

Editorial

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COMMERCIAL PHARMACY.

THE address of Governor Hammond of Minnesota at the meeting of the Minnesota Pharmaceutical Association, which appears in this issue, is most timely and interesting.

It should be read thoughtfully by every member of the profession.

As one entirely outside of our circle, he pleads with us to hold fast to the high standards it has always maintained and not to allow it to become entirely commercial. Mark you, this is not a cry from the past; from an old-time pharmacist, who wishes to see the profession restored to old ways and old manners. It is from a man of the present day; one not particularly in love with the past, but who is in immediate touch with the present, who has his eye to the rising sun. He tells us that commercialism is simply a cry for the dollar. That it is unworthy of us, and that we should strive to get away from that thought and build our profession upon broader and better lines, the lines which have brought to the name of Pharmacy dignity and honor.

It is almost to our shame that such counsel should be made to us from outside. Are we not intelligent enough to grasp the situation for ourselves? Has the time arrived when we cannot see the drift of things with our own eyes? Have we not wit and wisdom enough to appreciate the sacrifice of all that makes Pharmacy noble?

The opinion of Governor Hammond cannot be taken as a single view of a careless observer. It is the concrete expression of the opinion of the mass of the people. What he has said to us plainly and directly, the world is thinking and saying of us. The people are observant of the change in Pharmacy and they deplore the retrogression of the profession from a science to a business. No one who is good at heart but regrets and mourns at the self-ruin of a man;—then how much more would they mourn at the degradation of a class of men, who have advanced the world by their work along scientific lines.

It was not, and it is not necessary, to sink the scientific side of our profession in order to lift the commercial side. The latter has its place in our profession,—that no one will attempt to deny. But there is no need to sacrifice the art of Pharmacy, its very soul and inspiration, entirely to the commercial side.

As heartily as any one could desire we would like to see all pharmacists successful commercially, successful financially, all of them wealthy. But we cannot think that in order that they should be successful commercially, that they need to declare themselves non-professional, to relegate all the fixtures and stock which from time immemorial have marked the pharmacy, to a back-room limbo, and display only the articles belonging to the commercial side of the business; in fine, to

banish from sight all that makes a pharmacy distinctive, and to display only those goods sold in common with other stores without peculiar character. To deliberately throw away their scientific reputation and place themselves in open competition with other merchants who are without any technical training.

Develop the business instinct to its full, but do not sacrifice what is a valuable asset to you in so doing.

The sale of biologicals is more profitable than that of cameras or post-cards or magazines, and in that field there are fewer competitors, and in the handling of such articles you will make yourselves of more worth to the world and to your profession, and separate yourselves from the common business man.

Not that this will make you better than the common man,—not at all. Knowledge makes no man a better man than another. What one man knows more than another in one line, is compensated by what the other knows in another line. You can dispense a lot of quinine pills to a blacksmith, which it is impossible for him to make, but he can forge steel which you would find it impossible to accomplish. He can temper the spatula you use in making the pills and you cannot. So that the average of knowledge is in balance between you. That is his trade, and yours is that of a pharmacist, and as he is of value as a blacksmith and by reason of his knowledge of temper, of iron and of steel, of forging and of casting, so you are of value the more you know of drugs and chemicals, of percolation of solution, of compatibles and incompatibles. Commerce, yes, admit it all you please along your own line. Know whence your stock comes, its impurities, its adulterations, keep step with your rank, and be a PHARMACIST. In that way you will elevate and raise the profession of Pharmacy and make yourselves better, wiser and wealthier men.



THE NATIONAL INSURANCE ACTS OF GREAT BRITAIN.

THESE acts (1911-1913) for information regarding which we are indebted to the Chemist's and Druggist's Diary, are to provide insurance against the expenses of sickness and loss of wages from unemployment, by persons earning not more than £160, (\$800.00) a year.

It is, in effect, a compulsory insurance, to whose funds the employer, the employe and the government contribute; the employer paying from 3d. to 6d. (6 cents to 12 cents) a week; the employe from 1d. to 4d. (2 to 8 cents) weekly, while the government pays two-ninths of the male benefits and one-fourth of the the female benefits and in addition defrays all expenses of administration.

All workers employed are required to join an approved Friendly Society, of which the Chemist's Friendly Society is an example.

