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The Carolina **JOURNAL OF PHARMACY**

Volume XLIII

JANUARY, 1962

Number 1

**"Doctor says
we both
can take this one."**



ZENTRON™

*is a liquid
hematinic for young and old alike. A comprehensive
formula of iron, B complex vitamins, and vitamin C,
Zentron corrects iron deficiencies—provides broad
nutritional support. There are no known
contraindications to Zentron. Order Zentron in
eight-ounce bottles from your Lilly Service wholesaler.*

Each 5-cc. teaspoonful provides:

| | |
|--|------------|
| Ferrous Sulfate (equivalent to 20 mg. of iron) | 100 mg. |
| Thiamine Hydrochloride (Vitamin B ₁) | 1 mg. |
| Riboflavin (Vitamin B ₂) | 1 mg. |
| Pyridoxine Hydrochloride (Vitamin B ₆) | 0.5 mg. |
| Vitamin B ₁₂ Crystalline | 5 mcg. |
| Pantothenic Acid (as <i>d</i> -Panthenol) | 1 mg. |
| Nicotinamide | 5 mg. |
| Ascorbic Acid (Vitamin C) | 35 mg. |
| Alcohol | 2 percent. |

Usual dosage: Infants and children—½ to 1 teaspoonful (preferably at mealtime) one to three times daily.

Adults—1 to 2 teaspoonfuls (preferably at mealtime) three times daily.

Zentron™ (iron, vitamin B complex, and vitamin C, Lilly)

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Eli Lilly and Company • Indianapolis 6, Indiana, U. S. A.



*A Most Prosperous and
Happy New Year!!*

AND—

WHEN YOU WANT

WHAT YOU WANT

WHEN YOU WANT IT

DO JUSTICE TO YOUR DRUG BUSINESS
IN 1962!!



JUSTICE DRUG COMPANY

Greensboro, N. C.

Beginning our 64th year of Service to
the Retail Druggists of North Carolina.

The House of Friendly Service



Scott Drug Company

Service Wholesalers Since 1891

EASTER SHOPPING BAGS



HOLIDAY VOGUE in pure white with touch of red. With 1 lb. My Hobby Box \$6.50



THE RIVIERA decorated with smart French hats, satin lined. With 1 lb. My Hobby Box \$6.50



DECORATED OVAL SATIN BOX with floral corsage, wide ribbon and bow. Contains wide variety of favorite centers dipped in Milk and Dark Chocolate. 1-3/4 lbs. \$6.00

EASTER BASKETS



DELUXE colorful bamboo basket with double handles. Wrapped in colorful cellophane, tied with ribbon and bow. Easter Eggs — both chocolate covered and confections \$2.99

EASTER PROFITS
as you like 'em
**BAG...
BOX...
BASKET**



JUMBO PECAN EGG in Easter box. Divinity center, rolled in Creamy Caramel, covered with Pecans \$89

EASTER BOXES



EASTER BUNNY GIFT soft and cuddly plush rabbit atop 1 lb. My Hobby Box. \$4.00



DECORATED CHOCOLATE EGG delicious center. Peek-a-boo box with handle. \$5.99



10c CHOCOLATE EASTER EGGS 48 pieces in display carton. 24 cream centers with fruits and nuts, 12 with cherry fruit, 12 with coconut in fine vanilla chocolate coating \$4.80

EASTER VALANCE KIT FURNISHED WITH YOUR ORDER

"For those who love fine things"
Hollingsworth's
UNUSUAL CANDIES
AUGUSTA, GEORGIA

EASTER PROFITS . . . BY HOLLINGSWORTH'S COMPLETE SELECTION OF EASTER GIFT CANDIES. Your Hollingsworth's representative has an important message for you . . . about sales at Easter. See him soon. INCREASE YOUR PROFITS . . . BY THE BAG, BOX AND BASKET!



NEW LOOK IN VITAMIN SUPPLEMENTS TO CORRAL YOUNG CUSTOMERS

new **3**-layer



PALADAC[®]

WITH MINERALS

chewable tablets

Young cowpokes are usually slowpokes at taking medicine. But when they see these new 3-color tablets, apprehension will turn to demand. PALADAC with Minerals is probably the candiest looking, candiest tasting vitamin supplement you ever stocked. And since it affords nutritional supplementation in such an appealing dosage form, prescription business is sure to go hand in hand with over-the-counter volume.

To be ready for the "stampede," order ample stocks now. 10-vitamin/6-mineral formulation...supplied in bottles of 30 and 100.

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The Carolina JOURNAL OF PHARMACY

January, 1962

VOL. XLIII

No. 1

★

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ADVOCATES FEDERAL LEASE INSURANCE PROGRAM FOR RETAILERS

"Small independent businessmen *can* compete successfully with chain operations in Class I store locations in shopping centers and downtown areas, if they can get into these locations," Herman C. Nolen, president of McKesson & Robbins, recently told the U. S. Senate Select Committee on Small Business.

Mr. Nolen, speaking in behalf of small business lease guarantees, also said, "Your committee is well aware of the problems independent merchants are having in getting a fair share of prime locations.

"Leading institutions are naturally concerned with the security of their loans to developers. But their insistence on a 70% or more rental to businesses with Triple A-1 financial credit rating works to exclude the small independent businessman from the fast-changing American business scene. This trend is not only unfair, but dangerous, in that it disturbs the traditional balance of large and small businesses that is vital to a sound economy.

"McKesson & Robbins," Mr. Nolen said, "firmly endorses this committee's action in seeking a sound program to guarantee leases for small independent businesses. We are convinced that the future of the independent, locally-owned drug store depends on equal access to shopping centers and other first-class business locations."

Mr. Nolen said that McKesson strongly supports the Senate Select Committee's suggested solution: a Federal program to insure lease bonds written by private surety companies.

"From our experience, we don't see how any wholesaler or private industry group can meet the growing need for a lease guarantee program and the heavy capital demands it requires," he said.

Mr. Nolen recommended that the program's administration be keyed to prompt processing of retailer requests and that careful analysis be required to insure that the best qualified independent retailers be chosen for guarantees in Class I locations.

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The Daniels Celebrate 50th Wedding Anniversary

Over 300 guests from all sections of the State helped Mr. and Mrs. E. C. Daniel of Zebulon celebrate their 50th wedding anniversary on December 10.

Mr. and Mrs. E. Clifton Daniel of New York City were hosts for the anniversary party.

Noted in the receiving line during the 3 to 4 PM period (the party ran from 3 to 6 PM) were Mr. and Mrs. J. C. Jackson of Lumberton, Mr. and Mrs. W. B. Gurley of Windsor, Mr. Paul Bisette of Wilson, Mr. and Mrs. T. J. Ham, Jr. of Yanceyville, Mr. and Mrs. Ralph P. Rogers, Jr. of Durham and a number of persons from Chapel Hill including Dean and Mrs. Edward A. Brecht, Miss Alice Noble, Mr. and Mrs. H. C. McAllister, Mrs. M. L. Jacobs and Mr. and Mrs. W. J. Smith.

Drug Officials Seize "Sea-Con"

In a crackdown by officials of the Food and Drug Administration, four cases of sea water bearing the brand name "Sea-Con" were seized at the Eckerd Drug Stores' warehouse in Charlotte in early December.

FDA claims the Sea-Con label is "false and misleading" in its claim that the sea water is "adequate to prolong life, prevent premature aging and promote health."

Under the federal seizure procedure, the water will remain in federal custody for 20 days. If no one claims possession or otherwise protests the action the article will be destroyed.

Owen's Pharmacy Sold to Dean Butler

Mr. and Mrs. Fred R. Owen of Tryon have sold Owen's Pharmacy to Dean Butler of Valdese. The sale was completed prior to Christmas.

Mr. and Mrs. Owen have operated the pharmacy since 1939, when they assumed ownership of the business then operated as Slack's Pharmacy.

Mr. Owen and his brother, Frank, will remain with the business, which will continue to operate as Owen's Pharmacy.

The new owner is a native of Tignall, Georgia; a graduate of the Morganton

High School and the School of Pharmacy, University of North Carolina ('57). In recent years, Mr. Butler has been associated with the Rock Drug Store of Valdese.

Big Bear Opens Super Drug in Burlington

A 10,000 square foot, \$150,000 large self-service drug store has been opened in Burlington by the Big Bear (National Food Store) supermarket chain of High Point.

The new store will be managed by Carl Alexander. M. Rankin Caruthers will be in charge of the prescription department. A feature of the store is its "Golden Nugget" restaurant, with an eating area for 25 people.

The formal grand opening of Big Bear Super Drugs was held beginning November 28.

Named "Man of the Year"

J. Fleming Lovett of Liberty has been named "Man of the Year" by the Liberty Rotary Club. Lovett, who is associated with his brother, Herbert, in the operation of the Liberty Drug Company, was cited for his work with young people, the American Legion, his church and the city schools.

A native of Graham, Mr. Lovett came to Liberty in 1948 following graduation from the UNC School of Pharmacy. For action during World War II, he received the Bronze Star following action around Mortain, France.

Thomas Will Head CC

J. I. Thomas, Thomas Drug Store, Dunn, has been elected president of the Dunn Chamber of Commerce for 1962.

Mr. Thomas is a former president and charter member of the Dunn Kiwanis Club; has served as treasurer of the Dunn Shrine Club for the past eight years; is a Mason, a Baptist and a leader in other Dunn community activities.

Cover Page

New test to detect tuberculosis in humans is easy to apply, disposable and accurate. Called the Tuberculin Tine Test, it is being marketed by Lederle Laboratories, a Division of American Cyanamid Company. Sterile units are grouped in trays of 25 and unsnap easily from plastic bubbles.

Robert I. (Bob) Cromley Selected Local Convention Chairman



ROBERT I. (BOB) CROMLEY

By mail ballot vote of the Raleigh members of the NCPA, Robert I. (Bob) Cromley has been selected as Chairman of the 1962 NCPA Convention.

As evidence of Raleigh's faith in Mr. Cromley and his ability to get the job done, he polled the highest number of first place votes and the highest total of second place votes of about 40 candidates for the convention position.

Mr. Cromley operates two pharmacies in Raleigh—one in the Sir Walter Hotel and one in a shopping center off U. S. 1. He is a graduate of the Atlanta College of Pharmacy and since coming to N. C. (1937) has been active in the state's organized pharmaceutical program.

This is a repeat performance by Bob—he served as the 1944 Convention Chairman.

Members of Wake Pharmaceutical Society Map Convention Plans

At a meeting of the Wake County Pharmaceutical Society in Raleigh on December 5, NCPA Secretary W. J. Smith presented a tentative convention schedule for the 3-day meeting period: April 8 through April 10.

On Sunday, April 8, the tentative plans show four major items: a remmion of the UNC pharmacy class of 1952, an award session, a get-acquainted session and a dinner with keynote speaker.

The NCPA sessions on Monday-Tuesday start with a breakfast. The TMA Golf Tournament and the W. H. King Drug Company Party are set for Monday. Business sessions, a social hour and the TMA Party are scheduled for Tuesday, April 10.

The two auxiliaries—TMA and Woman's Auxiliary—will meet during the 3-day period and will sponsor or be a part of special or regular convention programs.

Headquarters will be at the Sir Walter Hotel. Room reservation cards have been mailed.





**2:20 A.M.
104°
AND IT'S
YOUR
CHILD!**

The doctor gave his prescription, and just like any other parent...you rushed to have it filled. The big difference is—you are also the pharmacist... and you *may have a choice in the brand of drug!*

Of course, this is when the "just-as-good" drug could *never* be good enough...when, automatically, you reach for an established brand. What

you know about the manufacturer's reputation...quality control above the "legal minimums"...experience and research...helps you make this decision.

These are the "extras" that go into a brand-name product and the reason why many pharmacists and physicians select a Lederle product over the generic...for their families and their patients.

LEDERLE LABORATORIES, A Division of AMERICAN CYANAMID COMPANY, Pearl River, New York



How the Public Views the Pharmacist

BY C. H. MCGREGOR

*Burlington Industries Professor of Business Administration
University of North Carolina*

The retail drug store has long occupied an important segment in our retail structure, as well as in our social structure. In the retail structure, the pharmacist has held the most unique position in distribution, for he has been the only retail merchant or retail employee required to have training or experience in his field, and he is the only one who must prove his competency by examination. Moreover, he has been expected by the general public, and required by legal authority and the pressures of his professional association, to conduct his retail business in accordance with prescribed standards of professional ethics. No other field of retailing has had a comparable code, and as a consequence, no retail merchant has been so highly esteemed or so much trusted as was the family druggist.

Much concern is expressed today, however, about retail drug distribution, the character of the newly developing drug outlets, their operating methods, and the future status of pharmacy as a profession. Some of this concern may be groundless, and many of the fears may be premature, but the retail drug industry is today faced by numerous conditions and trends which warrant careful consideration by the industry as well as by the consuming public.

In any growing nation, and especially in one dominated by competitive concepts, changes are necessary and can be expected in distribution channels and methods. The particular forms these changes might take in the drug field, and the effects they might have in the future upon traditional channels and practices, will depend primarily upon the attitudes and concepts held by consumers. Whether these attitudes and concepts are logical or not is immaterial, for in the market place, what consumers think is the fact is more influential than what the fact might actually be.

I have been assigned the task of discussing some of the concepts and attitudes consumers

This significant talk was presented by Professor McGregor at the 1961 Pharmacy Seminar, Morehead City.

have developed with respect to retail pharmacy, and to outline briefly the reasons these particular concepts and attitudes have developed. In this, it is somewhat presumptuous on my part to try to speak for all consumers, for there are more than 180 million of them in this country today, they differ in many respects, and what one prefers another detests. But, on the basis of the observations it has been possible to make, a cursory investigation of a small sample of consumers, and study over a period of years of both consumers and distribution trends, indicate that some of the more significant views held today by consumers of retail drug distribution and pharmacists are the following:

1. The consumer's image of what constitutes a drug store is confused and uncertain.
2. The consumer's image of what a registered pharmacist is, and of what he does, is not only blurred, but, more often than not, is distorted.
3. Consumers are becoming increasingly price-conscious in their drug purchasing, and the majority appear to believe that prescription prices, in particular, are higher than justified.
4. Many consumers would today welcome any cooperative or group arrangement which might result in savings on drug purchases.
5. A substantial number of consumers, especially those in the younger age groups, would as soon have their drug needs served in a department, food, or variety store as in a drug store.

(Continued on page 37)

Free Management-Counseling Service Available to Retailers

Available to retail pharmacy owners or managers is a service which is unique in the field of business enterprise. It is the Lilly analysis service. Retail pharmacy owners who utilize the management-counseling service obtain a personalized analysis report of their operations. A factual, impartial, comprehensive, and confidential report enables retailers to simplify their management problems and to make better-informed managerial decisions from the wealth of detailed information. In fact, with more detailed information in the 1962 analysis reports, its usefulness to retailers everywhere will be expanded.

The Lilly analysis service for the retail pharmacy trade began in early 1933. The service was offered in order to provide proprietors with helpful suggestions and advice that would enable them to operate more efficiently or, at least, reduce operating losses. From the beginning, then, the service was provided in the interests of sound management. Although its objective has remained unchanged through the years, numerous innovations have been made.

In 1960, electronic computers were used to process the business figures submitted by retail pharmacy owners, managers, or their accountants to the Lilly Retail Pharmacy Operations Clinic. The first page of a Lilly analysis report, which is electronically prepared, enables owners or managers to make better-informed managerial decisions from the wealth of detailed information at their finger tips.

The usefulness of the Lilly analysis service has been expanded for 1962. The new feature inaugurated this year is the inclusion on the first page of "usual averages" of operating expenses in similar-type pharmacies. At a glance, the owner may quickly determine which items of expense compare favorably and which adversely. Other financial data summarized on this page are the retailer's dollar and percentage amounts of the items of income and expense. Also included are highlights of the prescription department and a comparison of total

sales, prescription sales, and the number of prescriptions filled with the figures for the previous year. An example of the page of operating figures including the new "usual average" feature is shown in the photo.

Personalized analysis reports are prepared for retailers who submit their annual income and expense statements and prescription records. A completed report, which averages about five pages, includes a review of the key areas of retail pharmacy operations—merchandise costs, inventory, salaries, rent, miscellaneous operating costs, and prescription department figures. Each of these items is compared with the averages of many similar-type pharmacies. Opportunities for improvement are clearly revealed, and constructive suggestions are offered when indicated.

To enable owners and managers to make better-informed managerial decisions for more efficient operations, the analysis covers facts concerning (1) the store's present

*Make McCourt
Your "Buy-word"*

**For Labels - in Rolls or Flats
Physicians Rx Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes**

*Prescription Labels
all Styles and Colors*



MCCOURT LABEL CABINET CO.
THE RIGHT LABEL RIGHT AT HAND
42-54 BENNETT STREET BRADFORD, PENNA.
Specializing in Labels for Drug Stores

Clifford P. Berry, Representative
P. O. Box 306, Charlotte 1, N. C.

position, (2) its previous position, and (3) how it compares with similar-type pharmacies. By means of electronic processing, all dollar amounts of income and expense are converted to a percentage of sales. Thus, the relationship between the various items can easily be seen, since all are based on a common figure.

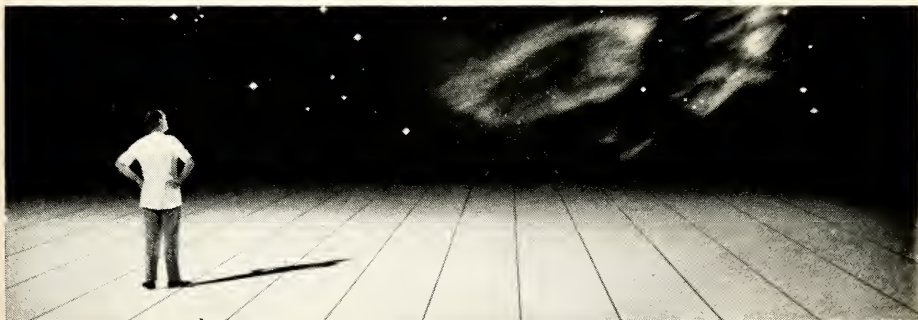
If a proprietor has maintained continuity in reporting, the second step is to compare the current operations with those of the previous year. For this reason, a file copy of a completed report is retained for one year. The analysis report provides the store management with information on whether the operations have improved or remained at satisfactory levels or whether undesirable trends are developing.

Finally, the current operations are compared with those of pharmacies most like the one being analyzed. This procedure reveals

where the operations compare favorably and where opportunities may exist for improvement.

The statements of income and expense and prescription records submitted by retail pharmacy owners, managers, or their accountants form the basis for the annual LILLY DIGEST tabulations. The LILLY DIGEST is published as a service to retail pharmacy in the interests of sound management and is intended to provide current and reliable information concerning the operations of retail pharmacies. Participation by retailers everywhere will insure that these objectives are maintained.

For a free and confidential analysis of a retail pharmacy operation, all proprietors are invited to send their income and expense statements and prescription records to the Lilly Retail Pharmacy Operations Clinic, Eli Lilly and Company, Indianapolis 6, Indiana.



TODAY . . . TOMORROW

. . . and in the years ahead, competent wholesale drug service will play an integral part in the conduct of your business. More than ever before, proper inventories of selected merchandise will be a prime requirement for the successful operation of a pharmacy.

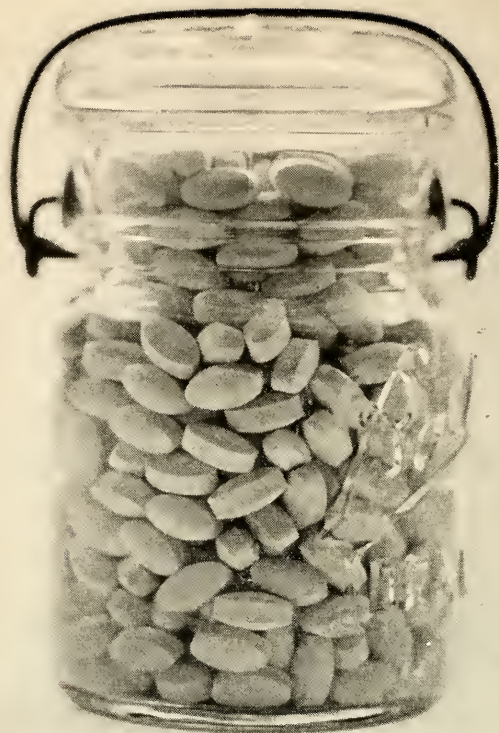
As in the past, we, your service wholesaler, will stand ready to fill your merchandise requirements, to assist you in making your operations more profitable, and to work closely with you in providing the finest pharmaceutical service possible.

The opportunity of serving you is genuinely appreciated, and you are invited to continue using our many management and merchandising services. Send your orders to us for complete filling and prompt delivery.

WE ARE A *Lilly* DISTRIBUTOR

THE PEABODY DRUG COMPANY

DURHAM, NORTH CAROLINA



If you had to make your own children's multivitamins

... chances are you'd try to make them very much like our **new VI-DAYLIN® CHEWABLE with Entrapped Flavor**. Entrapped Flavor means a better tasting chewable children's multivitamin; one with no vitamin aftertaste. Here's why: 1. We coat all the vitamins in a digestible film that does not dissolve until it reaches the gastrointestinal tract. This means that unpleasant strong vitamin tastes are not released in the mouth, but in the g-i tract where they are most quickly absorbed. 2. We make certain that every Vi-Daylin Chewable tablet tastes citrus sweet and good to every patient, everytime; we coat the flavoring oils in each tablet in a water soluble film. This film dissolves immediately in the mouth, releasing the full bouquet of our citrus-candy flavoring agents.



Mr. Parker Celebrates 50th Business Anniversary

Richard S. Parker of Murphy, on the occasion of his 50th business anniversary in Murphy, was the subject of a feature story in *The Cherokee Scout*, Nov. 30 issue.

