing the range of prices: New York, \$1.85@1.95; Hotchkiss, \$2.75@3; Western, \$1.80@1.95. Exports to Europe have declined considerably during the last two months.

**OIL CLOVES**—Following a recent decline in the spice, this oil has been reduced to \$1.30@1.45 per pound.

**SALICIN**—Has further declined, and is now obtainable in jobbing quantities at \$5.25@5.50 per pound.

**SANTONINE**—Is also lower and now quoted at \$2.85@3 per ounce.

**SILVER NITRATE**—Following a reduction in the cost of bar silver this salt in crystals has been marked down to 44@48c per ounce; fused cones, 45@49c; stick (lunar caustic), 48@51c.

**CAFFEINE**—Keen competition has induced manufacturers to revise their prices on citrated, which jobbers now quote at \$5.75@6.50 per pound.

**COUMARIN**—More liberal supplies and lack of demand have caused a lowering of quotations to 30@40c per ounce.

**ERGOT**—Recent accumulations of stocks and light orders is given as the reason for lower prices for Russian, which is now quoted at \$1.40@1.50 per pound for whole, and powdered at \$1.60@1.75.

**GUARANA**—The arrival of large supplies in this market which in former years were sent to Germany has caused a notable decline in prices, and good quality gum is now obtainable at \$1.75@1.90 per pound for whole, and \$2@2.15 for powdered.

**THYMOL**—Stocks are in good supply and quotations have been lowered to \$6.50@7.50 per pound.

**VANILLIN**—Increased supplies are in evidence and revised quotations show a decline to 45@55c ounce.

**IPECAC**—Despite recent arrivals of Carthagena quotations show an advance in jobbers' prices, \$2.10@2.20 being asked for whole, and \$2.25@2.35 for powdered. Rio is unchanged in price, but is firmly maintained at last month's quotations.

**ALOES**—Socotrine is lower at 30@36c per pound. Cape is unchanged. During the eight months ended August last exports of aloes from the Union of South Africa totalled 638,772 pounds valued at £7,947, compared with exports of 393,470 valued at £4,533 during the corresponding period in 1913.

**CAMPHOR**—Large arrivals are reported and the demand light, with a reduction in quotations to 65@70c per pound in barrels for refined; 68@73c per pound for 1/4-lb. squares, 75@85c for powdered, and 55@60c for Japanese.

**CANTHARIDES**—Sifted Russian is in good supply and lower at \$6@86.75 per pound; powdered, \$6.75@87.

**MAGNESIUM SULPHATE**—Competition among manufacturers and lack of demand has caused an easement in prices, and jobbers now quote 3 1/2@5c per pound.

**LYCOPODIUM**—Increased offerings and a lack of demand are responsible for the decline in quotations, 80@85c per pound being asked.

### WEEKLY IMPORT REPORTS

*Weekly Drug Markets* is making a feature of reporting in detail the imports of drugs, chemicals, perfumeries, etc., at the port of New York. These arrivals are of interest not only to manufacturers and jobbers, but to pharmacists and physicians as well. The reports include Monday's manifests of each week and furnish an excellent line on market supplies.

### NEW HOME FOR SHARP AND DOHME

**Structure Embodies New Architectural Ideas and is One of the Finest Business Buildings in Baltimore**

Baltimore, Nov. 16.—Sharp & Dohme, manufacturing chemists at Howard and Pratt streets, have moved into their new addition, on Pratt street, which has been erected at large cost. The six story and basement edifice has a front of rough faced brownish-gray brick, with antique green trimmings, a recessed facade, and ornamental balcony running along the sixth floor, with wide cornice and other attractive architectural features. The style may be called a modified Italian. The building covers a space 70 by 70 feet, and will give the company about 35,000 square feet of additional floor space, counting the basement, which is roomy and well lighted. There has also been erected in the court an engine house, large enough for a new engine and electric generator of about twice the capacity of the one at present in use, and other machinery, which will give ample power and other facilities.