These societies furnish to their members a card upon which are spaces for the affixing of thirteen stamps. The employer is required to affix to this card every week a stamp, to show that the owner of the card has paid his assessment and the employer is authorized to deduct from the employe's wages the amount of the stamp.

The benefits paid in Britain are:

MEN.

1. Medical benefit; that is free medical attendance and medicine, or a money payment.
2. Treatment in a sanitarium in case of consumption.
3. Sick benefit; 10s. (about \$2.50) a week for 26 weeks.
4. Disablement benefit; 5s. (\$1.25) a week afterward if still incapable of work.
5. Maternity benefit; 30s. (\$7.50) for wife on confinement.

WOMEN.

1. Medical benefit, as for men.
2. Sanitarium.
3. Sick benefit; 7s. 6d. (\$1.87) a week for 26 weeks.
4. Disablement benefit, as for men.
5. Maternity benefit; £2 (\$10.00) unless husband is insured. She is paid a sick benefit also after confinement.

The Medical Benefit comprises medical attendance and treatment, with provision of proper and sufficient medicines, and such appliances as are allowed by the Insurance Commissioners.

Every registered medical practitioner is entitled to admission as a panel-doctor and insured persons may select as their attendant any physician upon the list, within the area in which they reside.

Unless the insured person resides more than a mile from the nearest drug-store, the doctor does not supply the patient with drugs or appliances. For the supply of these, the Insurance Commissioners contract (1) with registered chemists and with limited companies, (recognized by the Poisons and Pharmacy Act, 1908,) to dispense prescriptions and to supply drugs and appliances; (2) with other persons to supply drugs and appliances, and (3) for the supply of appliances only.

To every panel-chemist is supplied a Drug Tariff or price-list of the charges he is entitled to make. This costs him 6d. (12 cents). It states (1) the prices he may charge for quantities from one-half grain or minim to one ounce of each article; (2) Names of articles whose cost is subject to fluctuations on account of the war, the prices of which are fixed monthly by agreement between the British Medical Association and the Pharmaceutical Society; (3) Rules for calculating prices not fixed by the Tariff; (4) Dispensing charges, and (5) Notes for dispensers.

The rules for calculating prices not fixed are very precise. For solids purchased in half-pound quantities or more, the pound cost is taken and divided by eleven, and this gives the Tariff charge for one ounce. This amount is divided by seven to find the charge per drachm, and that amount by fifty to find the charge per grain.

In the case of drugs purchased in small quantities (avoirdupois ounces), four-tenths of the cost is added to find the Tariff charge for a troy ounce, and this amount is divided by seven and the quotient by fifty as before, to ascertain the charge for a drachm and a grain.

For liquids, such as Tinctures, etc., where the sp. gr. is not greater than water, the listed price is divided by twelve, to get the tariff for one ounce; that, is divided by seven to ascertain the tariff for a drachm and that, by fifty to find the charge for a minim. For heavier liquids, such as Syrups, etc., the divisors are 9-7-50, respectively.

Dispensing charges are allowed upon all liquid preparations prescribed for internal or external use as medicines, but, in some districts, dispensing charges are not

allowed for extract of malt, fluid magnesia, glycerin, lime water, turpentine and certain fixed oils; nor is an emulsion fee allowed for cod liver oil or petroleum emulsions.

The dispensing charges allowed are as follows:—For preparations up to eight ounces, 2d.; over eight ounces, 3d.; Stock mixtures, one-half this amount; for pills, capsules, lozenges or tablets not on tariff, for one dozen, 3d. (6 cents); and for each dozen or fraction of dozen extra, 1d. (2 cents).

For powders 1 to 6, 2 pence; 7 to 12, 3 pence; and for each dozen or fraction of a dozen extra, 1 penny; if placed in cachets, 1 penny a dozen extra. Suppositories, pessaries and bougies, not on tariff, for one-half dozen, 4d. (8 cents); a dozen, 6d. (12 cents).

A fee of 1 penny (2 cents) each is allowed for copying prescriptions. The charge for containers is fixed at 1 penny to 3½ pence, and these amounts are to be deposited by the insured person and refunded to him when the container is returned.

If a prescriber fails to justify himself in prescribing in an unnecessarily expensive manner, the excess cost of such prescribing is deducted from the next payment made to him. Extravagant prescribing may consist of (1) expensive items; (2) high general average cost of prescriptions, and (3) high average number of prescriptions per insured person.