In a well written sketch by Frank Forsyth, Mr. Parker's early career in North Wilkesboro, where he was born, and his student days at Chapel Hill are recorded. Then follows his early years as a pharmacist, first in Asheville, Pinehurst, North Wilkesboro and Hickory and later as a sales representative for W. H. King Drug Company.

In March, 1911, Mr. Parker bought the B. B. Meroney Drug Store of Murphy for \$3500—\$2000 cash and balance in notes.

The notes were paid prior to due date, a practice Mr. Parker has followed over the past 50 years—discounting his bills.

Active in the Presbyterian Church, Mr. Parker was recently awarded an honorary position with King College of Bristol, Tenn. (a Presbyterian School). He is a 32nd degree Mason and a Shriner; has served several terms as the Town Council and Chairman of the Murphy School Board for many years.

Richard S. Parker and Grace Abernathy Parker—they were married in Hickory, May 15, 1911—have four children—two boys and two girls. Mr. Parker recently sold one-third interest in his pharmacy to his son, James, and one-third interest to Kenneth Godfrey, who reciprocated his pharmacist license from George in 1955.



Richard S. Parker of Murphy shown in one section of his Rx Department which serves as an office. Photo—*The Cherokee Scout*.

47% to 52% PROFIT

for you on this fast-seller for chapped lips!

By the Makers of STANBACK



35¢

NO U.S. TAX

REPLACEMENT OF A RETURN OF MONEY
 ★
 Guaranteed by
 Good Housekeeping
 IF NOT AS ADVERTISED THEREIN

COMMENDED
 BY THE
 CONSUMER
 SERVICE BUREAU
 OF
PARENTS'
 MAGAZINE
 AS ADVERTISED THEREIN

Hanger or Easel Displays

Deal #2

3 free with 12

1 card of 12 tubes, plus 3 tubes free

47% PROFIT

Your Cost.....\$2.80

Selling Price.....\$5.25

Your Profit.....\$2.45

Deal #6

12 free with 36

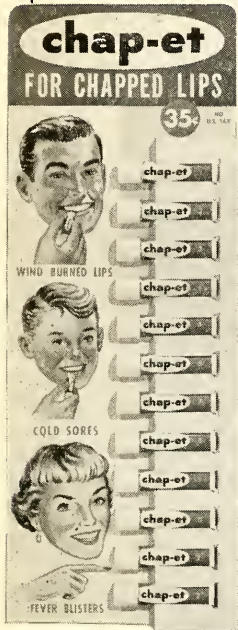
3 cards of 12 tubes, plus 1 card (12 tubes) free

50% PROFIT

Your Cost.....\$ 8.40

Selling Price.....\$16.80

Your Profit.....\$ 8.40



Counter Displays

Deal #100

28 free with 72-100 tubes packed in counter display

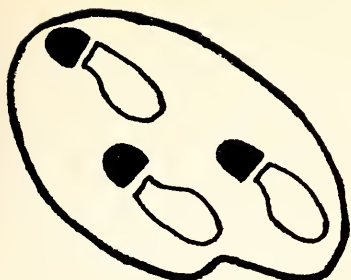
52% PROFIT

Your Cost.....\$16.80

Selling Price.....\$35.00

Your Profit.....\$18.20

ORDER NOW FROM YOUR WHOLESALER



TAR HEEL DIGEST

Brevard—Prescription #300,000, free to the customer, was filled recently by Renus Rich, Varner Drug Store pharmacist.

Concord—Harry E. Hilliard, MSR for Smith Kline & French Laboratories, has completed a public speaking training course. He is now available to speak to community groups on the subject "Prescription for Tomorrow." Mr. Hilliard's address is 2001 Chatham Avenue, Charlotte.

Elizabethtown—P. H. Moore of Wilmington has accepted a position with Hutchinson's Drug Store.

Kinston—Formal opening of Paderick's Pharmacy was observed on December 8-9. The pharmacist-owner, Hal Paderick, is a UNC pharmacy graduate and prior to establishing his own pharmacy was associated with Sewell's Pharmacy of Kinston.

Laurinburg—William L. Frostick received a 2-year suspended sentence after being convicted of manslaughter. The charge, to which Frostick pleaded nolo contendere, grew out of an automobile accident on September 17.

Raleigh—Clyde Mustian, a former drug store clerk, was convicted in city court on charges of dispensing and having unlawful possession of barbiturates. He was sentenced to a year on the roads.

Whiteville—Thurman "Tim" Owens has joined Simmons Drugs as pharmacist. A 1959 graduate of the UNC School of Pharmacy, Mr. Owens in recent years has worked in Lexington.

Raeford—To celebrate the grand opening of the newly remodeled Howell Drug Company (December 1-2), heating pads were sold for \$3.49 and free silver dollars went with each purchase of \$9.95 or more.

Rutherfordton—For best commercial float in the Rutherfordton-Spindale Christmas Parade, Lucius Cooke of Smith's Drug Store received a cup from the merchants association.

Greensboro—In recognition of more than 50 years of practice as a pharmacist, Isaac L. Zuckerman is the recipient of a gold prescription bottle from the Rexall Drug Company. Zuckerman is employed by Lane's Golden Gate Pharmacy.

pride...

of ownership with
Greater efficiency...

Bigger profits...

More flexibility...

is yours with
**SAGINAW STEEL
STORE FIXTURES**

for information write to

**Gervin M. Wayt,
300 Patton Street,**



**Morganton, N. C.
HEmlock 7-0486**

"KEY FIXTURES INCREASE SALES"

DEPARTMENT GROUPING

This arrangement of the Candy, Cigar and Tobacco Departments, along with the Camera and Cosmetic Departments, insures efficient operation by one Clerk during dull periods which can be readily expanded and served by two or three sales people during the busy hours.



FOOD-FOUNTAIN SERVICE

Coffee Breaks, Lunch and 'Tween-meal Snacks keep these ten stools, turning and the cash register ringing! With Bastian-Blessing's beautiful, compact, sanitary equipment you invite more customers; you serve them quicker and better; so you get more turnover per stool and more profit per sale. For a layout designed to suit your particular needs, to serve ten or two hundred per hour, use the Coupon below.

PROFESSIONAL DEPARTMENT

In the overall store design the RX Department is given the preferred location for the best control of the complete store operation. In this design the merchandising section is conveniently located near the RX Department and Wrapping Counter. The RX Shelving is arranged in Bays, easily accessible to the work-counter. The bays provide ample space for stock. Use the coupon below for our specialized Pharmacy planning service. Over 25 years experience in serving North Carolina Pharmacists.



Clip Coupon and Mail

We are planning to

Expand Modernize Build New Store

Name.....

Firm Name.....

Street Address.....

City.....

State.....

GRANT E. KEY, INC.

LYNCHBURG, VIRGINIA

**Manufacturers of
Key-Line Fixtures
Distributors of
Bastian-Blessing**

Friendly Relations—They Help Solve Those Competitive Problems

By ERNEST W. FAIR

“The chief trouble with the drug business is some of the people in it.”

Over the past years of interviewing pharmacists in every section of the country this writer heard that remark many times. It came from men who presented long and detailed discussion of their problems in doing business among competitors they felt were guilty of every crime in the business book.

Getting along with one's competitors can never be easy. It takes lots of give and take, understanding and often outright help. But it pays off in many ways. Invariably the cities and towns where competitors do get along with one another are those in which every store is prospering.

During the past year we've made a detailed study of those areas wherein such a situation was in existence. It brought forth a number of points which direct the way for others to follow in seeking the same ends.

Even experienced pharmacists who go as far as to not even speak to competitors admit that the local situation would be much better for all concerned if such a program could be worked out. Invariably they insist, however, that “with the kind of competitors I have here” such an end is impossible of attainment.

No pharmacist is either an “angel” or a “devil” either personally or in a business way. The sources of friction exist everywhere. And just as surely, as is being demonstrated in many areas every day, these can be eliminated and cordial competition can replace the undeclared war within the local trade that might exist today.

Getting along with one's competitors requires both group action and individual action on the local level. Each of us must contribute more than he receives to the local program for in many cases there will

be one individual whose stubbornness cannot be overcome except over a considerable period of time.

In paragraphs to follow is a summarization of what many pharmacists are doing today to foster pleasant competitive situations in their own areas. It is offered for each reader's consideration. Perhaps we can never completely eliminate all of the “devils” within the trade but at least the practice of these proven methods will tend to clip the edges of their wings somewhat.

Local Group Organization is essential toward this end. Where the community is not large enough to support an association the pharmacists therein can benefit with a club which will meet for social and business problem discussion at least once a month. In such meetings we tend to get better acquainted with one another; understand everyone's problem. With understanding we acquire the necessary tolerance of others mistakes.

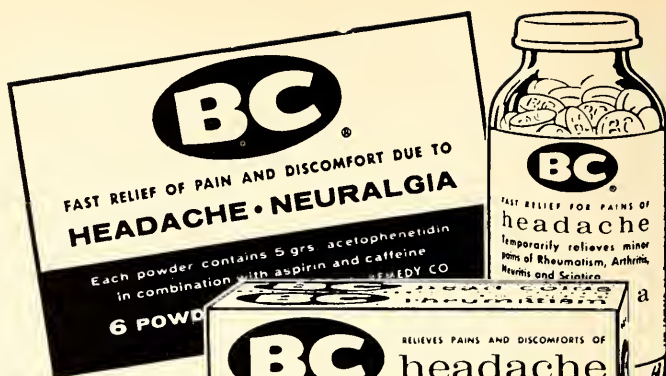
This same principle applies right down to areas where there may be but two stores in business. The better acquainted these competitors can become the less friction will develop between them. Sometimes it may take an enormous amount of bending over backward on the part of one to develop such a situation but the end result always justifies such sacrifice.

Such meetings afford an opportunity to exchange experience, information and data which will contribute toward a healthier profit situation for all concerned. Experience shows that when they are limited to business problems and no effort is made to make the relationship too personal, better results are usually obtained.

Ignore Customer Gossip. More business friendships have been ruined by customer

(Concluded on page 19)

POWDERS



TABLETS



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in the relief
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- BC** FAST . . . starts working in minutes
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gossip than any other cause. There are always individuals who love to see us boil over when they spill out tales of what a competitor is doing; and we can be dead certain their story has about one part of truth to nine of pure fiction.

Where highest degree of business amiability exists between competitors we invariably find that no one individual pays attention to such gossip from customers or anyone else. He listens to what they have to say and never forms an opinion or expresses a thought until he has made a personal check-up on that highly colored information.

Avoid Business Jealousy. Often competitors will develop an unhealthy situation where a good one had existed solely over jealousy or resentment of the success of another. Invariably we have found the most successful pharmacists give full credit to the good ideas their competitors have developed, do not try to challenge them, but instead expend their effort in developing ideas of their own.

If our competitor has made a tremendous success of some new idea we will hardly contribute to a cordial relationship by countering with a duplicate of the idea at a lower price. It's far wiser to expend our effort in developing something of our own.

Readiness To Help one's competitors in times of adversity or disaster has always built business friendships. Some times the temptation arises to take advantage of such a situation; it is always better resisted.

Our Own Business Problems are usually sufficient to absorb any spare time one may have in this business. Taking time from these to worry about a competitor means work must go undone in our own store.

"I really started going places when I forgot about the idea of keeping an eye on my competitors and trying to outguess them," one successful pharmacist told us not long ago, "Now my system is to give every spare moment to working up new business getting ideas for my own store."

"People tell me my big competitor is now worrying about me. I've come to the conclusion that is the best way to get ahead."

Work With Competitors in all types of

civil organizations from the chamber of commerce to business and social clubs. Such a spirit of co-operation is catching. It also discourages the gossips and trouble makers who delight in setting one business man against another.

Developing Co-Operative Promotions from time to time is an excellent way of increasing friendly relations between competitors. They give us a chance to work together on a single idea for the common good.

Any or all of these can be used in any local situation, whether there be two stores therein or a score. All create an atmosphere of understanding toward one another. The latter is an guarantee there will be few misunderstandings.

They will show each of us that more of those competitors are "angels" than are "devils."

The Folly of Price Cutting

Figuring gross profit at 30%, a price cut of—

5% requires 14% more dollar volume and the handling of 20% more merchandise.

8% requires 25% more dollar volume and the handling of 36½% more merchandise.

10% requires 35% more dollar volume and the handling of 50% more merchandise.

12% requires 50% more dollar volume and the handling of 73¾% more merchandise.

15% requires 70% more dollar volume and handling of 100% more merchandise.

20% requires 140% more dollar volume and the handling of 200% more merchandise.

Example: If you cut the price 15% on a \$100.00 sale, it is necessary to sell \$170.00 in volume and handle twice as much merchandise before you can make a profit of \$30.00 to which the original \$100.00 sale entitles you.

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"New Label Requirement"

BY N. O. McDOWELL, JR.

- Q. A new rule and regulation of the Board of Pharmacy requires, among other things, the name of the pharmacist who either fills or supervises the filling of all prescriptions to appear on the label. What is the purpose of this regulation?
- A. This regulation, like all others, is designed to secure compliance with the pharmacy laws in the interest of protecting the public health. The Board is charged with this duty and has for many years sought ways to secure full compliance with the laws, particularly as they relate to the illegal filling and refilling of prescriptions. Continued violations of these laws clearly indicate that some new approach to the problem is needed in order to stop repeated violations. Un-

less violations of the pharmacy laws cease, either through voluntary efforts on the part of those involved, or by some means involving enforcement procedures, then pharmacy stands to lose its privilege of self-regulation. This label requirement simply assures to the public that it is receiving that quality and safety of service to which it is entitled under the law. Further, it identifies to the public that person who is legally responsible in the event of errors or omissions in filling prescriptions.

- Q. When will enforcement begin on the new labeling regulation?
- A. This regulation was adopted by the Board of Pharmacy on October 31, 1961, to become effective July 1, 1962. This allows six months for the preparing of labels, etc., so as to be ready when enforcement begins on July 1.
- Q. Won't it be difficult to find space on labels for all the information which this regulation requires?
- A. Practically all the items required for a label are already being placed on prescription labels. The addition of the words "This prescription filled by John Doe" may be new to some operations. However, many pharmacies are already using this procedure, and it has proved to be very easy once a plan is designed to suit a particular operation. Many stores, particularly those with one pharmacist, can have labels printed (or a rubber stamp may be used) which will carry the required wording either at the top or bottom of each label. Stores with more than one pharmacist may find it advantageous to have small supplementary labels printed with the names of the several pharmacists on different batches. If a prescription is filled by one pharmacist, his label would be attached. If it is refilled by a different pharmacist,

then the first small label can be removed and one with the name of the pharmacist doing the refilling can be applied. If the label giving the other information as required does not need changing, then it could be left intact.

The stores already using this procedure state that the small amount of time involved is well worth the effort since it has established a rapport with their customers which has been of great value, something which can contribute greatly to the image of pharmacy.

9. What is to prevent unlicensed persons from placing the name of the pharmacist on prescription labels even though the pharmacist did not supervise the filling of the prescription?

10. No law, rule, or regulation can prevent violations. However, since the penalty for such a violation may be the loss of the permit to operate a pharmacy, it is felt that the pharmacist and/or owner will seek to comply in an effort to prevent such a loss. It is expected that regular checks will be made to determine if there is compliance.

11. I am not a pharmacist but am the owner of a drug store. May I fill prescriptions when my pharmacist is absent from the store?

12. No. By virtue of a ruling of the Supreme Court of North Carolina unlicensed persons may fill prescriptions only under the immediate, direct, and personal supervision of a licensed pharmacist or licensed assistant pharmacist. When no such licensed person is present and rendering such supervision the filling of prescriptions must cease.

13. May I sell legend drugs to a rest home or convalescent home?

14. It is assumed that the question implies if such a sale can be made without benefit of a prescription. If this is the case, the answer is No. A prescription is required for all legend drugs when sold to such places as rest homes, convalescent homes, or boarding homes.

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Potential Students Come from States Other Than North Carolina

Students interested in studying pharmacy at the University of North Carolina are not confined to the Tar Heel State as one might surmise. In a recent list of twenty-two requests for information received by the School, the following states were represented:

| | | | |
|-------------------|--------------|----------|----|
| North Carolina—13 | New York | —1 | |
| South Carolina—2 | Pennsylvania | —1 | |
| Virginia | —3 | Maryland | —1 |
| Tennessee | —1 | | |

Several hundred such prospects will be written, screened, interviewed, etc. by Assistant Dean Melvin Chambers in preparation for the pre-pharmacy class of 1962.

Since there is no limit on the number of qualified pre-pharmacy students the University can accept, if you know of an alert, intelligent, industrious student interested in Pharmacy as a career, write Dean Chambers. He will get off a personal letter to your prospect.

Editorial from The Goldsboro News-Argus

No man we know of has done as much for pharmacy in North Carolina as John E. F. Hicks.

No man has passed on to other men in as great number the deep dedication to pharmacy and its principles as a way of service.

No man we know can point to so many successful pharmacists who got their first incentives and much training under John E. F. Hicks.

No pharmacist can point to the beginning influence on such a national figure in modern drug chemistry as Coy Waller.

No man can list as many years of happy service as co-laborer with the medical profession in compounding and filling prescriptions for the alleviation of suffering or the cure or prevention of disease.

From the days when he was graduated at the Philadelphia College of Pharmacy John Hicks of Goldsboro has been a recognized leader in the pharmacy profession.

Former student of this pioneer are discussing among themselves the staging of a dinner honoring Mr. Hicks.

All Goldsboro and all pharmacists will endorse this idea and want to have a part in showing fitting respect and honor to one whose long life of service so richly deserves recognition.

Coy Waller is the very man to bring the tribute upon the occasion of any dinner or occasion which may take shape.

Half a Million for Siler City Drug

Under heading of "500,000," Siler City Drug announced by way of a special half-page newspaper message that it had reached the half million point in number of prescriptions filled.

For having presented Rx #500,000, Mrs. Elizabeth Harris of Route 1, Siler City, not only received the prescription without cost but two others which she had brought into the pharmacy.

Since refills and narcotic prescriptions were not counted in the half million total, our estimate, based on 50% refills and the known narcotic total of 96,000, is that the pharmacy's complete Rx figure is closer to 850,000 than half a million.

Siler City Drug was established in 1922 by Frank G. Brooks, Sr. C. M. Ferguson, Jr. of Durham joined the firm in July, 1950 and five years later, Frank G. Brooks, Jr. became the third pharmacist at the pharmacy after graduation from the School of Pharmacy, University of North Carolina.

Looking to the future, the pharmacists of Siler City Drug have this to say: "Records of the past merely serve to stimulate us for the years ahead. As we look to the future we do so with even greater determination to render the best possible service we can to the people for whom we've been 'Prescription Druggists Since 1922.'"

For seventy-seven years

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SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-third volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

NEWS BRIEFS

Burlington—Mrs. Grey B. White, a 1954 graduate of the UNC School of Pharmacy, is chief pharmacist at the newly opened hospital in Burlington. Her husband, Graham White, is owner-manager of Burlington's Acme Drug Company.

Wilson—Among eight professional floats in the Wilson Christmas Parade was one sponsored by the Wilson County Drug Club. More than 75 units participated in the event, including Miss Merry Christmas from Atlantic Christian College.

Raleigh—The News & Observer (December 4) carried a picture of a soda fountain just installed (1911) in Brantley's Drug Store, which in those days was the only one of its kind in the South, except one in Atlanta, Georgia.

Spindale—Noah Simpson, manager of Spindale Drug Company, has been named vice president of the Spindale Merchants Association for the coming year.

New Bern—A pre-Christmas visitor to Tony's Drug Store threw a brick thru the front door and departed with cash from the store's registers. Police are investigating the break-in.

Valdese—The old flim-flam deal of getting employee confused over bill presented for purchase and one for change was worked successfully at the Waldensian Pharmacy. There are few pharmacies in the state that at one time or another have not contributed \$10 when involved in a similar incident.

Asheboro—Leo Carter has announced the Mann Drug Store has been granted a Rexall franchise.

Mebane—James S. White, owner of the Carolina Rexall Drug Store, was pleased over the reception accorded the 2-day grand re-opening celebration of his newly remodeled self-service pharmacy.

Wilmington—Speaking at a meeting of the Emeritus Club, C. Joseph Wheeler of Goldsboro, said: "If my firm were to wipe out altogether its profits on an average prescription, it would result in a saving to the patient of only a half-cent a tablet."

Winston-Salem—For obtaining barbiturates under false pretense, Judge Leroy W. Sams sentenced Maude Valentino Talbert to serve four months in jail.



Albert S. Clay of Durham is inducted into N. C. Academy of Pharmacy by NCPA President Robert B. Hall (right). George Harris, President of the Durham-Orange Drug Club, is at the left.

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EASTER BUNNY GIFT. Soft and Cuddly plush rabbit atop 1 lb. Box Bountiful \$4.00



HAWAIIAN VOGUE FOR EASTER Handwoven straw shopping bag with 1 lb. Box Bountiful \$6.50



BAMBOO EASTER BASKET. Colorful handied basket wrapped in bright cello and ribbon. Assorted chocolate covered foil eggs and other Easter candies \$2.19



EASTER HAT BOX. Ribbon tied Fruit and Nut Divinity Egg with thick Milk Chocolate coating. \$1.25



EASTER IN NASSAU White sequin decorated. With 1 lb. Box Bountiful \$6.50

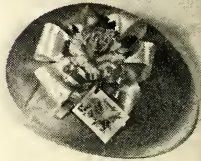
SALES MULTIPLY FAST with Nunnally's complete selection of exciting Easter candies. Attractive Easter Valance Kit is furnished with your order. Ask your Nunnally's representative to show you the complete line that will KEEP PROFITS HOPPIN' AT EASTER.