The first floor will be taken up with the city order and delivery and stock room departments. The second floor also will be used as a stock room. On the third floor will be the pill department. On the south half of the fourth floor will be the tablet finishing machinery and other appliances, while the north side will be taken up with hypodermics and other high priced drugs.

On the fifth floor will be the offices, with private rooms for the officers, a board meeting room, a reception room for visitors and other conveniences. The cashier and assistants, together with the bookkeepers, will also be on this floor, the ceiling of which is packed with mineral wool, so as to deaden sound and keep down dust. On the sixth floor are to be the gelatine machines. There are steel vaults on every floor, and the plant is equipped with automatic fire apparatus and safety devices.

The new machinery to be installed is of the most advanced type and so constructed as to eliminate superfluous handling. Complete provision is also to be found for the comfort of the employees, who will have rest and lunch rooms, lockers and other conveniences. The architects, Ellicott & Emmart, in drawing the plans, have endeavored to embody in the new structure the latest architectural ideas, but also to meet the special requirements of the company. This they have done and the structure is an ornament to the neighborhood, and one of the most attractive business buildings in the city.

### Brooklyn Druggists Addressed by Dr. Jacob Diner

Dr. Jacob Diner, pro-Dean of Fordham University School of Pharmacy, recently addressed a meeting of pharmacists held at the Brooklyn College of Pharmacy. A point developed by Dr. Diner in the course of his remarks was that the physicians were largely responsible for the introduction of proprietary medicines.

### PHOTOGRAPHIC BUSINESS UNAFFECTED BY WAR

**Picture Making Days Are Not Over — Interesting Interview with Fred K. Townsend of the Seneca Camera Co.**

“THE photographic business of America is proceeding on the even tenor of its way, unaffected by the great war. Retail dealers can take heart and be reassured, while professional and amateur photographers should know as well, that picture-making days are not over.” So Fred K. Townsend, treasurer and general manager of the Seneca Camera Mfg. Co., expressed himself to a representative of the ERA who considered himself fortunate in being able to visit the complete and modern plant of the company in Rochester a short time ago. The Seneca Camera Mfg. Co., as almost every one interested in photography knows, stands next to the Kodak Company in size, and successfully competes with the latter in the excellence of its goods.

“I realize, of course,” continued Mr. Townsend, “that this announcement will come as a great shock to our ‘war correspondents’ here at home. These imaginative gentlemen have been doing their level best to have the photographic trade tied up from the Atlantic to the Pacific, but they have failed utterly, and you can say for me that my announcement is official.”

“Why, I have read in the daily papers that there would never be any more glass plates for use in this country, because there was no flat glass made in this country, for the only flat glass manufactured was that made at Liege, Belgium, and there would never be any more. And for photographic paper! the Germans had ceased to make it, the mills were all shut down, the people who knew the secret process were all dead, and the art was a lost one. And the simplest chemicals used in photography, the small supply in existence, had risen to prices in the radium class. The same conditions were ascribed to lenses, because the glass came from Jena. And there was to be no leather for covering cameras, because Russia was shut off! Well, you can see for yourself that our business is running full tilt, and we are not back-ordering anything.”

Mr. Townsend convinced the ERA representative that the camera industry would not suffer through an impossibility to secure raw material, a fact which druggists and dealers of the country should realize. And he also added, “the interest in amateur photography was never so great, nor the opportunity to start a retail camera shop ever so good.”

### Major's Cement in New 10-cent Size

The Major Mfg. Co., of this city, are sending a letter to druggists calling attention to their new 10-cent size of Major's Cement, a 1/4-dozen of which they will send free to druggists who do not carry it in stock and who will make a request for the same on the postal sent to dealers by the company. This new size is being extensively advertised, and is a good seller, and druggists should have some in stock to supply the demands they are sure to have for it. Like the wellknown 15c size of Major's Cement, the 10c size is put up in neat and attractive display boxes, and when placed on the show case the cement sells itself. Write to the company for particulars.