Physicians are allowed to dispense only in emergencies and in such cases he is allowed 6d. (12 cents).

It is to be noted that the Board of Customs and Excise permit chemists to dispense methylated spirit in liniments or lotions prescribed by panel-doctors, the Panel Regulations stating that "When aconite, belladonna, soap and compound camphor liniments are ordered on National Insurance forms, methylated liniments are presumably intended and should be supplied."

When Aqua is ordered without further qualifications, ordinary water is to be used. If proprietary galenicals or chemicals are ordered they must be dispensed,—no substitutions are allowed.

The amount of compensation paid physicians seems to be largely in excess of that paid to druggists. The statement is made in the *Pharmaceutical Journal* that a physician having 1000 patients on his Panel will receive £300 (\$1500.00) a year for his attendance.

The committees in some cases seem to be unable to pay the bills of the chemists promptly. One druggist informed the Glamorganshire Insurance Committee that unless they paid him his bill amounting to more than £100, (\$500.00) he would be obliged to file a petition in bankruptcy, and in Liverpool it is reported the chemists are likely to have to face a deficit of about £5000, (\$25,000.00) and in London the estimated deficiency was about £46,000, (\$230,000.00).

From many of the other districts the reports were not favorable as to the operation of the laws and in most districts the payment of bills had been deferred.

Some trouble would appear to have developed in pricing accounts also, for in one of the Journals appear two advertisements of persons who will assist druggists to price their prescriptions properly.

It may fairly be presumed that under the regulations of the insurance act, none of the Panel Chemists of Great Britain will become millionaires from the results

of their activities under this act. The allowance for dispensing seems exceedingly low in all cases.

American druggists would not care to dispense two dozen powders for eight cents, or to make a dozen suppositories for twelve cents. Just what our British *confreres* think of the operations of this insurance is shown by the following communication to the Pharmaceutical Journal and is interesting, for it is possible that some of our legislators may attempt to introduce some such legislation into this country or into some of its political sub-divisions.

"But what does the pharmacist get? Suppose he receives a prescription for bicarbonate of soda—two drachms (he must know how this is prepared and what are the possible impurities); Liquor Bismuthi, four drachms (he must be acquainted with the method of preparation, with pharmacopœial doses, and with the principles of pharmaceutical testing); tincture of nux vomica, one drachm (the poisons schedule must be at his finger-tips, and the processes of maceration and percolation, and the use of different strengths of alcoholic menstrua must all be known to him; the extraction of alkaloids and the natural order, habitat, and properties of medicinal plants form a further part of the knowledge he must possess in order to practise his simple duties); syrup of orange, half an ounce (how many different kinds of sugar are there? How are they distinguished and how is the specific gravity of a liquid obtained?); infusion of gentian, to make six ounces (how is an infusion made and how does it differ from a decoction?) This simple process of dispensing also involves other questions, such as standards of weights and measures, the translation of Latin names and directions, incompatibilities, dosage, etc., etc., and when the pharmacist has completed his work, exercised his skill, and supplied the insured person with a bottle of medicine correctly compounded *secundum artem* he receives as a reward, in addition to the cost price of the ingredients he has used, the magnificent sum of twopence. Shade of Galen! It reminds one of the urchin who restored a lost article of considerable value to its owner and received in return a halfpenny, with the injunction, 'For heaven's sake don't go and make a beast of yourself!'"



HENRY H. RUSBY, M. D.

Dr. Rusby was born in Franklin, N. J., April 26, 1855. His father was a country merchant of that place and in its primary and grammar schools young Rusby began his education.

When he had reached the age of twelve years, his father gave up business and retired to a farm, where the son assisted him in the agricultural work. Having ambition to become educated he exhausted the capacity of his home district for education and then went to Massachusetts where he attended the Westfield Normal School of that state. He then entered the Centenary Collegiate Institute of Hackettstown, N. J. After graduation from this institution he became a teacher at Roseland, N. J.

While occupied in pedagogical work he used his spare time in the study of Botany, and he made an herbarium which contained nearly all the flowering plants and ferns of Essex county. This was exhibited at the Centennial Exhibition of 1876 and gained for its maker a medal and a diploma.