BUTTER CREAM EGG Dark Chocolate Coating 1/2 lb. \$.69



EASTER EGG SHOP. Open display box sells delicious candy eggs in chocolate and non-chocolate. Hand decorated or in colorful foil. 12 pieces \$1.00



EASTER WOOD VIOLET OVAL Decorated Satin Box with floral corsage, wide ribbon and bow. Choice selection of favorite centers dipped in Milk and Dark Chocolate. 1 lb. \$3.25

Nunnally's
THE CANDY OF THE SOUTH
AUGUSTA ATLANTA



A son, Raymond Manos, to Lt. and Mrs. Gene Dutton, currently of the armed forces, living at 4516 Johnwall Court, Columbia, South Carolina, November 26, 1961.

Engagements

February 18th has been chosen for the wedding date of Miss Dorothy Bingham Reaves, daughter of Mr. and Mrs. L. E. Reaves, Jr. of Fayetteville, to Harold Ball, Eli Lilly representative. Both Miss Reaves and Mr. Ball are graduates of the UNC School of Pharmacy.

Local Druggist Gets Vote of Confidence

When they have to buy prescription drugs for themselves or their families, American homemakers rely almost completely on their local druggist, according to a survey of women homemaker-delegates assembled in Chicago this week (Sept. 24-28) for McCall's Fifth Annual Congress on Better Living. Ninety-five percent of the 65 women representing America's families at the Congress said they always had prescriptions filled at the local drugstore or pharmacy; only two percent utilize the drug departments of departments stores, and not one had ever had a prescription filled by a drug discount house.—Reprinted from the N. C. Medical Journal, Nov. 1961.

\$500 Plus Two Years Probation

These comments by an Eastern North Carolina judge are significant when viewed in relation to enforcement of the Food, Drug and Cosmetic Act.

The pharmacist, charged on seven counts of dispensing drugs without a physician's prescription, was fined \$500 and placed on probation for two years. The pharmacist pleaded *nolo contendere* (no contest):

"Since some persons cannot take certain drugs because of certain reactions to them the Congress has enacted the laws for the protection of every one," he continued.

"In some cases, persons actually lose consciousness immediately after inoculation. If a doctor knows about it, he can give other treatments to counteract the effects, but if he doesn't, all he has is an unconscious person.

There are also types of drugs which truck drivers sometimes used to get at truck stops on long distance trips to keep them from getting fatigued. They drive for seven or eight hours and then take one of these 'goof-balls' or 'bennies' and then drive another three or four hours. When the body of a human being can no longer react to these artificial stimulants, the driver collapses against the steering wheel and possible veers to the left side of the road and causes a head-on collision.

"So you see, the Congress passed these laws not just for a few people, but for the protection of everyone.

"If there are those who think the law is wrong, then there are ways to change it. If the law is right, then violations must be stopped."

SMITH WHOLESALE DRUG CO. SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business




Carolina Camera

Top: Wilkins Harden (left), President of the American College of Apothecaries, is shown with William S. Apple (center) of the American Pharmaceutical Association and Henry H. Gregg, immediate past president of the ACA. The occasion was presentation of ACA's J. Leon Laseoff Memorial Award to Dr. Apple.

Center: Shown with Mrs. Leslie Myers of Winston-Salem, president of The Woman's Auxiliary of the NCPA, is (left) Mrs. Gertrude George of Kannapolis, president of the Cabarrus County Auxiliary, and Mrs. Edward Whitley of Concord.

Bottom: Mrs. Myers is shown with officers of the High Point Auxiliary, left to right: Mrs. William P. Shoemaker, president; Mrs. Gertrude George; Mrs. Ernest R. Anderson, hostess for the meeting, and Mrs. S. O. Bailey, a committee chairman.

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home..... for the life of the Prescription.

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and
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CREAM**

people like it
and buy it

Tastes Great . . . It's

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Simpson Opens Pharmacy in Statesville

Statesville's Medical Center Pharmacy, with 26 departments occupying about 5,000 square feet of floor space, was officially opened on December 4.

The new pharmacy is owned by Mr. and Mrs. J. T. Simpson and Mr. and Mrs. John Gardner. Simpson is the manager; Gardner remains with his pharmacy operations in Mooresville.

Mr. Simpson is a native of Rock Hill, South Carolina and a graduate in pharmacy (1951) of the University of South Carolina. For several years he was associated with Wilkins Harden of Columbia, and, immediately prior to locating in North Carolina, he represented one of the pharmaceutical houses as a MSR.

The new pharmacy occupies quarters in the Brookdale Square Shopping Center on Davie Avenue.

He'll Bet on You!

How long will you live? If you're a 35 year old man, the actuary figures that you'll probably reach the ripe age of 71; a 35 year old woman's life expectancy is three years longer. Did you know that insurance companies consider you a better risk if your weight is 15-20 pounds below average? Or that airline pilots once had to pay \$25 extra per thousand dollars of life insurance but are now considered as safe a bet as you in your office or plant? Many factors—including some that probably wouldn't occur to you—figure in the determination of your life insurance policy.

Life Expectancy Chart

| Age | MEN | WOMEN | |
|-----|-------------|-------|-------------|
| | Years-to-Go | Age | Years-to-Go |
| 15 | 54.95 | 15 | 57.72 |
| 20 | 50.37 | 20 | 53.11 |
| 25 | 45.82 | 25 | 48.55 |
| 30 | 41.25 | 30 | 43.96 |
| 35 | 36.69 | 35 | 39.45 |
| 40 | 32.18 | 40 | 34.88 |
| 45 | 27.81 | 45 | 30.41 |
| 50 | 23.63 | 50 | 26.11 |
| 55 | 19.71 | 55 | 22.06 |
| 60 | 16.12 | 60 | 18.25 |
| 65 | 12.90 | 65 | 14.78 |



An Exterior View of John Henley's New Clinic Pharmacy of Hope Mills. The brick used in the Pharmacy date back to 1839.



crowd pleasers a la Lance!



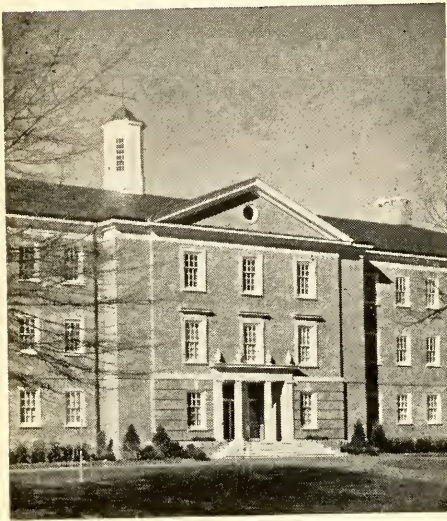
More people prefer and buy tasty Lance snacks than any other brand. And no wonder...

They're always fresh and there's a wide variety to choose from.

Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

UNC PHARMACY SCHOOL NOTES



Satisfied customers constitute the best advertisement. All pharmacists will agree with this. It is pleasing to report that this has proved true for Miss Noble's book on the history of the School of Pharmacy particularly as shown by repeat orders. There should be a copy of this gratifying record in every North Carolina pharmacy. Copies are available at \$5.15. Checks payable to U. N. C. Press should be sent to the School of Pharmacy, Chapel Hill, N. C.

Probably the best and strongest point made in the history of the School of Pharmacy is the interest and loyal support of the retail profession for its school. The appeal for annual contributions to the North Carolina Pharmaceutical Research Foundation for use in the School of Pharmacy was mailed on December 15. It is not too late for this reminder for a most useful tax deductible contribution.

Dr. Claude Piantadosi, Associate Professor of Pharmaceutical Chemistry received a grant valued at \$18,000.00 for two years from the National Science Foundation for the continuation of fundamental research on the Chemistry and Metabolism of Plasmalogen and related substances. The research holds interest in biochemistry for the under-

standing of the role of these important biological substances in living tissue.

The recent arrival of the fourth volume of *American Men of Science*, tenth edition completed this generous gift of Mr. Rowe B. Campbell, Peoples Drug Store, Taylorsville to the pharmacy library.

Three television programs were given by pharmacy teachers on WUNC-TV during December. On December 6, Dr. Claude Piantadosi discussed "pH and Buffered Solutions" in the Nature and Science series for high school students. On December 13, Dean E. A. Brecht discussed "Accident Prevention" with special emphasis on preventing poisoning in children at 2:00 P.M. and "Careers in Pharmacy" at 4:30. In the Accident Prevention program emphasis was given to the "Dennis the Menace Takes a Poke at Poison" published in comic book style by the United States Public Health Service.

The *Directory of Poison Control Centers* published last April 1 by the Poison Control Center Clearinghouse, U.S.P.H.S. listed five in North Carolina; Mercy Hospital, Charlotte; Duke Hospital, Durham; Onslow Memorial Hospital, Jacksonville; Northern Hospital of Surry County, Mount Airy; and James Walker Memorial Hospital, Wilmington. Since then a new Poison Control Center established by pharmacist Tommy Burgess at Elkin has been added. It was surprising not to find the Center at Cabarrus County Memorial Hospital since it has been in successful operation for many years. Twenty-four hour service is required and intended primarily for technical information to physicians.

President Wade A. Gilliam of Winston-Salem and Secretary E. A. Brecht represented the North Carolina Pharmaceutical Research Foundation at the annual meeting of the University of North Carolina Development Council held on December 2 at the Morehead Planetarium in Chapel Hill.

Dean E. A. Brecht was a guest at the annual dinner meeting of the Dental Foundation of North Carolina held at the Carolina Inn on December 6.

The student organizations of the School of Pharmacy held its annual Christmas party at Maultsby's Cabin on December 8.

The second program of the Tagore Centenary was held on December 11 in the assembly room of Beard Hall. Tagore was a famous poet and artist of India, and his memory was honored by a campus society.

Saul Borodkin passed the final oral examination for the degree of Doctor of Philosophy on December 15. His dissertation discussed the synthesis of sixty-six derivatives, sixty of them new compounds, of orotic acid. The compounds have interest as possible anti-metabolites. The research was supported by Smith, Kline and French Laboratories.

On Saturday, November 18, it was noticed by one of the custodians of the Pharmacy Building that the three valuable carbon dioxide fire extinguishers disappeared from the north end of the three halls. A visit to neighboring fraternity houses by Arthur Beaumont, Security Officer for the University produced no results. The following Tuesday it was noticed that the extinguishers had been replaced as mysteriously as they disappeared. Whats more, official tags showed that each had been completely recharged. Question, did one of the fraternities borrow the extinguishers for the Beat Dook Parade?

Student Branches, N.C.P.A. and A.Ph.A.

The December meeting was held on the twelfth as a Christmas party in the Student Center of Beard Hall.

Kappa Psi

Reported by HAL REAVES, Public Relations Chairman

On Thursday, November 16, Kappa Psi entered and won the championship at the annual intramural Rod and Gun Meet held just outside of Chapel Hill. Out of the four events held, the U.N.C. chapter captured two first place wins and tied for second place in a third event. Those boys who participated were: Gerald May, Bruce Honeycutt, Jerry Price, Bill Allgood, Arthur Hill and Hal Reaves.

On Thursday night, December 7, the fraternity entertained members of the faculty

at an Egg Nog Party which is held especially for the Pharmacy School staff every year before adjourning for the Christmas holidays.

Another pre-Christmas get together materialized in Monday night, December 11, at the fraternity house. This was the annual Christmas tree decorating party. Since most of the decorations must have a woman's touch, pharmacy and pre-pharmacy girls were invited to help the boys prepare the house for the yuletide season. Refreshments were served, and there was fun for all.

Phi Delta Chi

The brothers of Phi Delta Chi moved into the house on December 1 following completion of reconstruction, phase I.

A Webeob high-fi stereo record player was won in the Phillip-Morris Marlboro Contest.

Historical Notes

By ALICE NOBLE, *Research Historian*

On the roll of members of the N.C.P.A. from 1881 through 1895 is the name of John Vaughn Jordan. He was born in Philadelphia, lived in Charleston, S. C., and made his home in New Bern from 1853 until his death. A friend said of him: "He is personally of polished and easy manner, justly merits the confidence he holds of the community and the influential place he has attained to as a druggist, man and citizen. . . . He is one of those men who sustain the proud position the sons of New Bern have held since the earliest history of our country." He married a New Bern lady, Mrs. Julia Lane, and had a family of two and one adopted child.

When the War Between the States was declared, Mr. Jordan enlisted promptly in the service of the Confederacy. He organized and was colonel of the 31st N. C. Regiment, which saw service in Georgia, South Carolina, on Roanoke Island and in Virginia. He was a brave commander, was wounded at Drury's Bluff, was taken prisoner at Roanoke Island, and after being exchanged, was wounded in the battle of Bermuda Hundred. His command was surrendered, under General Johnston, in the final days of the War.

Shortly after Mr. Jordan established his

(Concluded on page 36)

AMA: Percentage Leases Unethical

The American Medical Association House of Delegates has officially adopted a Judicial Council supplementary report that—

“Rentals by physicians for space leased by them to pharmacist based on a percentage of income are unethical; (and) rental fees charged by physicians for space leased by them to pharmacists must be reasonable according to the commonly accepted standards of the community or they are unethical.”

The action was taken on November 29 by the House of Delegates meeting during the 1961 AMA Clinical Session in Denver, following a conference between the AMA Judicial Council and representatives of APhA, ACA and NARD on November 26. During this conference which resulted in the AMA action, APhA and its affiliate, the ACA, took the position that

- (1) it is unethical for physicians to own pharmacies;
- (2) sliding scale rental or rental of space

by physicians for pharmacies based on a percent of income is unethical; and
(3) unreasonable fixed fee rentals having no relation to the rental charge for like facilities is unethical.

While AMA took positive action on pharmacy rental arrangements with physicians they left standing their policy that it is not considered unethical for a physician to own or operate a pharmacy provided there is no exploitation of the patient, pending further study and a report to be made at the AMA annual meeting next June.

APhA Presents Pharmacy's Story to Kefauver Subcommittee

Two members of the North Carolina Pharmaceutical Association—H. C. McAllister of Chapel Hill and Wilkins Harden of Columbia, South Carolina—were present in Washington on December 19 when the American Pharmaceutical Association presented its views to the Kefauver Subcommittee on Antitrust and Monopoly. Mr. McAllister is president of the National Association of Boards of Pharmacy while Mr. Harden is the newly installed president of the American College of Apothecaries (page 28).

In his testimony before the Senate Subcommittee, A.Ph.A. Secretary William S. Apple made these points, in part:

—Americans annually spend \$37 for tobacco, \$54 for liquor but only \$12 for prescribed drugs, or \$1 a month.

—If every pharmacist eliminated his fee and every pharmaceutical plant went on a non-profit basis, some people would still complain about drug costs.

—The community pharmacy, with its supply of life-saving drugs, is only minutes away from 95% of the population.

—The Kefauver hearings have distorted the public's view of the pharmacist and he has been receiving all the complaints.

—Pharmacists dispense some two million prescriptions a day and provide non-prescription service to another four million.

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POWERS-TAYLOR DRUG CO.
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DOINGS

OF THE AUXILIARIES

- High Point—Mrs. Zollie Collins, Jr.
- Winston-Salem—Mrs. Garland F. Benton, Jr.
- Charlotte—Mrs. C. H. Smith
- Rowan-Davie—Mrs. George A. Albright, Jr.

High Point

The High Point Pharmaceutical Auxiliary met November 28th at the home of Mrs. Joe Bland. Mrs. Bland opened with a Christmas devotion.

Mrs. Al Bundy, Vice-President, introduced the guest of the evening, Mrs. Lewis Wagstaff, who showed several new Christmas decorations and food ideas. After the program Mrs. Wagstaff was presented a gift from the group.

The treasurer's report was given by Mrs. William Shoemaker, president, in the absence of the treasurer. Mrs. Shoemaker presided over a short business session. Plans for the December meeting were discussed, and a bridge-social was decided on for the Christmas meeting to be held December 12th at the home of the President.

Door prizes were won by Mrs. Carson Southern and Mrs. S. O. Bailey.

Winston-Salem

The December meeting of the Winston-Salem Apothecary Club was held at the home of Mrs. A. R. Johnson. Twenty members and three guests were present.

The President, Mrs. Roger Sloop, opened the business session and the minutes were read and approved. The treasury report was \$122.01 with 24 members having paid their dues.

There was no unfinished business and it was decided that all new business would be on the agenda for the first meeting of the new year. Goodbyes were given by all mem-

bers to the Vice-President, Mrs. Byron Crowley, who is moving to Charlotte.

The program for the evening featured an auction of gifts made by the club members. Mrs. Eddie Swicegood, professional auctioneer, carried out a most successful evening with a final total of \$64.50 for all items sold.

Charlotte

The Charlotte Woman's Druggist Auxiliary held their regular monthly luncheon meeting at the Kirkwood Room, December 12th. Mrs. A. K. Hardee, President, presided. Christmas decorations were used. Edward Hemmle, son of Mr. and Mrs. E. H. Hemmle, served as Santa Claus and gave each member a gift.

Each year the Auxiliary remembers the children at Good Samaritan Hospital with toys.

Mrs. I. B. Nichols gave the Devotion. Reports were heard from the various committees.

Four Little Girls in Blue, introduced by Mrs. Ross L. Cooper, gave a musical program.

Rowan-Davie

Sixteen members of the Rowan-Davie Drug Auxiliary met December 6 for their regular monthly luncheon meeting at the Chanticleer Restaurant with Mrs. Paul Miller, presiding. An inspiring devotional was presented by Mrs. Ray Kiser.

Mrs. Miller presented a plan to the members for making extra money to add to the treasury without the necessity of working on a project. Ketner's Food Town Stores will pay the organization \$1.00 per member to make a tour of their meat and produce departments. It was requested the president make a tentative date for the tour and report to the club in January.

Mrs. Billie Pittman conducted the annual Christmas program of exchanging gifts. The members voted Mrs. John Brown's gift as the one most attractively wrapped. The door prize was also won by Mrs. Brown.

Hostesses for the day were Mesdames Robert Hall, E. D. Hoyle, M. H. Hoyle, Sr. and Robert Hoyle.

The Harrison Narcotic Law and Its Regulations Explained

(Published and distributed by Smith Wholesale Drug Co., Spartanburg, S. C. Price \$1.00)

The newly revised edition of "The Harrison Narcotic Law and Its Regulations Explained" is being published and distributed as a service to pharmacy. This 40-page booklet is a compendium of the Harrison Narcotic Law, written to answer questions as to what the pharmacist can or cannot do, or must or must not do, under the Harrison Narcotic Law to conform to Regulations 5, effective March 20, 1959, and subsequent changes to and including December 21, 1960.

This booklet has been and is now being used in several schools of pharmacy as part of their jurisprudence instruction; also, it is used in retail drug store prescription departments as a ready reference to the Narcotic Law.

Bill Shelley, Pharmacist, Smith Wholesale Drug Company, edited this revision, with the advice and cooperation of Robert W. Morrison, Dean, School of Pharmacy, University of South Carolina, and Thomas D. Wyatt, Chief Drug inspector, State of South Carolina.

Within this booklet are several useful ready references, among them being a summary of the four categories of narcotic classifications, classes "A," "B," "X," and "M" briefly explained as outlined recently by the Commissioner, Bureau of Narcotics. Other important things that can be referred to quickly: reports to make and to whom by wholesalers and retailers; order form suggestions; oral or telephoned prescription regulations; how to dispose of unwanted narcotics; steps that should be taken when a drug store changes ownership concerning narcotics; numerous do's and don'ts concerning exempt narcotic preparations; a section is also devoted to suggestions for physicians. On the back cover is a ready reference table of classes and rates of taxation under the Harrison Narcotic Law.

Lucky Saucer

A famous art collector was walking through Greenwich Village when he spied a

mangy cat lapping milk from an old saucer in front of the store. The collector did a double take when he saw the saucer. It was old and very valuable. Casually sauntering into the store he offered to buy the cat for two dollars. "Sorry, mister," the proprietor said, "The cat is not for sale." "Come now," said the collector, "I need a hungry cat around the house to catch mice. I'll give you ten dollars for it." "Sold," said the owner, taking the ten. "I was wondering," added the collector, "whether for the ten dollars, you wouldn't mind including the saucer. The cat seems to be used to it. It'll save me a dish." "Sorry, mister," was the firm reply. "That's my lucky saucer. So far this week, I've sold 68 cats."

HISTORICAL NOTES

(Continued from page 33)

home in New Bern he became a clerk in the drug store of F. J. Hughes, whom he afterwards succeeded in business. When the War was over he re-entered the practice of pharmacy and was regarded as one of the most careful and competent men in his profession (When the first North Carolina Pharmacy Law was enacted in 1881 Colonel Jordan was licensed as a pharmacist.) A description of Jordan's Drug Store, written in 1885, says: "Colonel Jordan has been engaged in the drug business upwards of thirty years, during which time he has established a reputation which cannot be shaken. His name as a reliable and skilled pharmacist is respected over the whole eastern country. . . . His spacious store, newly furnished in a modern and attractive style is well located near the post office and filled to repletion with a comprehensive stock valued at from \$3,000 to \$4,000. This consists of a full line of pure foreign and domestic drugs and chemicals obtained from the most reliable houses in the trade. All are carried the leading patent medicine, perfumery, toilet articles and garden seeds. To the prescription department the druggist gives careful and special attention and he is assisted in the store by competent help. . . ."

Colonel Jordan died in New Bern on September 5, 1895 in the 64th year of his age.

HOW THE PUBLIC VIEWS THE PHARMACIST

(Continued from page 9)

6. Many consumers report that they have purchased drug products from mail-order companies and would be willing to have these companies fill their prescriptions, if not too much delay occurred.
7. Insofar as can be ascertained, the majority of consumers are convinced that Senator Kefauver is performing an outstanding public service through his investigation of the "evils of the drug industry."
8. Consumers assume that governmental regulations afford them full protection in their purchase of drug products regardless of the outlets from which made or the conditions under which made.