### J. Hungerford Smith Co. Reduce Prices

The J. Hungerford Smith Co., of Rochester, N. Y., announce that on account of the reduction in the price of sugar, they have reduced prices in their list to the prices which prevailed previous to the advances made in August. The only exceptions to this reduction are the prices of their Walnut Sundae, which remains at \$24 per dozen, and Fruit Acid, which remains at \$4.50 per gallon.

### Ohio Board Suspends Licenses for Year

The Ohio State Board of Pharmacy at Columbus, on November 7 announced the suspension for a year of Robert Biegman, of Cincinnati, who was charged with being addicted to the use of intoxicating liquors, and of C. Edwin Snyder, of Zanesville, for a similar period, the board declaring that he had admitted forging a certificate as a registered pharmacist when he was in reality only an assistant pharmacist. It is stated that both men will get their licenses back at the end of the suspension period if their conduct in the interim is satisfactory.

# THE ERA COURSE IN PHARMACY

Information for Era Course Students

The Era Course in Pharmacy is a systematic home-study course, designed to give a theoretical and working knowledge of Pharmacy, and intended especially for young men and women who cannot attend a college. It is divided into ten Parts and 58 Lectures, it can be completed in a year or less, depending on the experience of the student; its cost is merely nominal. A complete Prospectus can be had by addressing:

DIRECTOR ERA COURSE IN PHARMACY,  
D. O. HAYNES & CO.,  
NO. 3 PARK PLACE, NEW YORK

## CLIMBING THE LADDER IN OHIO

How an Ambitious Young Lady is Laying the Foundations for a Pharmaceutical Career

THIS young lady, at 21, is about to initiate to LEA... (text continues) ... Her own words, "I started in business with the Columbus Drug Co. as a sales... with instructions that I should learn to sell all the side lines, such as cigars, perfumes and toilet articles. Having a liking for the business, I put out my... with considerable vigor. Later I concluded that I would like to learn to run my business and become a pharmacist. But as I was unable to attend the course of pharmacy, I concluded to take up your Course, with what results you are already known."



MISS HELEN M. DAVIS

"I started in business with the Columbus Drug Co. as a sales... with instructions that I should learn to sell all the side lines, such as cigars, perfumes and toilet articles. Having a liking for the business, I put out my... with considerable vigor. Later I concluded that I would like to learn to run my business and become a pharmacist. But as I was unable to attend the course of pharmacy, I concluded to take up your Course, with what results you are already known."

"This was my mind of the drug business, and was permitted to make up formulas and preparations under the direction of the proprietor."

Your Course has been very beneficial to me. The instructions said that I was led to look up and study a great many things that I could have overlooked from an instructor, and I feel that your Lectures have been of an undoubted benefit to me. I will cheerfully recommend your Course to anyone having the desire to learn the drug business."

## When Preparing for College

Mr. Roy C. Grant of Warsaw, Ill., is no more fortunate than the majority of young men employed in drug stores, as he intends to spend two years at a college of pharmacy. But as the first step in his order to obtain a first ground work for his later studies, he enrolled as an ERA Course student, and finished to mark with great credit to himself. His opinion of the Course is contained in a letter recently received from him:

"I am eighteen years of age, and will graduate from the Evansville High School next spring. I have had twenty months' experience in the drug business at Pearce's Pharmacy, under Mr. Edward Pearce. I expect to enter a college of pharmacy at the next fall session, and take a two-year course. I will then take up pharmacy as my future vocation."

"After taking the ERA Course in Pharmacy, I find that it is well worth the time and money in fact to such an extent that I would not take twice the price for what I have learned. Pharmacy is not learned in a single day, but by gradual steps. The ERA Course is the first step in the preparation of a good pharmacist."