In 1880 he was an agent of the Smithsonian Institution and roamed New Mexico for eighteen months in its service. In 1883 he was engaged by Parke, Davis & Co. to study the medicinal plants of Arizona. In 1884 he was sent by them to South America to study the coca industry, cocaine just then coming to the front as a remedial agent of value. He crossed the continent of South America from the Pacific to the Atlantic, taking eleven months for the trip. It was on this trip that the medicinal value of Cocillana was first brought to light. He brought back from this trip 45,000 specimens, representing some 4,000 species, a fifth of which were previously unknown to botanists. On his return to New York he submitted a plan to the Pan-American Medical Congress for a systematic examination of American Flora, which plan was adopted and Dr. Rusby became the Chairman of the Commission appointed to do that work.

In 1896 he explored Venezuela for botanical specimens and made a large collection of plants. In 1888 Dr. Rusby became Professor of Botany, Physiology and Materia Medica in

the College of Pharmacy of the City of New York, and in 1898 he assumed the Chair of Materia Medica in the Bellevue Medical College.

He has contributed largely to botanical literature and was one of the active promoters of reform in botanical nomenclature, upon which his name is indelibly impressed by the fact of its use as *Rusbyi* in the formation of many titles of plants. He wrote the monograph on *Cinchona* for the United States Dispensatory and besides other writings he has published several books, among which is his *Manual of Botany*. He is also one of the authors of the *Standard Dispensatory*.

In all of his eminent labors as a botanist and a pharmacologist Dr. Rusby has been handicapped by defective eyesight, a fact which was not recognized until he became a medical student.

In 1906 he became the expert adviser of the Department of Health in New York and in 1907 he was appointed Pharmacognosist at the port of New York. In this work he has encountered much opposition and misrepresentation regarding which Dr. Rusby says:—

"Had we not been interfered with by others, there would at no time have been any occasion for antagonism on the part of any portion of the drug trade, unless there had been some one who was determined to defy or evade the plain intent and provisions of the law. When it became clear to me that a conspiracy existed between certain adulterators and misbranders without and some others within the Department of Agriculture to misrepresent Dr. Wiley and to destroy his reputation, as a necessary preliminary to destroying the efficiency of the law, I communicated the facts in my possession to President Roosevelt, which act ultimately frustrated the projects of the conspirators. This action I took alone, and quite without the knowledge of Dr. Wiley or anyone else in the department. Nevertheless, it was assumed by the enemy that a number of us were associated in the procedure, and each of us was marked for destruction.

"The following incident will serve to illustrate in part the methods employed to accomplish this end: In my letter to the President, I had gone fully into the views of Dr. Kebler and myself as to the proper treatment of importers and dealers. I explained that it was our view that when the purpose of the law and intent of the Department were fully understood, the trade generally would not only meet the requirements but would interest themselves in the work of reform and would cooperate with those conducting it. We therefore held that it would be neither just nor wise to try to see how many offenders could be caught and punished, but that our best efforts should be devoted for some time to instructing dealers as to the requirements and to getting them interested in us. In due course this letter was submitted by the President to a member of the board of food and drug inspection who was bitterly hostile to Dr. Wiley. Some time later this man took occasion to write to Dr. Wiley that I had, in a letter to the President, accused him of entering into an arrangement with importers by which they were to be permitted for a time to violate the law. But for the wisdom and courage of Dr. Kebler in acquainting me with this action, Dr. Wiley might never have been relieved from the impression of this extreme of treachery.

"In spite of all conflicts within and without the Department, I have now no doubt that the drug trade generally has come to understand that drug inspection, at the port of New York, is conducted legally, justly and impartially, and in a sensible and practical manner."

Dr. Rusby joined the A. Ph. A. in 1889 and after serving in many subordinate offices became its president in 1909.

He resides in the Forest Hill section of Newark, N. J., with his charming family of wife and three daughters.

In closing this sketch we cannot forbear quoting the words of an esteemed contemporary:

"His genius for discovering the motives and his courage in attacking the course of those who are guided by policy rather than principle have made him respected by all who know him and feared by those whose armor is sham and whose weapon is deceit. With all his knowledge Dr. Rusby is not pedantic; and with all his devotion to duty he is not austere; on the contrary, he is as simple-mannered, approachable, urbane, frank and friendly a man as one could wish to find for a friend and companion."