Many of these concepts and attitudes are ebulous at best, some are irrational, many are based upon incomplete or faulty information, and some represent wishful thinking. Regardless of their validity or rationality, however, they appear to be held by a sufficient number of consumers to cause serious concern among those who have an interest in drug distribution and the profession of pharmacy.

The concepts consumers hold concerning the means by which their pharmaceutical needs can be met most satisfactorily rest upon the "images" they develop: (1) of what constitutes a drug outlet, and (2) of the degree of competency they assume to be necessary on the part of the person who provides them prescription service. These images were at one time clear and unmistakable. Consumers could identify a drug store, and they knew that this was the sole source from which they could supply their retail medical needs. Moreover, they knew their pharmacist, usually referred to him affectionately as "Doe," and they had full confidence in his knowledge and competency.

Today, these images are anything but clear. In many communities, consumers are unable to distinguish a drug store from a department store or a variety store, and they can obtain their drug needs from a wide variety of retail outlets. Further, their prescription needs are filled by strangers and by personnel who spend most of their

time dispensing everything except drug and medical products. The old "Doe" of the past generation has gone the way of the horse and buggy, and consumers have developed the concept that filling prescriptions is merely a clerical function which can be performed by anyone who can read and count.

The basic reasons for the confused images of drug distribution developed by consumers lie in the changes taking place in the retail structure. The two most important of these are: (1) the scrambling of merchandise lines, and (2) the increase in the size of retail stores. Neither of these developments is new, and both represent evolutionary rather than revolutionary changes.

Scrambling of merchandise began in this country when the general store superseded the trading post. It was further extended when the mail-order and department stores developed. Retail drug stores were perhaps the earlier of the speciality stores to widen their lines, and in recent years scrambling has been extended to every line of retailing. In fact, it has increased to such an extent that it is today almost impossible to identify stores in any retail line.

No mystery surrounds the reasons for the scrambling of merchandise lines, for it was and is a logical development based upon sound economic facts. Foremost of these were the individual merchant's desire to serve his customers more completely and more satisfactorily, of his desire to utilize selling space more effectively, and of his need to cover the ever-increasing retail operating costs. At the same time manufacturers were moving into mass production and many had excess capacity. If they were to sell their output in quantities sufficient to lower unit costs and enable them to realize the profits desired, they had to have wider and more intensive distribution at the retail level.

The drug store was naturally one of the first retail outlets sought by manufacturers for wider distribution of their goods. This outlet usually had a prime location, it had high traffic density, it was open more hours than other retail stores, and few products were endangered with trading-down in consumers' eyes when they were placed in a

HOW THE PUBLIC VIEWS THE PHARMACIST

drug store. When still wider distribution was needed, manufacturers began to seek other types of outlets, and in this move they were assisted by the development of mass communication media.

Through the use of these advertising media it was possible for the supplier to gain consumer recognition of his name and product, in many instances to obtain consumer preference, and sometimes to gain consumer insistence. Thus, the consumer's patronage and loyalty were shifted from the retailer to the manufacturer, and the latter could then use almost any kind of retail outlet for the distribution of his goods. Also, if he were able to pre-sell the consumer, he could force a retailer to stock his line whether the latter wanted to do so or not. Therefore, in view of this promotional power, and of the other economic conditions at both the retail and manufacturing levels, extensive scrambling of merchandise was inevitable. Moreover, it fostered the development of larger store units.

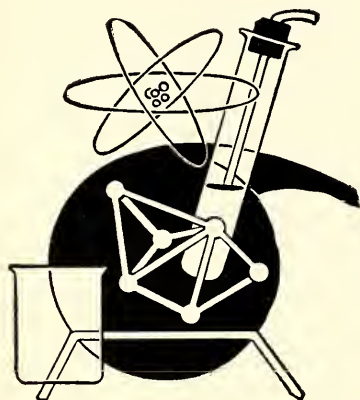
Scrambling was further encouraged, and the growth in the size of retail establishments was further accelerated, by the expansion of outlying shopping centers in recent years. These centers are real estate ventures, and they are operated in the manner that will net the greatest rental revenue for the developers. Consequently, the latter seek heavy traffic pulling outlets, which include, first and foremost, food and drug stores. In these they want large rather than

small establishments, since rent is based primarily on sales volume. The operators of these centers, therefore, are not interested in a traditional drug store doing \$60,000 to \$100,000 annual business, but rather in one that will do from a quarter million and up. This can mean but one thing, namely, that the drug store in most shopping centers must be a large outlet with its line scrambled to such an extent that drug and medical products can scarcely be recognized in the mix.

When a retail outlet loses its identity because of a wide mix of merchandise, and as it increases in both physical size and sales volume, its relationship with customers becomes impersonal. This impersonal nature becomes even more pronounced when self-service is adopted, as it has been in most of the stores that have taken on drug lines or expanded from these lines into others. Also, the high mobility of our population and the rapid urbanization of the nation further foster the development of impersonal retailing relationships.

As retail relationships become more impersonal, the consumer no longer patronizes a store because of personal acquaintance, loyalty or the personal attention and service he might get. Thus, the national corporate name and the national brand names become of paramount importance and replace the personal confidence which the consumer formerly placed in the retail drug proprietor and his personnel.

With respect to the changing image held of the pharmacist, one factor particularly confuses the consumer on the competence necessary for filling prescriptions. This is that he can see the pharmacist—in too many stores—count the pills from a bottle or merely change the label. The average consumer knows nothing of the checks and double-checks which the pharmacist might be required to make in these actions, so to him or her no more education or skill is required than in any other department of the store. In fact, it is doubtful if the average consumer thinks filling a prescription today as difficult as brewing a good cup of coffee or putting together a sandwich. And, paradoxically, it appears that at least one jurist holds a similar opinion.



In view of the impersonal retail relationships which have developed, consumers' observations of the pharmacist at work, and their inability to identify a drug store, it is small wonder that consumers are willing to transfer their patronage from the customary drug outlet to other types of retail outlets. Moreover, they have little hesitation in making this transfer, since they believe, or hope, that Uncle Sam, the state government or someone else has set up ample safeguards against any mistakes, malpractice, or other evils which might befall them.

These conditions react most adversely on the pharmacist as a professional man. The essence of professional status is the development and maintenance of confidential, trusted and continuing relationships between the professional and his client. If the pharmacist is to be considered a professional man, it is imperative that the consumer recognize his competency, the need for this competency in supplying his drug needs, and that a personal relationship be established between the pharmacist and his customer. The present trends in retailing appear to be heading in the opposite direction.

In addition to the structural and other distribution changes, other developments have also affected the image consumers hold of the drug outlet and the pharmacist. One of these is that health care is taking a larger portion of the family budget, and as a consequence, consumers are becoming more conscious of drug costs. It is illogical, but American consumers will make an all-out effort to save on the cost of necessities, while at the same time they pay little attention to price increases in non-essentials.

This consciousness of drug prices is furthered by the drug investigations, the wide publicity given these hearings, the development of cut-price drug outlets, the large amount of advertising devoted to the savings possible on mail-order drugs, the variations in prescription prices between stores in the same community, and the entrance of national mail-order houses in the prescription business. Also, as consumers note the number of stores adding drug lines and prescrip-

tion departments, they assume profit opportunities to be unduly high in these lines.

It is comparatively easy to outline the problems facing the traditional drug distribution channels and methods, as well as those confronting pharmacy as a profession. It is quite another problem, however, and a much more difficult one, to suggest what pharmacists as individuals, or through association action, might do to meet these difficulties.

To many, the first and most logical approach is that of seeking additional legislation to protect what are considered to be the legitimate interests of present-day retail drug distributors. Simple and logical as this may appear, and necessary as it is that the pharmaceutical profession take every legal action necessary to assure the proper distribution of drug products, the legislative approach is a dangerous procedure.

The public is misinformed and inadequately informed on marketing policies and practices. Much of the public also holds many misconceptions concerning retailing, and especially the retailing of drug products. But, they will be extremely suspicious of any attempts to limit the outlets in which they might buy, as well as the conditions under which they can buy. The legislative approach, regardless of its validity and necessity, therefore faces the very real danger of public resentment, and more likely than not, it may play into the hands of the newly developing competition.

I am neither a pharmacist nor a lawyer, but it appears that existing laws and regulations relating to pharmacy in North Carolina provide proper safeguards for the public and are adequate to protect the legitimate interests of drug retailers. Laws and regulations are meaningless, however, unless they are enforced effectively. The obligation to see that these are enforced must rest upon the pharmaceutical interests of the state, including every individual retail druggist. If the latter stands by and does nothing about drug selling violations in his community, he is failing to assume both his community and professional responsibilities.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

BALANCES—Prescription balances repaired. Contact Phipps & Bird, Inc., P. O. Box 2V, Richmand 5, Virginia. Telephone MI 4-5401.

FOR SALE—Remington's Practice of Pharmacy, 12th Edition. (1961). 1,866 pages. Price \$22.50. Available from NCPA, Box 151, Chapel Hill, N. C.

Professional Fee

A survey sponsored by Reader's Digest indicated that 75% of pharmacists favor charging a professional fee for prescription filling.

We do not know how many North Carolina pharmacists were included in the Digest's survey but our impression, based on conversations with numerous Tar Heel pharmacists, is that the percentage quoted is far too high for this state. However, there is no question but that this procedure of pricing prescriptions is gaining favor.

Limits Practice

The Massachusetts Board of Registration has adopted a Code of Ethics which pro-

hibits pharmacists in the state from participation in mail order Rx programs, "pick-up stations," and "closed door Rx operations."

Sign

At a street corner in Point Pleasant is a sign "DEAR CROSSING." It is no mistake in spelling. It is a school sign which tells how the town feels about its youngsters.

Postcard from East Germany

On postcard from East Germany this message was penned: II Corinthians 4:8.

Had the communist took the time to look the passage up here is what they would have read: "We are troubled on every side, yet not distressed; we are perplexed but not in despair; persecuted but not forsaken; cast down but not destroyed."

Northeastern Christmas Party

About 100 members and their wives attended the Christmas Party sponsored by the Northeastern Carolina Pharmaceutica Society in Williamston on December 13.

The program included a humorous talk by Mr. Davis of Raleigh, an appearance by "Miss North Carolina" (Susan Kay Wood all of Roanoke Rapids) and the distribution of prizes to all the ladies in attendance.

Alfred N. Martin, president of the Society, presided during the party. A favors for the occasion, Mr. Martin brought Stevens towels and imprinted coasters a special gifts for the ladies.

Officers of the Society for 1962 will be C. B. Clark, Jr. of Williamston, president Joe Tunstall of Washington, vice president and D. R. Davis, Jr. of Williamston, secretary-treasurer.

Quotable Quote by T. L. Jameson

Well, they talk of changing times, and I know that I am old fashioned. But I'll be that ten or fifteen years from now the druggist who is calling his customers by their first names—who is waiting on them—who is answering their questions in a professional manner and is taking the time to understand them—and who keeps his operation going with an air of dignity and professional integrity—will be in business at the same old stand after a lot of the price sellers are gone.

the Cold Season is upon us!



Be sure of adequate stocks
of antibiotics, antihistamines, decongestants
and other seasonal remedies.

Look to your full-line,
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to fill your requirements — fast!

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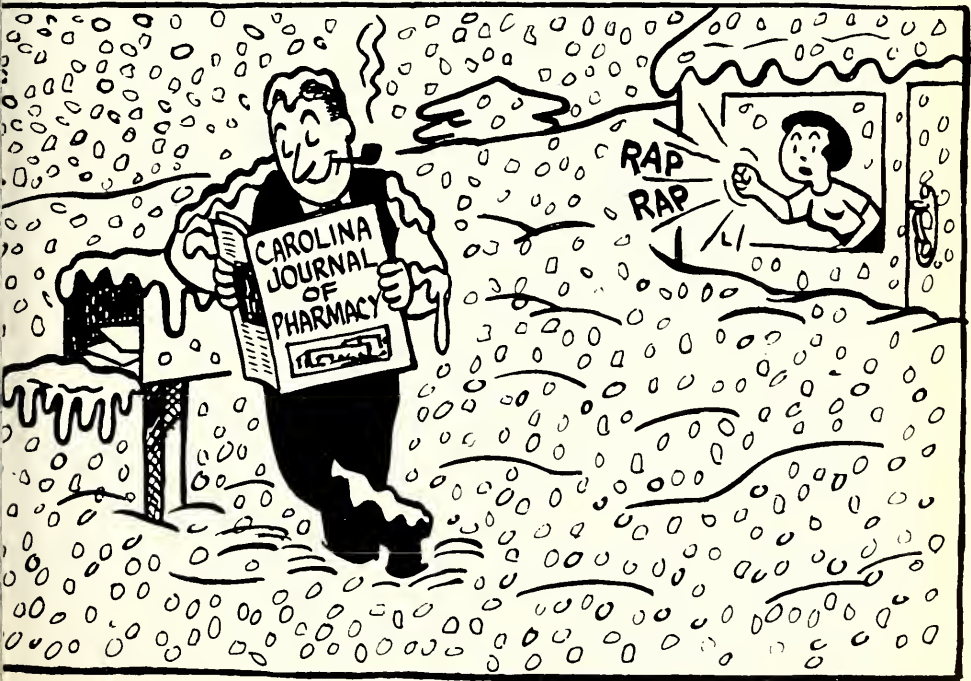
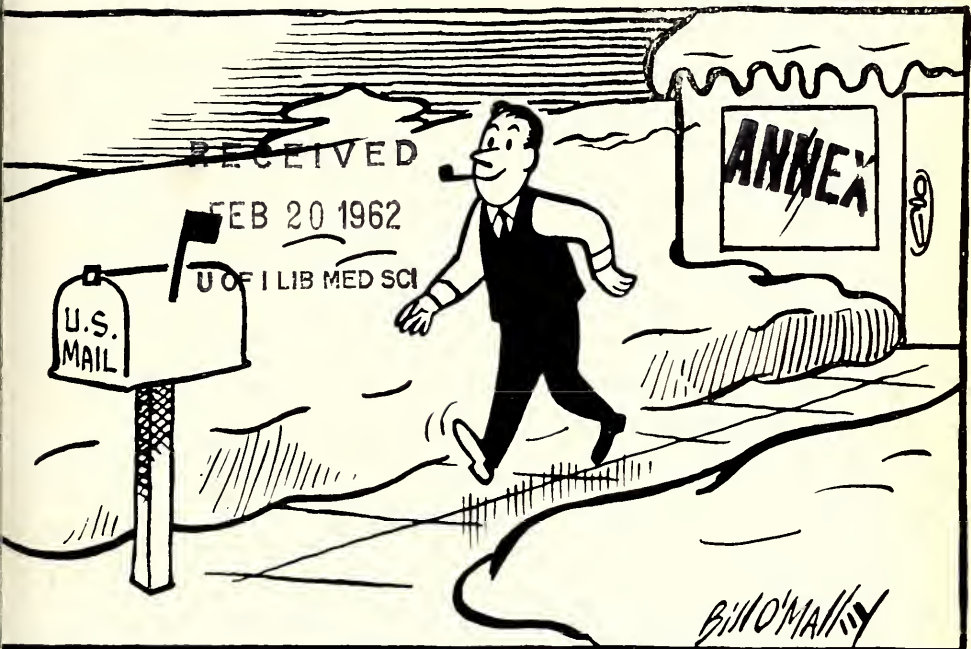
The Carolina JOURNAL OF PHARMACY

ANNEX

Volume XLIII

FEBRUARY, 1962

Number 2



*“What’s this
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to Specific
Therapy’?”*



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too.”*

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The Carolina

JOURNAL OF PHARMACY

February, 1962

VOL. XLIII No. 2

★

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More Often and More Effectively

Among numerous comments received relating to publication of "How the Public Views the Pharmacist" in the January, 1962 issue of *The Carolina Journal of Pharmacy*, we quote from comment by Dean E. A. Brecht of the School of Pharmacy, University of North Carolina:

"Professor C. H. McGregor of the School of Business Administration deserves every credit for his excellent article on the current public opinion of pharmacy published in the January issue of this journal. The opinions were considerably discouraging even though Professor McGregor stated, "... what consumers think is the fact is more influential than what the fact might actually be."

"This is our first clue for taking constructive action on the basis of this stimulating paper. We need to tell pharmacy's story to the public more often and more effectively.

"The opinions of pharmacy were less discouraging when I remembered that I was old enough to know that papers of similar import could have been written in 1952, 1942, 1932, or even earlier. There has always been an opinion that prescription prices were too high, even when the average price was less than \$1. This opinion is almost certain when the question is asked, "Are prescription prices too high?" In reverse, now, customers frequently question the quality of prescribed medication if the cost is less than \$3.

"It is disappointing that the public thinks that the pharmacist is less professional at the present time when it is remembered that prescription volume was less than 10% of total volume twenty years ago and today it is about 30%. This tripling of percentage professional practice is more significant when it is realized, also, that total volume has increased materially.

"I really fear that a substantial source of adverse public opinion is the increased busy-ness of the pharmacist today. So much time is required for professional service in the prescription room and increased managerial duties that there is less time for visiting with customers. I believe that this loss of leisurely personal contact is a definite source for reduced respect for the pharmacist. The only answer here is more pharmacists, now enabled by the larger building for the School of Pharmacy.

"It is also true that opinion of a profession can be different from the same man's opinion of the representatives of that profession that he knows personally. We were

(Continued on page 4)

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

F. R. Bell Sells Pharmacy

F. R. Bell, owner of Bell's Drug Store, Beaufort, for the past 39 years, has sold the store to Mr. and Mrs. Herbert Whitehurst.

Mrs. Whitehurst, an employee of the store for 17 years, will now manage the business. Assisting her will be Pharmacists Jackie Sewell and F. W. Heslep, and Mr. Bell on a part-time basis.

Mr. Bell came to Beaufort from Elizabeth City in 1910. Following two years of military service during WWI, he returned to Beaufort in 1919. Later, a period of ill health forced his temporary retirement, but he has been continuously associated with the store since 1925.

Champion Non-Campaigner

The Greensboro Daily News (Jan. 21) ran an interesting, illustrated full page sketch of Carl Durham. Headed "He's the Champion Non-Campaigner," James Ross recounts how Mr. Durham got to Congress in 1939 and how he remained there for 22 years.

This quote by John Umstead sums up the situation: "Carl didn't make many speeches and I doubt if he kissed one baby in the 22 years he was in Congress, but he was never too busy to listen to somebody from his district."

Justice Contributes to Pharmacy Foundation

The Justice Drug Company made a substantial contribution to the permanent endowment fund of the North Carolina Pharmaceutical Research Foundation in lieu of its annual Christmas gift to the pharmacists of its trading area. Every pharmacist can take pride in the additional support to the

foundation for its aid to the School of Pharmacy.

This increase support is additional to the three undergraduate scholarships supported by the Justice Drug Company since 1931.

New Edition of Dermatologic Formulary Now Available

Tom Reamer, Chief Pharmacist at Duke Hospital, has released a new edition of the "Dermatologic Formulary" which in previous editions has proved so popular throughout the State.

The 1962 edition of The Formulary was compiled by Mr. Reamer and Dr. Edit Hutto, Resident—Dermatology and Syphilology—Duke University Medical Center.

Copies of the publication are available on request, and without charge. Write Mr. I. T. Reamer, Pharmacy, Duke Hospital, Durham, North Carolina.



"A vitamin salesman to see you, sir."

MORE OFTEN AND MORE EFFECTIVELY

happy to find at the School of Pharmacy exhibit at the North Carolina State Fair last fall that a very favorable impression of the local pharmacist was repeated over and over by the visitors.

"Pharmacy can gain a great deal from Professor McGregor's paper by following through with a continuation of real service to the general public. In spite of all our problems, business continues to be good, and we need to continue every effort to maintain our traditional place in our communities."

Gross Sales-Dollar Rx Volume Up in 1961

According to reports from 93 North Carolina pharmacies, gross sales and dollar prescription volume for 1961 were up about 5% over 1960. Since the number of pharmacies participating in this state-wide survey represents approximately 10% of the total number of licensed pharmacies in North Carolina, the results are believed to accurately reflect the 1961 vs. 1960 business comparison picture.

Concerning gross sales, only 15% of the pharmacies had a drop in sales and one-third showed a gain of better than 5%. The pharmacies of Western North Carolina

showed higher gains while those in the central part of the state had lower gains than average.

Only 5% of the western pharmacies showed a loss compared to 20% for the rest of the state. The central part of the state listed 70% of their pharmacies with a gain between 0% and 5%, leaving only 10% of their pharmacies with gains of more than 5%.

Compare these figures with the Eastern pharmacies, for example, with 37% reporting gains of less than 5% and 40% showing more than a 5% gain in gross sales.

Change In Gross Sales, 1961 versus 1960

| | Down | Up, 0%-5% | Up, over 5% | Not Available |
|-------------------|------|--------------|----------------|------------------|
| Western (22)..... | 5% | 36% | 54% | 5% |
| Central (36)..... | 20% | 70% | 10% | 0% |
| Eastern (32)..... | 19% | 37% | 41% | 3% |
| Total (93)..... | 15% | 50% | 33% | 2% |

With regard to changes in dollar prescription volume, we see a picture similar to that of gross sales. Overall, the average gain was about 5% over 1960, with the western pharmacies doing better than average for the state.

Only 8% of all pharmacies participating in the survey showed a decline in prescrip-

tion dollar volume and one-third listed gains of more than 5%. The central part of the state again had a majority of pharmacies in the 0%-5% gain category, whereas the pharmacies in other sections of the state had more of a spread in gains in dollar prescription volume.