## Passed Two Boards

Your Course was a great help to me in passing both the Illinois and Indiana State Boards for full registration.—HARRY S. SPONGBERG, Rockford, Ill.

In regard to the ERA Course in Pharmacy, the fact that

Lectures about Kentucky Board examination speaks for itself. I would advise any person expecting to take the State Board examination to enroll as a student, in addition to attending college if possible. However, I did not go to college, but I studied at home and used your Lectures"—CHAS. F. BARTHOLOMEW, Ft. Thomas, Ky.

## Graduates to November 20, 1914

Matriculation No.	Name	Graduating Average
574	Joseph A. Morris, Fall River, Mass.	94
575	Miss Helen M. Davis, Akron, Ohio	96
583	Chris F. Bartholomew, Ft. Thomas, Ky.	93

## Advertises a Square Deal Policy

The Columbus Drug Co., of Hamilton, O., has been using this policy to good effect, not so much in advertising its goods as in placing its square-deal policy before the public. A recent advertisement on this subject ran as follows: "We know that we cannot continue to increase our business unless we give the people a square deal. It makes no difference whether you buy a sponge or a cigar, a box of our fine chocolates or a stick of our toothache wax, a man's comb or a brush for baby's slicked locks, a glass of our delicious soda-water or a hot-water bottle we want you to be satisfied, so that you will come again. We take a personal interest in this business and in the patronage of our customers. Let this be an urgent request that if at any time you feel that the article that you bought has not given the full value expected, you will give us the pleasure of personally adjusting your complaint. More we cannot do, and we would not do less."

## Wisconsin Insurance Amendment Defeated

Wisconsin druggists who listened to the appeal sent out some time ago by the American Druggists' Fire Insurance Co., of Cincinnati did their share in bringing about the decisive defeat of the proposed ten amendments to the constitution. The two amendments which aimed to establish a system of state insurance and the two which the druggists were asked to vote against, were simply snowed under by adverse votes, the vote against ranging from four to one to ten to one. The proposed amendments were so broad in their construction that they might have allowed the state to engage in any line of business, the drug business included.

## Manufacturers Make Exhibit for Dentists

Boston, Nov. 15.—The recent exhibit in connection with the 20th annual meeting of the Northeastern Dental Association at the Copley Plaza, resembled in some respects a drug exposition. The large ball room was used for the exhibition, and among the exhibitors were the Charles H. Phillips Chemical Co., New York; the Laboris Chemical Co., Minneapolis; the Denver Chemical Co., New York; the Vernac Chemical Co., New York; the Kress-Owen Co., New York; Hance Brothers & Co., Philadelphia; and the American Apothecaries, Astoria, N. Y. Other allied exhibitors included Colgate & Co., the Kolyne Co., and Horlick's Malted Milk Co.

## Stock of Riker-Hegeman Co. at \$5 per Share

Riker-Hegeman Co. stockholders, at a recent special meeting, voted to change the par value of the stock from \$100 to \$5 a share. The number of common shares was increased from 100,000 to 20,000, and the preferred from 50,000 to 1,000,000. The preferred stock may be retired at any interest date at \$5.50 at the option of the directors upon three months' notice.

## Statement of Ownership, Management, etc.

Statement of the ownership, management, etc., of THE PHARMACEUTICAL ERA, published monthly at New York, N. Y., as required by the Act of August 24, 1912, Section 4672, Postal Laws and Regulations. Editor and managing editor, E. J. Kennedy; business manager, D. O. Haynes; publishers, D. O. Haynes & Co., all of No. 3 Park Place, New York. Owner, D. O. Haynes, No. 3 Park Place, New York. No bonds, mortgages or other securities issued. Signed, D. O. Haynes & Co., by D. O. Haynes, President. Sworn and subscribed to before P. Frank Sonneck, Notary Public, Queens Co., N. Y., on October 5, 1914. Commission expires March 30, 1915. Y

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