Change In Dollar Prescription Volume, 1961 versus 1960

| | Down | Up, 0%-5% | Up, over 5% | Not Available |
|-------------------|------|--------------|----------------|------------------|
| Western (22)..... | 9% | 27% | 45% | 19% |
| Central (36)..... | 6% | 55% | 26% | 13% |
| Eastern (32)..... | 12% | 28% | 43% | 17% |
| Total (93)..... | 8% | 38% | 37% | 17% |

75% of the participating pharmacies classified themselves as traditional community pharmacies. Although not sufficient reports were received from other types of pharmacies to prepare a representative average, all indications are that changes in gross sales and dollar prescription volume for

shopping center and professional pharmacies are in line with the average for all types of operations.

The chain pharmacies indicated higher gains than our 5% average but the number reporting was insufficient for accurate results.

Factors Influencing the Choice of a Drug Store

A. W. JOWDY AND E. M. SMITH

School of Pharmacy, University of North Carolina

Purpose—The data presented in this report were collected in April 1961 by the Pharmacy Administration class at the University of North Carolina. The study was part of a class exercise to illustrate motivations associated with drug store patronage.

Method—The survey was conducted in a southern city, which is primarily a university community with a population of 12,604. There were seven drug stores located in this community, six of which participated in this study. Interviews were conducted with 567 drug store customers.

Persons interviewed were selected at random at the participating drug stores. Each customer was asked the question, "Why do you shop here?" The interviewers assisted the customers in answering only to the extent of explaining the question. The responses were recorded as nearly verbatim as possible. All reasons were then classified and tabulated as shown in Table No. 1.

It was decided that bias could best be avoided by not using a printed check list. However, it should be noted that there is a bias away from delivery service since all

TABLE NO. 1—Factors which influence drug store selection as submitted by consumers in a small southern town

| Motives | NO. OF CUSTOMERS SUBMITTING FACTORS FOR INDIVIDUAL DRUG STORE (Expressed In Per Cent) | | | | | | % of Total No. of Factors | % of Total No. of Customers |
|---|---|----------|----------|----------|----------|----------|---------------------------|-----------------------------|
| | Store #1 | Store #2 | Store #3 | Store #4 | Store #5 | Store #6 | | |
| Convenience (Location and Parking) | 34.2 | 14.5 | 31.8 | 48.9 | 62.2 | 62.6 | 43.8 | 58.4 |
| Friendly and Courteous Employees | 15.0 | 18.2 | 14.2 | 18.3 | 15.7 | 10.2 | 15.2 | 20.3 |
| Good Service | 13.3 | 14.6 | 6.2 | 6.1 | 6.3 | 1.4 | 7.7 | 10.2 |
| Complete Stock and/or Desirable Merchandise | 6.7 | 1.8 | 19.4 | 1.4 | 3.9 | 7.2 | 6.4 | 8.6 |
| Store Atmosphere and/or Appearance | 1.7 | 23.7 | 4.4 | 4.1 | 0.8 | 2.9 | 5.7 | 7.8 |
| Personal Relationship with Employees of Owner | 9.2 | 4.5 | 3.5 | 10.2 | 1.6 | 1.4 | 5.2 | 6.9 |
| Fountain | 5.8 | — | 10.6 | 4.1 | — | 0.7 | 3.4 | 4.6 |
| Pharmacist's Ability | 2.5 | 11.8 | 1.8 | 3.4 | — | 0.7 | 3.2 | 4.2 |
| Prices | 0.8 | 5.5 | 1.8 | 1.4 | 1.6 | 5.8 | 2.8 | 3.7 |
| Credit | 9.2 | — | 0.9 | — | 3.9 | 0.7 | 2.4 | 3.2 |
| Layout and/or Ease of Shopping | — | 2.7 | 2.7 | 0.7 | 1.6 | 5.0 | 2.1 | 2.8 |
| Quality Merchandise | — | 2.7 | — | 1.4 | — | — | 0.7 | 0.9 |
| Hours | 0.8 | — | 0.9 | — | — | — | 0.3 | 0.4 |
| Delivery | 0.8 | — | — | — | 0.8 | — | 0.3 | 0.4 |
| Advertising, Promotions and Displays | — | — | 1.8 | — | — | 1.4 | 0.5 | 0.7 |
| Post Office Substation* | — | — | — | — | — | — | 0.3 | 0.4 |

* Data for Post Office Substation were obtained from only one store and were omitted from the individual store columns to prevent identification.

subjects were selected and interviewed at the drug stores. There is the presumption that some customers do most, if not all, their shopping by telephone for subsequent delivery. These people were missed in this study. It is believed that this is not a serious weakness of the survey.

Discussion—The study indicated the overwhelming importance of convenience (location and parking) in influencing the selection of a drug store in this community, for it was the most frequently mentioned motive for shopping at five of the six drug stores which participated in this survey. It was considered quite significant that this factor was reported by 58.4% of the 567 customers interviewed and constituted 43.8% of the 56 submitted.

From the customer's viewpoint, convenience was most often expressed relative to his residence, place of employment or to his patronage at stores or shops immediately adjacent to or near the drug store of his choice.

The second most frequently reported factor was Friendly and Courteous Employees. It was given by 20.3% of the customers interviewed and constituted 5.2% of the total number submitted.

A personal relationship with employees or owners was mentioned sufficiently to indicate that it should have been listed separately. Kinship, close friendship and mutual civic club participation were submitted by 6.9% of the customers interviewed.

The fact that 31.4% of the customers who participated in this study listed one of the personnel factors (Personal Relationship with Employees or Owners; Friendly and Courteous Employees; Pharmacist's Ability) as a reason for shopping at his drug store tended to prove the importance usually attributed to employees in successful retail pharmacy operations.

The fact that a store had a fountain or an exceptional fountain service was listed by 4.6% of the customers interviewed. Two of the stores involved in this study did not offer fountain service.

Surprisingly, prices were a rather insignificant

factor and in terms of occurrence was reported by only 3.7% of the customers interviewed and constituted 2.8% of the total number of reasons given.

It was a disappointment that Pharmacist's Ability was not specified more frequently. Several reasons have been postulated for this. First, that perhaps more than realized, the general public automatically expects adequate pharmaceutical service from all drug stores as insured by State Board licensure and supervisory procedures. Second, the question posed possibly was biased away from this factor. Third, and perhaps most important, the public's image of the professional abilities of the pharmacist has been obscured by the maze of non drug items stocked in some of our drug stores.

Conclusions—The study clearly demonstrated the importance of convenience and friendly employees as factors in the selection of a drug store by consumers. The results are somewhat similar to those reported by consumers in a midwestern city.*

It was definitely indicated that in the minds of the consumer, each store possessed different desirable characteristics and it would have been possible to construct an accurate image from the data submitted.

Manpower Data

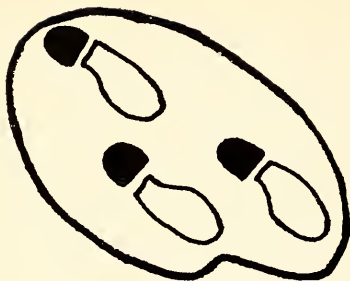
The National Association of Boards of Pharmacy, under "Manpower Data 1961-1962" lists 1,659 North Carolina pharmacists as being engaged in practice on January 1, 1961.

On basis of 3.5% needed annually as replacements for deceased pharmacists, etc., 58 pharmacists are put into this category.

The potential replacements (number currently enrolled in the School of Pharmacy) are: 1962—72; 1963—85; and 1964—33. The low figure in 1964 is accounted for by the shift this past year from the 4 to 5 year program. The graduates in 1964 are transfers coming into the class with one year of completed college work (now classified as the pre-pharmacy year).

It is anticipated the 1965 figure will be at least 75 since the class (pre-pharmacy) totaled 119.

* American Druggist, May 15, 1961, pg. 84.



TAR HEEL DIGEST

Jacksonville—The 900,000th prescription filled by Johnson's Drug Company was a lucky prescription for the customer, who received a \$90 gift certificate, \$10 for each 100,000 Rxs filled since the pharmacy opened 25 years ago.

Lexington—New addition to the pharmacist's staff at Peoples' Drug Store is Ray G. Hagwood of Apex. He will assist Manager George Moorefield.

Greensboro—Keith Fulbright is manager of the new Franklin's O. Henry Drug Company just opened in the O. Henry Shopping Center at Summit Avenue and Cone Blvd. This is the fifth Greensboro unit of Franklin's Drug Company.

Valdese—Marshall Dutton, a native of Hickory is now manager of the Waldensian Pharmacy. Until late 1961 he worked in Charlotte with Eckerd's Drug on Providence Road.

Raleigh—The Garrett-Parker Drug Store has been sold to William Peele Wimberley, who has been associated with the firm as a pharmacist employee. Wimberley is a graduate (BS in Pharmacy) of Temple University and North Carolina College (M.S. in Chemistry).

Burlington—J. I. (Buddy) White of Acme Drug Company has been reelected to serve for a second term as president of the Burlington Merchants Association.

Hickory—John Brady, Highland Drug Store, has been named associate Civil Defense director of Hickory Township, by unanimous vote of the Hickory City Council.

Greensboro—Wilkerson Drug Company has secured an 8-year contract for space at 104 South Elm Street, two doors south of its present location. Rent is specified at \$10,500 a year. The lease provides that a drug store shall be operated there and that no shoes, hosiery or women's handbags will be sold.

Yanceyville—Guest speaker at a recent meeting of the Yanceyville Rotary Club was James A. Smith, Jr., medical service representative for A. H. Robins Company of Richmond.

Raleigh—After three years with the Air Force most of which time was at an air base in California, Fred Owen Phifer returns to civilian pharmacy with the Village Pharmacy in Cameron Village. He is a native of Marshville.

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The Future Framework of Health Services at the Community Level

By DR. HENRY T. CLARK, JR., *Administrator*
Division of Health Affairs, University of North Carolina

As a prototype, I am picturing what I believe to be a relatively simple setting—a community of 7500-10,000 people with some surrounding trade area. This is a common locale in North Carolina. I believe most of the principles I will present apply to communities of other sizes.

The main provisions of the scheme:

1 The hospital will be the primary center of community health activity. The Hill-Burton Act has now assured most towns of 5,000 or more of an adequate hospital or health center.

2 Most, if not all, of the physicians of the towns will have their offices in or adjoining the hospital. This means that expensive diagnostic facilities and equipment (e.g., X-ray) and laboratory personnel need not be duplicated by several physicians, that better service can be rendered because of the likelihood of better central equipment and technical help in the hospital, that some costs to patients will decrease because of a marked decrease in the fixed investment and the operating overhead of physicians' offices, and that hospital operations and finances will be placed on a sounder basis by an assured flow of "business" from "referred" patients needing technical diagnostic and laboratory services.

3 The practicing physicians of the community will focus their work in different fields of medical service, recognizing that the science of medicine has become too complex for physicians to be an expert in all fields. By each man having some area or areas of special interest, the community physicians, functioning in an organized group, will assure better and more com-

prehensive professional coverage for the people of the community. Such a pattern will reduce the present need for an expense associated with referral of patients to larger medical centers.

4 A department of home care will form one division of the hospital out-patient department. The program of this department will be to provide, where necessary, medical, nursing, housekeeping, and other services to sick individuals in the homes in those cases in which the illness of the individual is not such as to require hospitalization. The potential savings in money to the sick individual and his family and in emotional wear and tear on many sick individuals, and the economy in the use of costly hospital facilities are obvious.

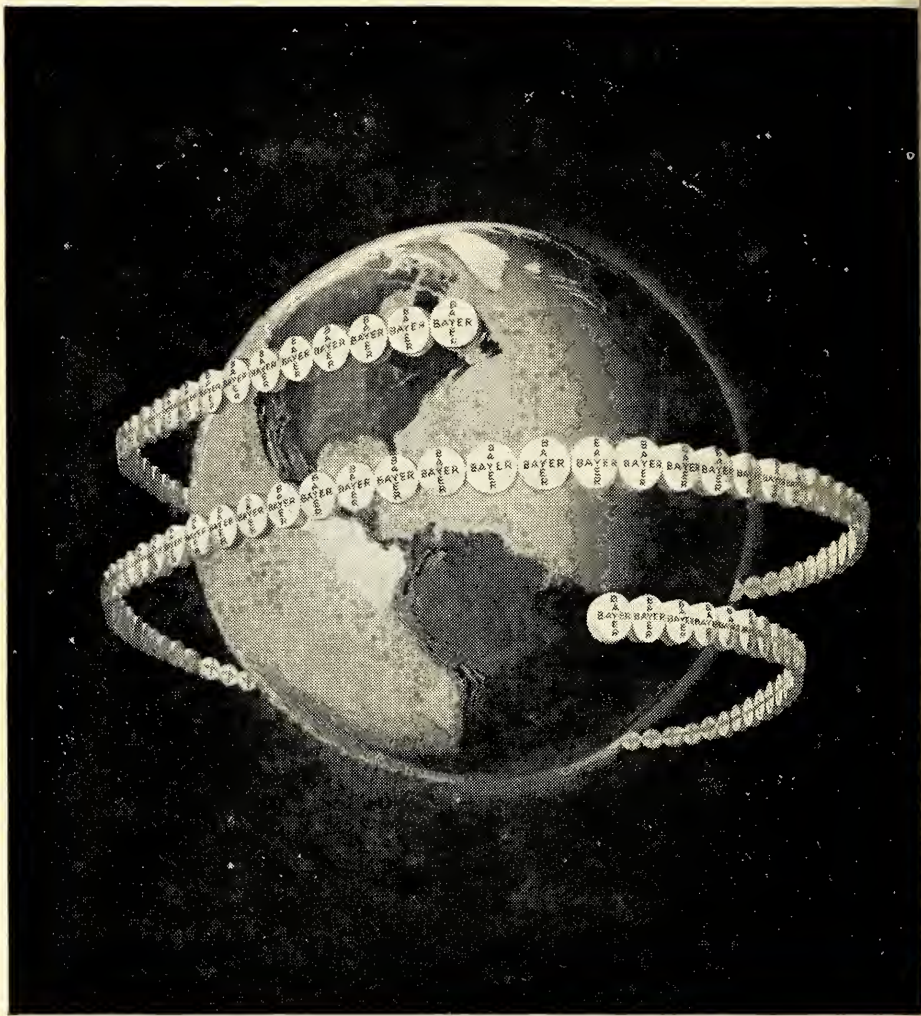
Commented one Pharmacist, after hearing Dr. Clark's remarks: "The Corner Drug Store will cease to exist if this scheme does prevail."

Journal readers are invited to express themselves on this issue.

5 Most public health personnel—city health officers, visit-nurses and social workers, health educators, sanitary engineers, etc.—will have their offices in one section of the hospital or adjacent to it. Because of the physical proximity of all community health personnel, there should develop a better general understanding of the function of each man. Likewise, the joint planning, which is so necessary to the development of a positive, preventive health program but which frequently simply does not exist today, can develop in a fairly natural way. Such joint planning will cover hospital out-patient care, immuniza-

From an address by Dr. Clark at the 1961 Seminar on Modern Pharmaceutical Practice, Morehead City.

(Continued on page 13)



BAYER ASPIRIN is the most widely used brand of medicinal preparation in the world. If the **BAYER ASPIRIN** tablets sold only in the United States during 1960 were placed side by side, they would circle the earth nearly twice!

Latest reports from America's leading and largest research organization show that in unit sales—meaning turnover—**BAYER ASPIRIN**

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Remember **BAYER ASPIRIN** is the No. 1 Drug Turnover Item. So give it your No. 1 Display Space and get your full share of sales on "fastest growing" **BAYER ASPIRIN**.

FUTURE FRAMEWORK

(Continued from page 11)

tion campaigns, community health education programs, and in effect an organized total community health effort.

The hospital center could well be the focus of dental care in the community. As in the case of private medical practice, the provision of some expensive equipment, facilities and personnel by the individual dentist could be avoided by such a location, some degree of specialization on the part of dentists working in close proximity can develop, and the patients, in turn, will obtain better service. Furthermore, there should develop an increasing referral of patients between dentists and physicians which exists only to a small degree now. Such increased referral would benefit both the professional groups and the patients concerned.

It may be that group practices and comprehensive health insurance programs can spread widely from present beginnings. It would appear likely that, with the passage of time many more physicians, dentists, and pharmacists that at present will find they can function happily and more effectively on a salary that a fee-for-service basis and, indeed, the former two groups would then be in a position to give more attention to *preventative health matters* in their patients rather than concentrating on aiding the sick patient.

The type of organizational framework for community health care which I have been describing provides the logical setting for post-graduate educational activity and, indeed, even some research—which is largely absent at the community level today. In addition, it provides a workable organizational setting for community medical care planning.

And finally it provides a better organizational entity than usually exists now through which to develop regional medical care plans.

The Place of Pharmacy in this Framework

With most physicians' offices located in adjacent to a community hospital, the hospital pharmacy will largely take over the

prescription service of the corner drug store. This could be a factor of major importance in changing the pattern of self-medication of the general public. It would be especially effective in lowering the cost of drugs to the patient since standard and frequently inexpensive pharmaceuticals would be sold in place of much more expensive trade name products. This move, likewise, would improve the work and contributions of registered pharmacists by enabling professionally trained men to devote their full effort to professional rather than merchandising activity.


Some Related Questions

A Would a move by the voluntary, non-profit hospitals toward a program of selling prescriptions to patients at *cost* be in the best public interest?

B Assuming the major concentration of professional pharmacy service in the community hospital, how much manufacturing and packaging of products is feasible at that point?

C Does work in the hospital setting make

(Continued on page 15)



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Selling Price.....\$5.25

Your Profit.....\$2.45

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3 cards of 12 tubes, plus 1 card (12 tubes) free

50% PROFIT

Your Cost.....\$ 8.40

Selling Price.....\$16.80

Your Profit.....\$ 8.40

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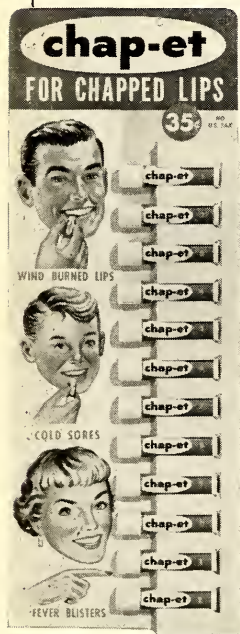
28 free with 72-100 tubes packed in counter display

52% PROFIT

Your Cost.....\$16.80

Selling Price.....\$35.00

Your Profit.....\$18.20



ORDER NOW FROM YOUR WHOLESALER

FUTURE FRAMEWORK

(Continued from page 13)

for better utilization of the professional training and skills of the pharmacist?

D Again referring to the hospital situation, can the cost of medicine to patients be substantially reduced by development of stock drug inventories which cover all the essential old and new products but eliminate needless stocking of essentially similar products under different trade names?

E Recognizing that the move toward concentration of professional pharmacy service in the community hospital will be a gradual one, can some move be made between the community physicians and the pharmacists toward a standard drug list which would make for more economy in pharmacy operations and lower cost to patients?

F How many one-pharmacist drug outlets exist in North Carolina; what are the good and bad features of their operation; and what should be done to improve this situation?

G What is the calibre of professional service provided by the individual pharmacist 5-10-25 years following graduation from pharmacy school?

H As a corollary, what programs should be developed for the pharmacist in the field of continuation education?

I What is the best mechanism for rendering pharmacy service of the highest quality to the largest numbers at the lowest cost?

J How many pharmacists would be needed in North Carolina to man this system?

These are some of the questions I have about pharmacy as I look to the future from my combined position as health educator, as medical care planner and as a consumer of medical services? For some of you who may feel a little uncomfortable about some of these questions, you will be interested that I have comparable questions about future developments in medicine, dentistry, nursing, public health and many of the auxiliary health professions. I wish I could present my thinking in some of those areas

because I would be immensely interested in your reaction.

A Word of Comfort and Some Suggestions

The implications in what I have said are, of course, that the practice of pharmacy will undergo a radical change in the years ahead. I think this will be the case. However, the change will be a gradual one, and it will be slower in North Carolina than in many other parts of the United States. This is because there are fewer organized consumer groups—e.g., labor unions, to work for rapid changes here, because the people of North Carolina are traditionally conservative toward change, and because the popular image of the pharmacist is still very favorable.

Don't be lulled, however, into a feeling that, because there are few organized consumer groups in North Carolina, the voice of the consumer will not have influence here. In the final analysis, the general public exercises its strongest influence at the voting booth. Though legislation pertaining to health care and pharmacy practice is proceeding at a relatively slow pace in Raleigh, it is moving at a much faster clip in Washington.

I have two suggestions now.

The first concerns you as individual pharmacists. As professional men, you have a responsibility not only to work for the greatest good of the individual patient whom you serve but you should work for the best possible over-all health programs for your whole community. This means you should first decide what directions your community health program should take and then work actively with many other people and groups to implement your thinking.

My second suggestion concerns you as members of various groups—e.g., the NCPA, the NC Board of Pharmacy, the NC Pharmaceutical Research Foundation, the School of Pharmacy. A great deal of study is needed to determine "What is the best mechanism for rendering pharmacy service of the highest quality to the largest numbers at the lowest costs?" and to answer some of the other questions I have posed. I wish those of you here would provide some of the impetus to get studies in this field under way soon.

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Work Completed on Revised Edition of the N. C. Dental Formulary

A new edition of *The North Carolina Dental Formulary* has been compiled by a joint committee of pharmacists and dentists working under chairmanship of Pharmacist Roger Sloop and Dr. Charles M. Westrick, both of Winston-Salem.

The revised edition of The Formulary is now being printed and is expected to be ready by early April. The initial distribution will be at the NCPA Convention, Raleigh, April 8-10.

The revised edition represents a great deal of effort on the part of a number of pharmacists and dentists. As the publication becomes available, we will have more to say about how it has been improved over the original edition. Persons familiar with this type formulary have stated the N. C. Dental Formulary to be the most outstanding state dental formulary in the U. S.

Baker Sells Half Interest in Hoke Drug Company

Walter Coley has purchased half interest in the Hoke Drug Company, Raeford, from owner Walter Baker. Mr. Coley has been associated with Hoke Drug since 1957.

Hoke Drug Company was established in 1911. Mr. Baker bought the store in 1924.

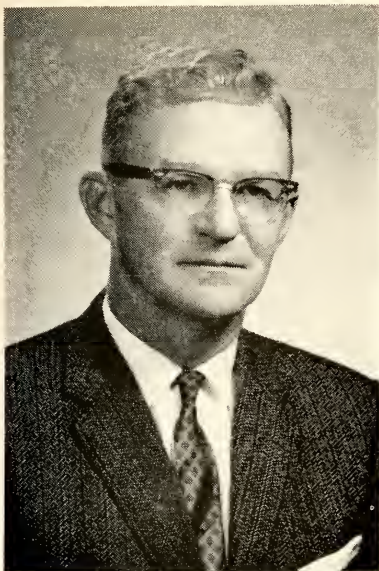
Upjohn Files FT Suits

The Upjohn Company has filed five suits charging five drug stores of Winston-Salem with selling its products at less than the minimum prices established under the North Carolina Fair Trade Act.

Named in the suits are Dart Drug Company, Inc., doing business as Hart Drugs, and three Eekerd stores of Winston-Salem and the parent Eekerd company of Charlotte.

Upjohn seeks \$25,000 damages from the Eekerd group in one suit and \$25,000 damages from Dart Drug.

Last year Dart Drug was named in fair trade suits by J. B. Williams Company, The Parker Pen Company and Miles Labs. Miles has also entered suits against Eekerd's of Greensboro and Eekerd's-Summit, Inc.



S. T. FORREST, *President and General Manager, Justice Drug Company*

Forrest Appointed Bank Director

Stephen T. Forrest, president and general manager of Justice Drug Company, Greensboro, North Carolina, has been appointed as a member of the Greensboro Board of Directors of the North Carolina National Bank.

Mr. Forrest is a graduate of the University of North Carolina School of Business Administration and served in the armed forces from 1941 to 1945.

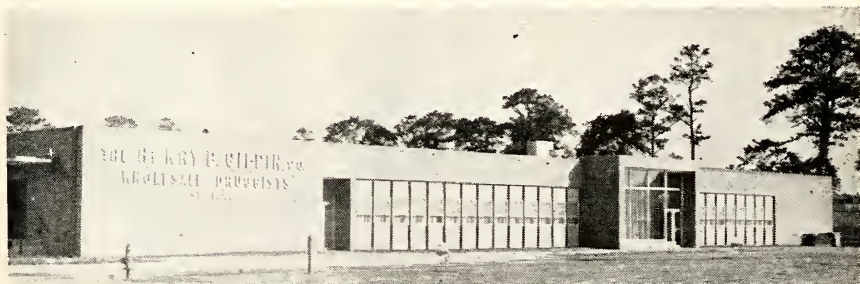
A past president of the Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association, he also has active interest in the promotion of pharmacy.

He is a member of the First Presbyterian Church and of its Board of Deacons; a member of the Board of Directors of Greensboro Rotary Club; a member of the Morehead Scholarship Committee, Greensboro Advisory Board of Guilford College, and of the Case Policy Committee of the Children's Home of North Carolina. His chief hobby is golf. Mr. and Mrs. Forrest have two sons and one daughter.

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 Amp. 10 cc. 5's Amp. 10 cc. 25's
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Link Wins National Award

F. Philip Link, Link Bros. Pharmacy, Reidsville, has been notified by the American Pharmaceutical Association that his exhibit in the National Pharmacy Week Display Contest won fourth place in the Community Pharmacies class.

The award will be presented to Mr. Link, or his representative, in Las Vegas on March 28 at the annual meeting of the A.Ph.A.

As state winner, Mr. Link will receive the NCPA Plaque in Raleigh in early April.

Forrest Appointed Council Member

Bill Forrest, co-owner of the Akers Center Pharmacy, Gastonia, has been appointed to the Small Business Administration's advisory council for the State of North Carolina.

Sixteen members were appointed to the advisory council to meet on call with SBA officials and help evaluate the agency's programs.

Unusual Prescriptions

In addition to writing the usual type prescriptions, Dr. Hilton S. Read supplements his medical prescribing with a bit of Dr. Anthony-type advice (also written so there will be no misunderstanding on the part of the patient as to exactly what orders have been issued):

For an overly-superstitious woman: "Make a study of voodoo and witchcraft."

For a man who hated his boss: "Spend five minutes a day for a week jotting down all his good traits."

For a young married couple: "Spend a weekend in a log cabin."

For an overspending wife: "Cancel your charge accounts."

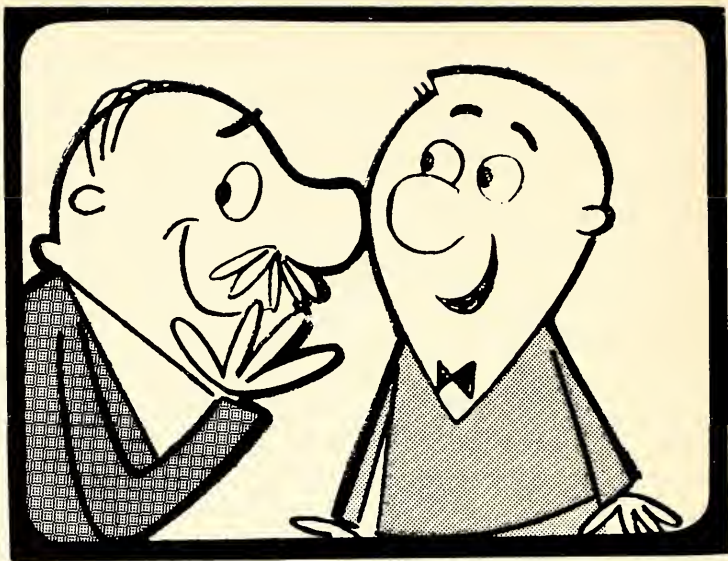
Break-in at Peoples Drug

Cameras, razors, lighters and \$100 in cash were taken from Wilkesboro's Peoples Drug Store on January 12. Burglars, who smashed the rear door of the firm, forced open the safe but left narcotics untouched.

Preliminary Convention Schedule

SIR WALTER HOTEL, RALEIGH, NORTH CAROLINA

| APRIL 8 (SUNDAY) | APRIL 9 (MONDAY) | APRIL 10 (TUESDAY) |
|--|---|---|
| <p style="text-align: center;">MORNING</p> | <p style="text-align: center;">MORNING</p> <p>NCPA Breakfast-Business Session</p> <p>TMA Golf Tournament</p> <p>Auxiliary Luncheon</p> <p>NCPA Past Presidents' Luncheon</p> | <p style="text-align: center;">MORNING</p> <p>NCPA Breakfast-Business Session</p> <p>TMA Business Session</p> <p>Woman's Auxiliary Luncheon and Business Session</p> <p>Academy of Pharmacy Luncheon</p> |
| <p style="text-align: center;">AFTERNOON</p> <p>1952 Class Reunion</p> <p>Awards-Citations</p> <p>50 Plus Assembly</p> <p>Get Acquainted</p> <p>Coffee Hour</p> | <p style="text-align: center;">AFTERNOON</p> <p>NCPA Business Session</p> <p>Tea at Governor's Mansion</p> | <p style="text-align: center;">AFTERNOON</p> <p>NCPA Business Session</p> <p>Officers Installation</p> <p>King Social Hour</p> |
| <p style="text-align: center;">NIGHT</p> <p>Banquet</p> <p>Entertainment by University of North Carolina Glee Club</p> | <p style="text-align: center;">NIGHT</p> <p>Floor Show & Dance</p> <p>Sponsored by W. H. King Drug Company and its Associates</p> | <p style="text-align: center;">NIGHT</p> <p>Floor Show & Dance</p> <p>Sponsored by the Traveling Men's Auxiliary, NCPA.</p> |



Boss: Don't look now but I think we are being followed.

Charlie: "BC" has what it takes to make it a leader.

America's Fastest-Selling Headache Powder

... and "BC" Tablets in the new red, white and blue bottles and cartons are gaining new customers every day



B. C. REMEDY CO. DURHAM, NORTH CAROLINA

Made and sold in North Carolina for over 50 years

Price Honored As "Hospital Pharmacist of the Year" at Raleigh Meeting

Guest speakers at the January 20 meeting of the North Carolina Society of Hospital Pharmacists, held in Raleigh, were Mine-ree Pyne of Burlington, President-Elect of the N. C. Hospital Association, and H. R. Starling of the State Bureau of Investigation.

Frank Lowder of Winston-Salem succeeded Gerald Stahl of Durham as president of the organization.

H. G. Price, chief pharmacist at Rex Hospital for the past 25 years, was honored as "Hospital Pharmacist of the Year." Several members of the Rex Hospital staff joined the pharmacists in paying tribute to Mr. Price.

Dr. Melvin Chambers of the UNC School of Pharmacy outlined the program of the "Drug Symposium" which is scheduled on successive Wednesdays in Chapel Hill beginning February 7.

Other officers of the Society are Roy L. Salter, Jr. of Burlington, vice-president, and Miss Shirley M. Mikeal of Charlotte, secretary-treasurer.

O'Hanlon-Watson Donate Funds for Scholarship

The O'Hanlon-Watson Drug Company made a substantial contribution to the scholarship fund of the School of Pharmacy in the name of the pharmacists of its trading area as a constructive substitute for its annual Christmas gifts. The scholarship will be awarded for the first time to a worthy student from the Winston-Salem trading area.

New Pharmacy for Wadesboro

R. B. Tollison of Oakboro has opened a new pharmacy in Wadesboro.

A graduate of the University of South Carolina School of Pharmacy, Mr. Tollison

has operated a pharmacy in Oakboro in recent years.

School of Pharmacy Record Available on Request

The latest edition of *The University of North Carolina Record*, with announcements for the 1962-1963 session of the School of Pharmacy, is now available.

Copies are available by writing either the School of Pharmacy or the N. C. Pharmaceutical Association, Box 151, Chapel Hill, North Carolina.

The Record is forty pages plus a supplement with a calendar of events for the School of Pharmacy running from June, 1962 thru August 1963.

Observes "Open House"

The Bristow Drug Store, owned and operated by E. Clyde Robertson, observed "open house" on January 26-27. Ice cream and Pepsi-Colas were given away.

John B. Kneeece is the pharmacist.

Make McCourt
Your "Buy-word"

**For Labels -in Rolls or Flats
Physicians R_x Blanks and Files
Drug Boxes - Call Checks
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Prescription Labels
all Styles and Colors



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Specializing in Labels for Drug Stores

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Full Line
Full Service

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Druggists Service Co.
National Wholesale
Druggists Association

For Best Service Call Us
Collect
353-2771

After Hours Call
353-2777

Rogers-Houser Installed

Two pharmacists have been installed as heads of their local merchants association for the coming year.

Ralph P. Rogers, Jr. is president of the Durham Merchants Association while W. H. Houser is serving in a similar capacity with the Cherryville Merchants Association.

Hamlet Pharmacy Sold

T. E. Fussell and Thomas E. Smart have purchased Mabry's Drug Store, Hamlet, from C. S. Mabry.

Mr. Fussell is a native of Rose Hill where he operated a pharmacy for several years. He has been associated with the Wabberson Drug (now Mabry's) since 1957.

Mr. Smart is a junior in the School of Pharmacy, UNC. Manager and pharmacist in charge will be Mr. Fussell.

Mabry's has operated as a pharmacy under different firm names for 40 years. First as Seaboard Drug Company, then successively as Mabry's, Culbreth's Drug Store, Wabberson Drug and finally a return to Mabry's (since 1959).

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SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business



This Plaque highlights the wall directly across from the Front Entrance of the Institute of Pharmacy. It is a familiar scene to visitors.

Sealtest Quality...

TRADE MARK



Pays and Pays and Pays

Sealtest Ice Cream—in dishes, cones and cartons—brings customers in, sells the ones that came for other products, and makes your cash register ring.

Well-known quality keeps Sealtest preferred. National and local advertising keeps Sealtest pre-sold. And regular special flavors help keep Sealtest predominant.

So, stock up with Sealtest Ice Cream. Display the Sealtest sign of quality. Then, count up your extra Sealtest profits!

* * * * *

And be sure to Feature this Special Flavor
"Choo-Choo Chocolate Marshmallow"
for your Fountain and Take-Home Customers!



News from the Local-District Pharmaceutical Societies

Durham-Orange

The first meeting of the new year of the Durham-Orange Drug Club was held January 8 at The Little Acorn in Durham.

Professor Clarence McGregor, Burlington Industries Professor of Business Administration at the University of North Carolina, discussed trends in retailing which have and are influencing the public's image of Pharmacy. In a survey conducted by the speaker, only 8 out of 20 faculty members said they personally knew their pharmacist and 50% indicated they did not feel it important to know their pharmacist. 90% of those queried stated they were personally acquainted with a doctor.

Cabarrus County

Members of the Cabarrus County Pharmaceutical Society met in Concord at the county club on January 4. The guest speaker was an agent of the Food and Drug Administration.

Present as guests were members of the Cabarrus County Medical Society. Attending from Chapel Hill were Dr. Melvin Chambers, Professors Brannon and Jowdy and Secretaries H. C. McAllister and W. J. Smith.

In an open forum discussion following the formal talk by the FDA agent, subjects covered included the handling of out of state prescriptions, the status of "PRN" directions, mail order drugs and MD dispensing.

One physician asked who to report to when a drug or product causes a reaction. He mentioned a bubble bath and a drink powder.

Another stated it was embarrassing to prescribe a drug, then to have the pharmacist to report that the drug had been withdrawn from the market. The MD wanted to know whose responsibility it was to keep him informed of drugs no longer available.

Wilson County

H. C. McAllister, Secretary-Treasurer of the N. C. Board of Pharmacy, was guest speaker at the January 9 meeting of the Wilson County Drug Club.

The speaker discussed the new regulation (effective July 1) adopted by the Board of Pharmacy relating to placing of pharmacist's name on prescription labels.

Lenoir County

Paul Tart of Kinston was installed as president of the Lenoir County Pharmaceutical Society at a meeting of the organization in Kinston on January 22. He succeeded John C. Hood, Jr. as head of the Society.

Other officers are Ed Bradshaw, Jr., vice-president, and Hal Paderick, secretary-treasurer.

An open forum closed the meeting. Participating were A. L. Hogan, Mrs. Marsha Hood Brewer, Ed Bradshaw, Jr., Kenneth Moore and B. B. York, the latter a MSR for Physicians Products.

Rowan-Davie

Members of the Rowan-Davie Pharmaceutical Society met in Salisbury on January 24 with Paul Miller of Spencer, president of the organization, presiding.

NCPA President Robert B. Hall of Mocksville outlined the district-state Judicial Council setup which is now being activated. The Council rules and regulations will be considered at the forthcoming NCPA Convention in Raleigh.

Edwin R. Fuller, a past president of the NCPA, commented on the NCPA Code of Ethics, which will be used as a basis of action by the Judicial Council.

Next meeting of the Society will be in March.

Are You Ready for Tomorrow?

By ERNEST W. FAIR

Today's big uncertainty is not so much the threat of war and survival as that of what tomorrow will bring. In every area of one's life vast changes are taking place with each passage of the sun across the Heavens. In science, in education, in government, and yes, in business, these changes carry the probability that those who fail to prepare themselves may well be left so far behind as to become lost.

Business itself faces this challenge as evidenced by the great amount of study and research being devoted to the problem today. The pharmacist who ignores the probabilities these forecasts predict is not only setting up unnecessary roadblocks to future business attainment but endangering the very position he holds today.

In paragraphs to follow are presented a number of "probabilities" brought out in nearly a score of such forecasts the writer has analysed during the past month. Anything of this nature cannot, of course, be presented with positive assurance that they will become actuality. They are, however, based on such thorough and complete study of business trends and probabilities that they cannot be ignored by any reader of these pages.

Are you ready for tomorrow? Check these probabilities and make certain that should any develop, as they most probably will, such beforehand awareness will guarantee the business goals being sought.

Different advertising approaches than those used today are almost a certainty for even as the year turned they were being developed. The old standard approaches which have served so well for years may require considerable amendment.

Customers today have different thinking about their needs than in the past. They have also become much more responsive to new stimuli in advertising and selling. Many of the old routines leave today's customer cold.

Changes in buying motives are equally apparent. Quality, provision for more leisure,

tax saving factors, and similar buying motives may be more important during the forthcoming year than ever before.

Practical buying motives can well return to the importance they have deserved in the past.

Levels of leisure will rise in the future, as they are already doing today and there can well come a day when everyone will be on the 40-hour week.

Not only will this have a marked effect upon our customers as such but new levels of leisure will also be up for consideration within the store staff.

These will require securing more work from fewer hours of salaried employment within the staff and by all means much more careful selection of employees than in the past.

Planning not for today—but for many tomorrows will be a certainty. Business programs the pharmacist develops in every area will have to be scheduled out into future weeks and months rather than just the day or two surrounding the program. Increased competition (and better competition than ever before) will make this a requirement.

More government attention to business competition is an almost certainty for the immediate future and will have to enter into the planning of every pharmacist. Each trend of the past five years highlights this change in philosophy . . . all point to its continuance into the immediate future. Wherever competition exists business can well give thought to the existence there of prying government investigators looking for something upon which to pounce.

The tax factor is a positive certainty as entering into the smallest business decision which will be made in the future. Today 35 percent of income goes to taxes; every sign points to a definite increase almost every year ahead. No thought is given by any responsible government official from city to national level on tax reduction other than for publicity purposes.

Insofar as the pharmacist is concerned this will affect his business decision making at every step. It will mean the tax cost factor will have to be kept in mind on every business decision confronting him.

New looks at imports will have to be taken not only from the specific field in which one is doing business but insofar as the overall business picture is concerned. Competition for "top dog" among the nations of the world is another certainty. In years past the spot has been ours without too much of a struggle; tomorrow we will be faced with the greatest struggle our nation has ever known as the USSR comes to the position in planning where the challenge will be thrown full into the face of business itself; not just in missiles and propaganda. Whether or not imported goods affect the individual pharmacist in his specific merchandise they are going to affect him as a business man.

Increased financial reserves will become a necessity for every business in the future just ahead. These will without a doubt be difficult and uncertain times. The firms which come through them are—always those in the best financial position. Accumulation of more financial reserve by every pharmacy will require added conservation and planning at every step of the business operation.

Scarcity of top-notch white-collar employees may very well become a major problem soon. More and more of the men and women formerly stepping into this group are going to college or entering the professions or going into business for themselves. The drain exists on the other side of the group in the increasing financial appeal of the trades. The net result can be a most serious shortage in business of worthwhile middle white-collar bracket workers.

More business will have to be done in shorter hours. This is a definite trend in every business area; believe it or not it may well be for the pharmaceutical field in the future. The plans whereby this is to be accomplished will not be easy to come by. This is probably the most positive of all trends of tomorrow.

Greater consumer demand for the "extras" in life is another growing trend of the past two years and it is reaching our particular field. It shows no sign of abating.

This demand reflects itself upon every item offered the consumer in the country today. These continuing demands for "extras" will affect just about every pharmacy in business for a long time into the future.

More business restrictions at city and state government levels chiefly through taxing prerogatives are a virtual certainty. They should be planned for in any and all types of business and their local effect will be felt on even the smallest concern. Nowhere is there much thought given by local governmental bodies to actual application of tax reduction today; only tax increases and new sources of taxes. With such application comes rules and regulations affecting the conduct of business under such taxes.

New definitions of "profit" necessitated by increasing taxation on such profits may cause complete re-alignment of business planning at every level. As the drive for more tax money increases and new sources for these dollars become harder to find there is sure to be concerted effort toward extracting more tax dollars from existing sources. Squeezes on allowable business costs in tax figures may require greater control over existing profit accounting.

Shrinking profit margins may virtually eliminate "mistake making" or the trial-and-error method of doing business. In yesterday's business operation margin was always allowed for this human element factor. Today it is a burden being looked upon with considerable doubt in business generally. Tomorrow it is certain to be labeled an undesirable liability which cannot be tolerated.

Greater emphasis on impact selling shows every indication of becoming a must for the future. It may develop to the point where display and advertising will have to be so effective as to create an instantaneous buying decision. Use of the old leisurely methods of selling may well bog down completely in the forthcoming highly competitive business period every pharmacist is likely to be facing soon.

There is even a chance that selling techniques will call for less emphasis on verbal salesmanship; that takes too much time and tomorrow's customer may not be willing to give us that time.

UNC PHARMACY SCHOOL NOTES



During the Christmas Holidays, on December 27, Dr. A. W. Jowdy, Assistant Professor of Pharmacy Administration, Dean E. A. Brecht, and John Holloway for Holloway-Reeves and Associates, architects for the Pharmacy Building spent the day in Charlotte to give preliminary approval for the fixtures being constructed for the retail laboratory by John Seegers as subcontractors to McKesson & Robbins, Inc. who made the low bid for the installation. At this time in mid-January during the past week more than one-half of the installation has been completed in Room 105 of Beard Hall.

The retail laboratory will have the appearance of a modern pharmacy and will provide facilities for more realistic practice in the areas of pharmacy management and dispensing. The only element which will be lacking will be real customers. Experience can be given in practice selling, drug store layouts, marking and display of merchandise, etc.

Dr. and Mrs. William D. Cash visited the School of Pharmacy on December 28. Dr. Cash, a native of Spindale, received his Ph.D. in 1954 with a major in Pharmaceutical Chemistry. He is now Associate Pro-

fessor of Biochemistry at the Cornell Medical Center in New York City.

Dr. M. A. Chambers, Assistant Dean, and Professors James L. Brannon and A. W. Jowdy attended the meeting of the Cabarrus County Pharmaceutical Society at Concord on January 4.

Tom Croker, janitor for the School of Pharmacy during the 1940's and 50's died at his home on January 13. Students and faculty of that period mourn the loss of this good and gentle friend. His health was poor almost continuously after he retired four years ago.

Dean Brecht as Chairman of the Chapel Hill Chapter of the American Red Cross presided at the capping of eleven Gray Ladies on January 16 for volunteer service in North Carolina Memorial Hospital.

Kappa Psi

By HAL REAVES, *Public Relations Chairman*

On Thursday evening, January 11, all brothers and pledges went to the Cerebral Palsy Hospital in Durham to give a party for the children there. It was assuredly an unforgettable experience for everyone. Refreshments were served and gifts were presented to the youngsters, who seemed thoroughly delighted with the party and visitors.

At a recent fraternity meeting Miss Lynda Cauble was elected as the Kappa Psi Sweetheart for 1962. Lynda is presently a third year student at the School of Pharmacy. Her new title will become official at the annual Pledge Banquet to be held February 23.

Historical Note

By ALICE NOBLE, *Research Historian*

I am most grateful for the many heart-warming messages I have received about my history as well as for the complimentary

reviews that have been published. Christmas was made extra pleasant by friends writing me that they were enjoying the book and I want to take this opportunity to try to express my appreciation of their kindness. The review by Wade Gilliam in the December issue of this *Journal* was most gratifying. Two other reviewers have written so pleasantly about my efforts that it has been suggested that I carry what they had to say in this column. This I am doing in part—one was by a layman and the other by a pharmacist.

The first, written by Louis Graves, appeared in the *Chapel Hill Weekly*. I am quoting one paragraph:

"The School of Pharmacy holds a unique position in relation to the State. By the measure of value to the people of North Carolina no section of the University is more important. A book is published today by the U.N.C. Press, entitled *The School of Pharmacy of the University of North Carolina: A History*. This history tells the whole story—all about the personalities, the curriculum, the struggle against and the final victory over indifference, the physical improvements—of the School of Pharmacy of the University. The writing is done in the best of all styles, which means it is simple and direct. A distinct kindness the author has done the reader is not having any little figures spread through the text to refer to notes or an appendix; instead she groups adequate references at the bottom of the first page of every chapter. The type is large and clear and the jacket and hard cover are of beautiful color and design. All readers will welcome the short preface and the biography of the author on the jacket. . . ."

The second, entitled "Pep-Up Tonic for Pharmacy," was contributed to the book section of the *Raleigh News and Observer*, by June Bush West, Raleigh pharmacist and an alumnus of the School. She says: "At a time when the doings of the Kefauver committee have been widely publicized; when the rising cost of drugs continues to be choice conversation; and when a judge in California takes it upon himself to remark that pharmacy is not a profession—there comes


a book as refreshing to me as a good breath of fresh air. Alice Noble's *The School of Pharmacy of the University of North Carolina* is certainly a timely book. Every pharmacist in the state will get a boost in spirit when he reads this history.

". . . The years of struggle to establish the permanent school and an insight into the leaders of pharmacy that brought this about are detailed with exactness.

"Pages are filled with names of old friends, events, committee members and speech-makers. Many pharmacists will not realize until they read this history that they actually are a part of history itself.

"Apart from its vast store of chronicled events this book is easily read. I cannot help but comment on the excellence of the overall planning. That can be expected of Alice Noble. She has breathed in the atmosphere of Pharmacy so long and given of her efforts to Pharmacy and pharmacists in many capacities since her first connection with pharmacy. It is fitting that she should write its history."

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home. for the life of the Prescription.

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PROFIT

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Pine State

**MILK
and
ICE
CREAM**

people like it
and buy it

Tastes Great . . . It's

Pine State

From Many Places

The latest list of pre-pharmacy student prospects indicate a favorable nation-wide recognition of our School of Pharmacy. Note these:

14 from North Carolina, 3 from Florida, 2 Delaware, 1 Indiana, 1 Panama, 1 Illinois, 1 New York, 1 Free China (Taiwan).

Eventually several hundred prospects will be interviewed and a high percentage enrolled in the University.

Contributions

The NCPA received \$1,000 in January from the estate of the late Thomas H. May of Wake Forest. In same mail was a \$500 check from another strong supporter of the NCPA. These funds plus others have been placed where designated: Endowment Fund, Institute, aid of needy students, etc.



big on TV

Soltice is the modern Quick-Rub that is getting the most powerful TV push in its history this season.

More and more of your customers are hearing about the chest rub that's pure white and nice to use. Be sure you have it for them.

THE CHATTANOOGA MEDICINE CO.
CHATTANOOGA 9, TENNESSEE



A son Jack Loyd, Jr., to Mr. and Mrs. Jack L. Tyler of Greenville, December 20th. Mr. Tyler recently opened the Pavilion Pharmacy at Greenville, going there from Chapel Hill. . . A son, Baylus Cade, Jr. to Bernice and Cade Brooks of Fayetteville, December 30, 1961.

Deaths

J. H. McLELLAND

John Howard McLelland, born December 8, 1882, died in Mooresville, January 8 following a lengthy illness.

A graduate of Davidson College (1903), Mr. McLelland attended Page's School of Pharmacy and received his license to practice pharmacy in 1909. He was associated with the George C. Goodman Drug Store of Mooresville for 23 years, then followed six years as an insurance salesman with return to pharmacy with Troutman Drug Company in 1932. In recent years he has been associated with the Goodman store on a part-time basis.

G. P. JOHNSON

Graham Page Johnson, 59, Jacksonville pharmacist and founder of the Johnson Drug company (1932), died January 17.

A native of Wallace and a graduate of the School of Pharmacy, UNC, Mr. Johnson was a former chairman of the Jacksonville District School Committee, a charter member of the Kiwanis Club and an active participant in a number of civic organizations and community projects.

Survivors are his wife, Mrs. Elizabeth Hill Johnson; one daughter and two sisters; and two brothers, Dr. Charles B. Johnson of Jacksonville and Dr. George Johnson of Wilmington.

S. L. JONES

Samuel L. Jones, 78, of Greensboro, died December 30.

A native of Rockingham County, Mr. Jones had lived in Greensboro 53 years. He was first connected with Farris-Klutz Drug Company and later with Stratford-Weatherly Drug Company. From 1934 to 1946 he operated the Elm Street Pharmacy, and after selling this pharmacy, became associated with the McDuffie-Eubanks Drug Company. He remained with this firm until his retirement three years ago.

ELERY W. OLIVER

Elery Watson Oliver, age 69, Greensboro pharmacist, died January 28 at his home.

A graduate of the Southern College of Pharmacy, Mr. Oliver purchased the West Market Street Pharmacy of Greensboro in 1932 and operated it as Oliver's Drug Store until his death.

O. D. BIDDY

O. D. Biddy, age 66, Brevard pharmacist, died January 23 after a short illness.

Mr. Biddy was a veteran of World War I and was active in the first Field Trial Club in Western North Carolina. He was considered one of the best informed men on bird dogs in Western North Carolina.

Marriages

William White Morris of Kennedy's Drug, Inc. of Gastonia, and Miss Helen Madeline Hook of Bessemer City were married December 30th at the Grace Lutheran Church of Bessemer City.

Carolina Camera

Top: Dr. Melvin Chambers, Assistant Dean of the School of Pharmacy, University of North Carolina, is shown with exhibit, which was a part of a Health Careers Congress in Winston-Salem, Jan. 26-27. A number of the approximate 300 high school students attending the Congress expressed interest in Pharmacy as a Career. Assisting Dr. Chambers during the two-day program were members of The Forsyth Pharmaceutical Society.

Center: Zack Lyon, Manager of The Peabody Drug Company, Durham, has been highly complimented on the public relations message painted on the sides of the firm's new city delivery truck. Long-time Peabody employee, Leo Umstead, is pictured with the truck which makes two deliveries daily, Monday thru Friday, to the pharmacists of Durham.

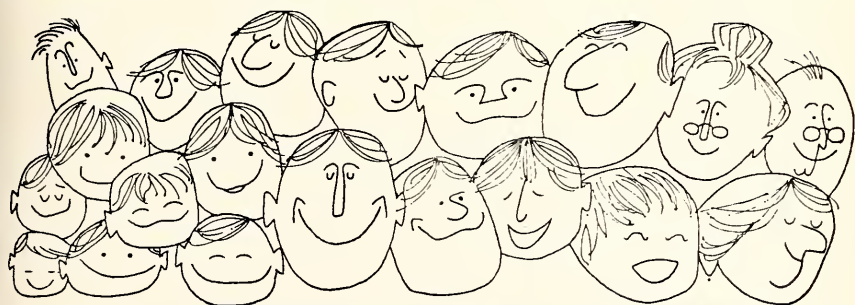
Bottom: It was a special occasion for Geer Drug Company when the first motor truck load of Enfamil in the Carolinas and Georgia arrived at Spartanburg. Shown, left to right: Homes C. Geer, Trade Rela-

tions Manager; Jesse M. Robinson, Mead Johnson Representative for Charlotte Area; D. A. Geer, Vice-President; Frank O. Ezell, Sales Manager; Robert F. Honeycutt, Mead Johnson Representative in Greenville Area; and Oren W. Dillard, Receiving Clerk, The Spartanburg Division of Geer Drug Company.

Drug Symposium Gets Underway

Due to the unanticipated large registration for the DRUG SYMPOSIUM, enrollment application forms received after February 1st have been returned. In fairness to the Class, it was felt a limit on the number participating should prevail so that the registrants could benefit to the maximum extent.

There is some possibility a similar type Drug Symposium may be scheduled in Western North Carolina. If interested, write to Dr. M. A. Chambers, School of Pharmacy, University of North Carolina, Chapel Hill, North Carolina.



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More people prefer and buy tasty Lance snacks than any other brand. And no wonder...

They're always fresh and there's a wide variety to choose from.

Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

DOINGS

OF THE AUXILIARIES

- High Point—Mrs. Zollie Collins, Jr.
- Winston-Salem—Mrs. Garland F. Benton, Jr.
- Charlotte—Mrs. C. H. Smith
- Rowan-Davie—Mrs. George A. Albright, Jr.

Rowan-Davie

New members were welcomed into the Rowan-Davie Drug Auxiliary at a January 17 luncheon-business meeting held at the Chanticleer Restaurant, Salisbury. Twenty-one members and a guest, Mrs. M. H. Hoyle, Jr. of Cooleemee, were present.

Mrs. Paul Miller, president, conducted the meeting and Mrs. Justis M. Uffinger led devotions on "Custodians of God's World."

Mrs. Robert Milton, advisor, introduced new members, Mrs. Charles Sanders of Granite Quarry and Mrs. F. L. Skinner. Mrs. Robert Jordan and Mrs. Robert Rauch of Cooleemee were named new members but were not present.

Mrs. Edwin R. Fuller introduced the speaker, Robert Lee Denny of the N. C. Dept. of Rehabilitation, who spoke on the rehabilitation program in Salisbury and Rowan County. The group gave Mr. Denny a token gift of appreciation.

Mrs. Harold Kennerly, Mrs. Charles Sanders and Mrs. Jack Rodgers were hostesses for the meeting. Mrs. Milton won the draw prize.

Winston-Salem

The Winston-Salem Apothecary Club met January 4 at the home of Mrs. M. V. Williams. Eighteen members were present.

The president, Mrs. Roger Sloop, opened the meeting. The regular business procedure was dispensed with so that the following new business might be discussed at length.

By majority vote, Article V, Section I of the club by-laws was changed in that club

dues would be increased two dollars. This would become effective next year, making the yearly dues five dollars instead of three.

Janet Lowder was elected vice-president for the remainder of this year to fill Shirley Crowley's place. Shirley recently moved to Charlotte.

A discussion on ways to improve the interest and social activities of the club took place. Stemming from ideas given, it was decided the club would entertain the Forsyth Pharmaceutical Society in February with a covered dish supper and square dance.

The club also voted to present the Winston library with a copy of Miss Alice Noble's book, "The School of Pharmacy of the University of North Carolina."

Charlotte

On January 9th the Charlotte Women's Auxiliary held its regular monthly luncheon at the Kirkwood Room. Mrs. A. K. Hardee, presided. Mrs. Robert Kunkleman gave the devotional.

Mrs. Ross L. Cooper, program chairman, had planned the session as "Fun Day." There was a skit, and special prizes were given for the most unusual hat and the prettiest hat.

Canasta, Bridge, and a day of fun for members and guests completed the session.

High Point

The High Point Pharmaceutical Auxiliary met January 16th at the home of Mrs. A. A. Koonts. Mr. James Sloop, owner of the Sweet Shoppe, addressed the auxiliary, using the topic "Let's Decorate A Cake." Mr. Sloop decorated two cakes which were given as door prizes.

Mrs. William Shoemaker, president, presided at a business meeting after the speaker's talk. Local and state dues were discussed as well as plans for a meeting to be held soon in Chapel Hill.

Raleigh

The January meeting of the Club was held at the home of Mrs. Marion B. Melvin. Mrs. John H. Bius, President, welcomed the following guests; Mrs. Tommy Youngblood, Mrs. Joseph Zambito, Mrs. Harold Thomas, Mrs. Dallas Evans, Mrs. Ford Walker, and

Mrs. John Bowling. We were pleased to have Mrs. W. L. Loyd of Garner, N. C. as a new member and happy that Mrs. B. D. Kerr and Mrs. Ollie R. Davis (former members) are back in the club with us after a few months absence.

Mrs. H. G. Price was commended for the excellent work the Membership Committee has done this year and Mrs. J. C. Warren made a report of the doings of the Ways and Means Committee. They are both chairmen of the aforementioned committees.

Mrs. L. D. Morse, acting for Mrs. K. E. Gandy, Chairman of the Sick and Cheer Committee, announced that flowers had been sent to Mrs. Graham Gregory (birth of a baby girl, Elizabeth Ann), Mr. D. L. Jordan and Mr. Moffett Moore. Cards have been sent to Mrs. P. D. Gattis and Mrs. John Treadwell's father, Mr. John W. Hearn of Monroe, N. C. She also announced the death of Mr. Carl P. Harward, the father-in-law of Mrs. Ben R. Harward.

Following the meeting, delicious refresh-

ments were served and bridge and canasta were enjoyed. Mrs. Frank Peacock won the high score in bridge and Mrs. Tom Sanders in canasta.

Hostesses for the evening were Mrs. M. B. Melvin, Mrs. Forrest W. Matthews, Jr. and Mrs. L. D. Morse.

Sloop Named "Pharmacist of the Month" By Southeastern Drug Journal

Roger H. Sloop of Winston-Salem was named "Pharmacist of the Month" by the Southeastern Drug Journal.

A sketch about Mr. Sloop, which appeared in the January issue of SDJ, pointed up his activities in Pharmacy as well as numerous contributions in the civic and community life of Forsyth County.

At the present time, Mr. Sloop is a member of the Forsyth County Board of Health and is completing an extensive revision of the North Carolina Dental Formulary, as chairman of the NCPA Dental Formulary Committee.



Only one customer . . . but many sales

For year-round sales, feature Tes-Tape® (urine sugar analysis paper, Lilly) in your diabetic department. Diabetic patrons repeatedly purchase this easy-to-use, economical, and accurate test that is specific for glucose. If you have no diabetic department, let our salesman assist you in establishing a section from which accessories can be merchandised effectively. Send your orders for Tes-Tape and other diabetic supplies to us.

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THE PEABODY DRUG COMPANY

DURHAM, NORTH CAROLINA

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

BALANCES—Prescription balances repaired. Contact Phipps & Bird, Inc., P. O. Box 2V, Richmond 5, Virginia. Telephone MI 4-5401.

FOR SALE—Remington's Practice of Pharmacy, 12th Edition. (1961). 1,866 pages. Price \$22.50. Available from NCPA, Box 151, Chapel Hill, N. C.

WANTED TO BUY—Registered pharmacist wishes to buy good, established drug store in progressive town, population 3,000 up. Piedmont or Eastern area preferred. Reply Box MDR-2.

FOR SALE—Modern drug store less than four years in operation. Located on Florida east coast in Cape area. 1961 volume in excess of \$180,000, aver half in prescriptions. Rent \$300.00. Gross profit 38%. \$25,000 will handle. Reason for selling: absentee management. Reply Box HLJ-2.

FOR SALE—Well established pharmacy. Inventory \$15,772.88; fixtures after depreciation \$6,923.49. Gross sales in 1961—\$71,000.00. Asking price \$18,000.00. Terms. \$6,000 cash, balance financed thru bank for 4 years at 6%. JFG-2.

AVAILABLE—Partnership in professional prescription shop. \$6,500 cash. JZR-2.

WANTED—Experienced pharmacist to take advantage of exceptional opportunity. Premium salary with fringe benefits. Alternate 5 day week with 6 day week. JTW-2.

NEWS BRIEFS

Wilson—John W. Gresham, as co-chairman of the "Miss Wilson Pageant," was responsible for program advertising, a major undertaking since 250 retailers had to be contacted.

Salisbury—Mrs. Ann Hogue Wells has accepted a position as pharmacist with the Fulton Street Pharmacy. A sister, Virginia Hogue, is employed in Boiling Springs by the Boiling Springs Drug Company.

Lincolnton—Has Cornwell has been named vice president of the North Carolina Rexall Club.

Rutherfordton—Jimmy Cash, president and part owner of the Rutherford Drug Company, has been named "Young Man of the Year" by the Rutherford Jaycees. The honor came to Mr. Cash for his activities as president of the Rutherfordton Chamber of Commerce during the past year.

Roxboro—A. H. Robins MSR James A. Smith, Jr. addressed members of the Roxboro Rotary Club on the night of January 18. Title of his talk was "The Drug Industry Answers the Kefauver Report."

Morehead City—B. N. Austin, a pharmacist in West Jefferson for the past 10 years, has joined the staff of the Morehead City Drug Company.

Salisbury—Jack Rodgers has joined the staff of Doctor's Building Drug Company following several years with the VA Hospital in Salisbury. He is a pharmacy graduate of the University of South Carolina School of Pharmacy and a lieutenant in the Naval Reserve.

Belmont—Bill James, owner of Watkins Pharmacy, was the subject of a character sketch in the January 17 issue of **The Belmont Banner**. A native of Pineville, Mr. James is a graduate (1956) of the School of Pharmacy, University of South Carolina.



that's about the size of it

If you tried to purchase all of your needs direct, you would need thousands of suppliers. However, with us as your service wholesaler, you are relieved of this burdensome task of multiple purchasing. In addition, your bookkeeping procedures are lightened, out-of-stock conditions are lessened, and invoice checking is reduced to a minimum. "That's about the size of it."

Order your merchandise needs from us and take advantage of our many services. You will find our delivery service prompt and our courteous sales personnel eager to serve you.

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To help you **O**WENS, *Obtain* **M**INOR & *ore* **B**ODEKER *business & profits*

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today's health

New prescription products are vital to today's ever-improving medical care. Most of them are the result of extensive, highly complex research. Cordran (flurandrenolone, Lilly) and Cordran™-N (flurandrenolone with neomycin sulfate, Lilly), the new corticosteroid™ preparations for topical use, are good examples.

In addition to several years of exhaustive study and development, Cordran and Cordran-N have undergone intensive clinical trial. These products have rapidly achieved top prescription demand. To be sure that you maintain an adequate supply, have our salesman check your stock regularly. Your orders are invited.

WE ARE A *Lilly* DISTRIBUTOR

THE W. H. KING DRUG COMPANY
"The House of Friendly and Dependable Service"
RALEIGH, NORTH CAROLINA

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KING DRUG COMPANY
Florence, N. C.

PEABODY DRUG COMPANY
Durham, N. C.

The Carolina **JOURNAL OF PHARMACY**

Volume XLIII

MARCH, 1962

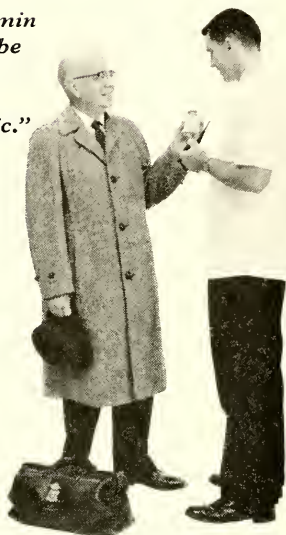
Number 3

ANNEX



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APR 2 1962
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*"This is one vitamin
I like to prescribe
because it
isn't advertised
to the public."*



*"Yes, Doctor,
that's one reason
it's such a
widely prescribed
vitamin-mineral
preparation."*

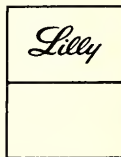
Another reason for the popularity of

MI-CEBRIN[®] T

with physicians

is its value in helping to speed patient recovery. Mi-Cebrin T is a therapeutic formulation of vitamins and minerals; therefore, it should be controlled by the physician and dispensed by a pharmacist. This keeps the vitamin business where it belongs—in the pharmacy. Mi-Cebrin T is available from your Lilly service wholesaler in bottles of 30, 100, and 1,000.

Mi-Cebrin[®] T (vitamin-minerals therapeutic, Lilly)



The 82nd Annual Convention
OF THE
NORTH CAROLINA
PHARMACEUTICAL ASSOCIATION

APRIL 8, 9, 10, 1962 SIR WALTER HOTEL

Will Again Give Us

AN OPPORTUNITY TO MEET AND GREET

OLD AND NEW FRIENDS OF THE

N. C. P. A.—Woman's Auxiliary—T. M. A.

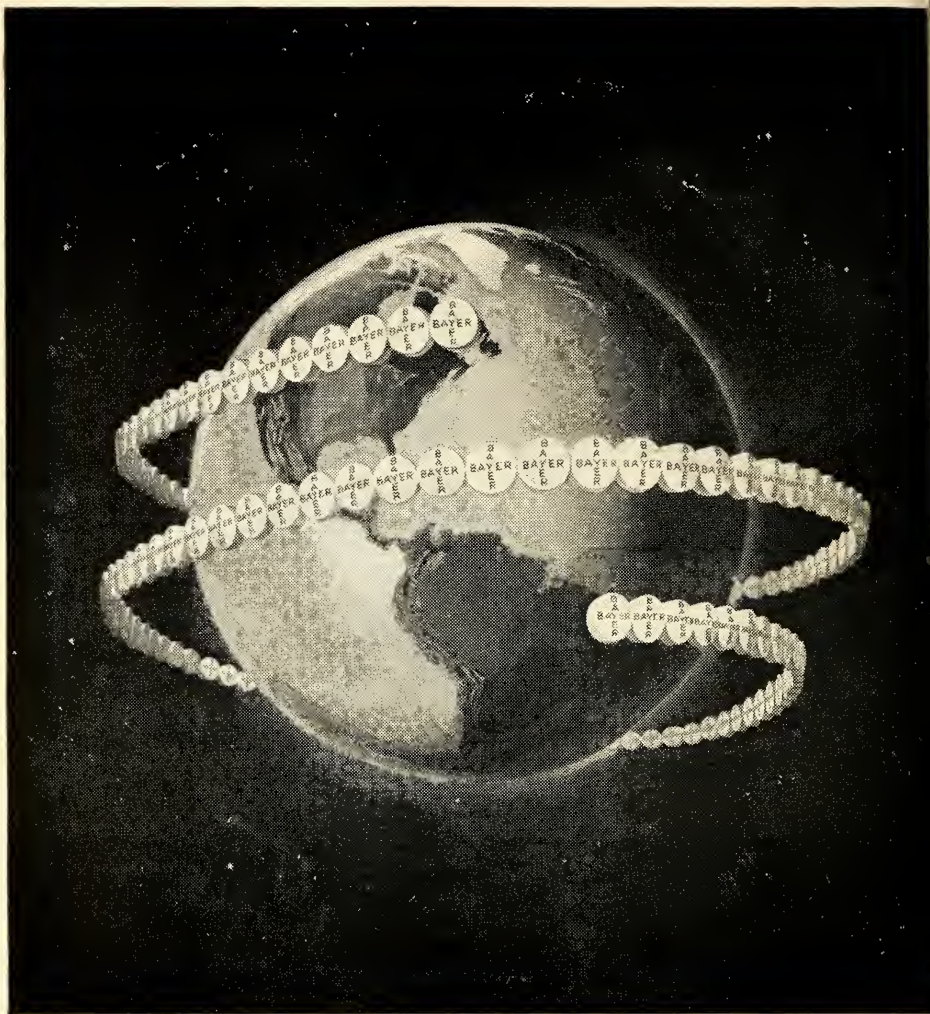
Look Forward to Seeing You There!!



JUSTICE DRUG COMPANY

Greensboro, N. C.

Beginning our 64th year of Service to
the Retail Druggists of North Carolina.



BAYER ASPIRIN is the most widely used brand of medicinal preparation in the world. If the BAYER ASPIRIN tablets sold only in the United States during 1960 were placed side by side, they would circle the earth nearly twice!

Latest reports from America's leading and largest research organization show that in unit sales—meaning turnover—BAYER ASPIRIN

continues to be the *largest selling analgesic* . . . outselling its nearest competitor by 30%! And in addition, BAYER ASPIRIN today is the *fastest growing pain reliever* on the market.

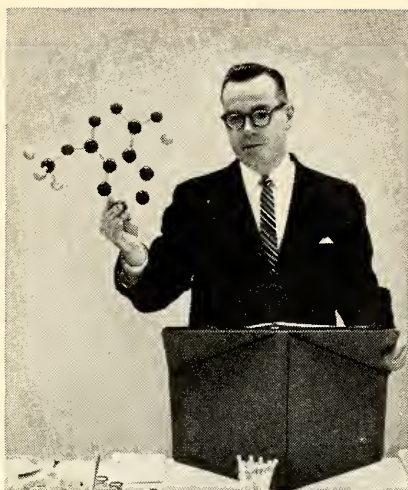
Remember BAYER ASPIRIN is the No. 1 Drug Turnover Item. So give it your No. 1 Display Space and get your full share of sales on "fastest growing" BAYER ASPIRIN.

The House of Friendly Service



Scott Drug Company

Service Wholesalers Since 1891



taking the story
to the public

SK&F
Offers Services of
the Speakers Bureau

Phil Collins (pictured above) is a member of SK&F's Professional Service Department. He—like the more than 400 Representatives who are enrolled in the SK&F Speakers Bureau—has received special training in public speaking. To date, Phil and his colleagues have spoken before more than a million people, including TV and radio audiences.

The SK&F Representatives describe highlights in medical and pharmaceutical progress during the last 30 years, and discuss some of the problems of health care today. The speeches usually end with a lively question-and-answer session.

If you would like to schedule an SK&F Speaker for a civic, social, or service group of which you are a member, just fill in and mail the coupon below.

Your name _____

Address _____

Organization _____

Speaking date _____

(Please allow a month, if possible, for necessary arrangements.)

Don't need speaker now. Send information on the Speakers Bureau.

H20



Smith Kline & French Laboratories,
1500 Spring Garden Street, Philadelphia 1, Pennsylvania

The Carolina JOURNAL OF PHARMACY

March, 1962

VOL. XLIII No. 3

★

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PHARMACEUTICAL
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It's Convention Time

Two factors of vital importance to the future of North Carolina Pharmacy will dominate the forthcoming Convention of the NCPA and Affiliated Auxiliaries, scheduled for Raleigh, April 8-10:

(1) How to improve and increase pharmaceutical service in the world of today, and

(2) How to most effectively meet the challenge of problems brought about by the rapidly changing pattern of distribution at all levels—manufacturer, wholesaler and retailer alike.

Of prime importance is the opportunity for members to have a direct voice in charting their organization's future course. Resolutions will be considered, issues decided, officers installed and the stage set for continued work and progress.

Delegates will find much else of interest, including stimulating dramatic features, colorful entertainment, nationally known speakers, and the sharing of their pharmaceutical experiences. In brief, there is no greater opportunity to spark additional dedication and determination for the big job that lies ahead.

You'll find complete details in this issue of The Journal. Make your plans now to join Presidents Hall-Myers-Kimball in Raleigh in April.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Dean Brecht Returns

Dean Brecht has returned to his duties at the School of Pharmacy following surgery and hospitalization at Memorial Hospital, Chapel Hill.

To Las Vegas

Several pharmacists from North Carolina will attend the annual meeting of the American Pharmaceutical Association, scheduled for Las Vegas in late March.

Phil Link of Reidsville, fourth place winner in ARhA's National Pharmacy Week Window Display Contest, will receive the award by way of Robert Neal Watson, who will accept on behalf of Mr. Link.

Cover Page

Alfred N. Martin (left) of Roanok Rapids and Kenneth Wiggins of Goldsbor examine the Exempt-Poison Register recently made available by the State Board of Pharmacy.

The new edition of the Register is vastly improved over the edition in use in the state for the past ten years. Space is provided for 3,000 exempt and 1,000 poison sales entries. Heads for the more frequently sold items such as Paregoric and THEc, are printed to reduce the labor involved in recording sales.

A copy may be obtained from: State Board of Pharmacy, Box 471, Chapel Hill, N. C. Price \$2.35 postage paid.



Representatives of the NCPA, TMA and Woman's Auxiliary meet during one of several Pre-Convention Planning Sessions. Standing, left to right: R. I. Cromley, M. B. Melvin, Forrest Matthews, Homer Starling and W. J. Smit's. Seated, left to right: Mesdames Cromley, Smith, Melvin and Starling.

NCPA—TMA—WOMAN'S AUXILIARY

THE CONVENTION IN BRIEF

Sir Walter Hotel, Raleigh, Sunday-Monday-Tuesday, April 8-10, 1962

Sunday, April 8

- 12:30 P.M.—Class Reunion, UNC School of Pharmacy, Class of 1952
- 3:00 P.M.—Awards, Citations, 50 Plus, Academy of Pharmacy
- 4:00 P.M.—Get Acquainted Coffee Hour
- 7:00 P.M.—Annual Banquet. Entertainment by UNC Men's Glee Club

Monday, April 9

- 8:30 A.M.—NCPA Breakfast-Business Session
- 9:00 A.M.—TMA Golf Tournament
- 12:00 Noon—Woman's Auxiliary Luncheon-Fashion Show
- 12:30 P.M.—NCPA Past-Presidents' Luncheon
- 2:00 P.M.—NCPA Business Session
- 4:00 P.M.—Woman's Auxiliary—Tea at Governor's Mansion
- 8:30 P.M.—Entertainment featuring "Doraine and Ellis"

Tuesday, April 10

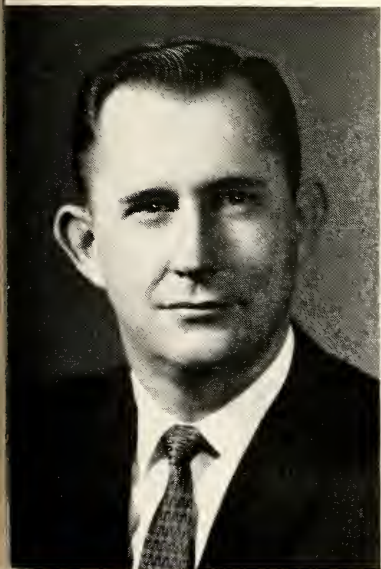
- 8:30 A.M.—NCPA Breakfast-Business Session
- 11:00 A.M.—TMA Business Session
- 12:00 Noon—Woman's Auxiliary Luncheon, and Annual Business Session
- 2:00 P.M.—NCPA Business Session
- 4:00 P.M.—Officer Installation
- 5:00 P.M.—Social Hour at Carolina Country Club
- 8:30 P.M.—Entertainment: "TMA Pharmaceutical Phollies"

Refer to pages 5 through page 25 for complete information about the convention; the programs of the NCPA, the TMA and the Woman's Auxiliary; Committees, Speakers, Special Events, Displays, Entertainment and General Announcements.

Have your picture made in color, courtesy of B & H Photo Company, Charlotte. An expert color photographer will be available during the 3-day meeting. Free photo card with your registration badge.

Miss North Carolina will be present Sunday afternoon and night (Banquet).

To Preside in Raleigh



ROBERT B. HALL, *President*
N. C. Pharmaceutical Asson.



MRS. LESLIE M. MYERS, *President*
Woman's Auxiliary, NCPA

Two of the NCPA Guest Speakers



J. WARREN LANSDOWNE

1961-1962 President of the American Pharmaceutical Association and Manager of the Professional and Trade Relations Department of Eli Lilly and Company. Owned and operated a community pharmacy from 1926 to 1933. Editor of *Tile and Till*; Associate Editor of the *Lilly Digest*.

Subject: "Know Something, Be Something, Do Something."

Monday, April 9, 10:00 A.M.



WILLIAM J. WISHING

Mr. Wishing joined Smith Kline & French Laboratories in 1949 as a Professional Service Representative. In 1956 he was made a Regional Manager, and in 1958 became a Divisional Sales Manager. A graduate of the University of Notre Dame. Served in the U. S. Army during World War II.

Subject: "Pharmaceutical Marketing Today and Tomorrow."

Tuesday, April 10, 11:00 A.M.

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DRUG STORES FOR OVER
43 YEARS**



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**BLACK & WHITE
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If you had to make your own children's multivitamins

... chances are you'd try to make them very much like our **new VI-DAYLIN® CHEWABLE with Entrapped Flavor.** Entrapped Flavor means a better tasting chewable children's multivitamin; one with no vitamin aftertaste. Here's why: 1. We coat all the vitamins in a digestible film that does not dissolve until it reaches the gastrointestinal tract. This means that unpleasant strong vitamin tastes are not released in the mouth, but in the g-i tract where they are most quickly absorbed. 2. We make certain that every Vi-Daylin Chewable tablet tastes citrus sweet and good to every patient, everytime; we coat the flavoring oils in each tablet in a water soluble film. This film dissolves immediately in the mouth, releasing the full bouquet of our citrus-candy flavoring agents.



Meet Miss North Carolina at the Convention

You'll have an opportunity to meet Miss North Carolina (Susan Kay Woodall of Roanoke Rapids) at the Convention. During Sunday afternoon (April 8), Miss North Carolina will be present in the lobby of The Sir Walter Hotel and that night she will be guest of honor at the banquet.

Miss North Carolina graduated in 1957 from Roanoke Rapids High School and from the University of North Carolina in 1961 where she majored in English and education.

Susan has been Miss Dixie Classic; Miss Holiday of 1957 at Roanoke Rapids; Miss Harvest Festival at Roanoke Rapids; Miss International Cup Regatta of 1956; Miss Coast Guard Academy (football queen) of 1961; one of 12 beauties in annual YAK selections; member of "Beat Duke Court" at UNC; Beauty representative of Woman's College student body in 1958.

A photographer (B & H Photo Company, Charlotte) will be present to make pictures.

Following the 7 P.M. banquet in the ballroom of The Sir Walter, the 65-voice UNC Glee Club will entertain from a repertoire of sacred, folk and patriotic songs, show tunes, Carolina songs and novelties.

The Glee Club of the University of North Carolina, pictured on the opposite page, is one of the institution's oldest and best known organizations. Alumni of the University are familiar with "Hark the Sound of Tar Heel Voices" first made famous in 1909-1910 by the Glee Club and Glee Club quartets.

Averaging around thirty appearances annually, the Glee Club generally makes a Fall and Spring Tour. In this particular instance, the Club will come directly to the Raleigh Convention from an appearance in Wilmington at the Azalea Festival.

Numbered among the Club's more famous alumni is Andy Griffith of Broadway and TV fame. The present director of the Club, Dr. Joel Carter, began his work at Carolina in 1949.

The Glee Club's appearance at the convention is under sponsorship of Justice Drug Company.

Craft Heads Gaston Club

Officers of the Gaston County Pharmaceutical Society are: Roy E. Craft, president; Henry C. Bell, vice-president; John McDonald, secretary; and Tom M. Holland, treasurer.

pride...

of ownership with
Greater efficiency...

Bigger profits...

More flexibility...

is yours with
**SAGINAW STEEL
STORE FIXTURES**

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**Gervin M. Wayt,
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**Morganton, N. C.
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Combex®

Five frequently prescribed, fast-moving B-complex products

COMBEX KAPSEALS®—bottles of 100, 500, 1,000, and packages of 5,000, for increased requirements of B-complex factors

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TAKA-COMBEX® KAPSEALS®—bottles of 100 and 1,000, aid starch digestion, provide B-complex vitamins

TAKA-COMBEX ELIXIR®—16-fluidounce bottles, for convenience of administration in the young and elderly



PARKE-DAVIS

PARKE, DAVIS & COMPANY, CHICAGO 33, ILLINOIS

"DORAINE AND ELLIS — THEIR STORY"

The success story of the famous husband-wife singing team, DORAINE AND ELLIS, scheduled to appear at the NCPA Convention on Monday night, April 9, under sponsorship of the W. H. King Drug Company and Associates, is a fascinating one. It all started on a Sunday evening in March a number of years ago when a very young and beautiful soprano, DORAINE RENARD, and a very young and handsome tenor, ELLIS E. LUCAS, made their professional debut as a singing team at a Sunday evening musicale sponsored by the management of an exclusive residential hotel in Columbus, Ohio. The pattern for the success story of this fabulous singing team was set that night. At the conclusion of the program, DORAINE AND ELLIS were immediately engaged for a repeat performance.

On September 3 of that year they were married in a simple ceremony attended only by Doraine's mother, Elsa Renard, a renowned costume designer known professionally as Elsa of Hollywood, and A. Herman Amend, the famous Ohio impresario, who served as Ellis' best man. Doraine's mother had designed magnificent gowns for many fashionable weddings, always looking toward the day when she would create something extra special for the wedding of her only daughter. Doraine, however, had other ideas and insisted on a simple wedding. Perhaps this is one reason why each of the many glorious costumes that Elsa of Hollywood has created for Doraine in subsequent years has had that indefinable "Extra Special" touch.

Today the names of DORAINE AND ELLIS are a legend in the field of entertainment. This talented couple has been for a number of years America's foremost singing team. Viewing a performance of DORAINE AND ELLIS, one is immediately impressed by their consummate teamwork. This perfection is based on the large number of appearances they have made together. It can be said in all sincerity that there has never been a singing team in the world of entertainment that has made as many appearances before such a wide variety of audiences as this attractive husband-wife team.

From the beginning of their work together, DORAINE AND ELLIS contended that great American composers such as Herbert, Romberg, Friml, Kern, Youmans, Berlin, Porter, Gershwin, Rodgers, and others had created a definite musical art form. DORAINE AND ELLIS have devoted their entire efforts to the interpretation of the music of these composers. Devising unique costumed presentations of the standard favorites of the Broadway Musical Theatre and continually adding exciting adaptations of the newest hits, they won for themselves a large and enthusiastic following. How enthusiastic the followers of DORAINE AND ELLIS are is best attested to by the fact that this duo is one of the most repeated attractions in the history of the theatre. The appearance of DORAINE AND ELLIS has become an annual event on a number of series.

During the early stage of their career as a singing team, DORAINE AND ELLIS scored triumph after triumph in the leading theatres, hotels, and supper clubs of the nation. DORAINE AND ELLIS have found great demand for their services on artist series and at colleges and universities in the United States and abroad. Their show, "A Costumed Cavalcade of Broadway's Greatest Musical Hits," has won the acclaim of audiences and critics wherever they have appeared and their travels have taken them through twenty-three countries. They have starred in every theatrical medium. They have appeared on all major radio and television networks. Their work includes a series of shows transcribed at the BBC Studios in London, England.

A very important phase of their professional activities is their appearances as the entertainment feature for large state and national conventions. With the emphasis on family participation in the social side of these meetings, executive and business leaders throughout the country have, time and time again, proclaimed the show presented by this talented husband-wife team to be the ideal convention entertainment.

WHAT'S IN A BOTTLE OF 100?

Of course, there are 100 capsules by count. But are you sure they always add up to 100 per cent in quality?

Every time you need a drug for *your* family, don't you choose a brand name? And doesn't the reputation behind that name stand for top quality? When the product bears the Lederle name, you *know* the quality is 100 per cent. Do you honestly feel that way about a "just-as-good," cut-price generic?

The next time a patient comes in with a generic Rx, give him the benefit of your own personal trust

...give him the full
100 per cent...a Lederle or
other brand-name product.



LEDERLE LABORATORIES
A Division of
AMERICAN CYANAMID COMPANY
Pearl River, New York

The Traveling Men's Auxiliary Program

The 350 member TMA is bringing a top entertainment attraction to the Convention on Tuesday night, April 10, Ballroom of The Sir Walter. Staged and produced exclusively for the TMA by Harmony House Attractions, the show will star Ellis E. Lucas as Master of Ceremonies.

On the opposite page are pictured some of the stars to appear: Ruth Daye in "Music Hath Charm"; Pedro and Pedro, Jr. in "Topsy Turvy"; Rex Ramer and Eilene in "Musical Madcaps"; Prince Hara in "The Thief of Bagdad" and Nickey ReDavid in "Keep Your Eyes on the Ball."

TMA Golf Tournament

Monday, April 9, 9 A.M. at The Raleigh Country Club. W. W. Morton is chairman of this event. Green fees and the trophy, courtesy of the B. C. Remedy Company. Golf prizes by the wholesale druggists of North and South Carolina and Virginia.

TMA Business Session

The annual TMA business session is scheduled for Tuesday, April 10, 11 A.M. in The Raleigh Room of The Sir Walter. Leon Kimball, president, will preside; J. Floyd Goodrich, secretary-treasurer, will summarize the year's activities.

TMA Membership

Membership of The Traveling Men's Auxiliary of the NCPA is now past the 350 point, making the organization one of the largest of its type in the United States.

Yet most of the medical service representatives and other sales representatives calling on the retail and wholesale pharmacies of North Carolina are not members of the TMA. Since a major reason for non-membership is a lack of information about the TMA and its purposes, pharmacists can assist the organization by encouraging eligible prospects to affiliate. A non-member can be identified if his name does not appear on the TMA Roster Poster mailed to all N. C. pharmacies in 1961 or by referring to this same list in the NCPA Year Book.

The TMA's, in addition to assisting with most pharmacy programs in the state, sponsor entertainment as the concluding event of each year's convention. Since this involves several thousand dollars, TMA convention-attending members pay \$15; non-attending members (see application form below) pay \$5 annual membership dues. The dues in each instance include a 12-months subscription to THE CAROLINA JOURNAL OF PHARMACY.

HERE IS MY APPLICATION

for 1962-'63 membership in The Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association and subscription to THE CAROLINA JOURNAL OF PHARMACY.

Name.....

Street Address.....

City.....

Firm Represented.....

Please make your \$5.00 check payable to "Traveling Men's Auxiliary, NCPA" and mail to Mr. J. Floyd Goodrich, 2121 West Club Blvd., Durham, North Carolina.

Note: If you attend Convention, the Attending Membership is \$15, payable at the TMA Registration Desk in the Lobby of The Sir Walter Hotel, Raleigh.

Robins

MARCH CHECK LIST

Tear out for a handy check of your current stock of these Robins products that are receiving special promotion in your area
March 26—May 4

Dimetapp[®] Elixir **NEW**

Elix. 1 pint Elix. 1 gal.

Dimetapp[®] Extentabs[®]

Extentab 100's Extentab 500's

Donnazyme[®]

Tab. 100's Tab. 500's

Entozyme[®]

Tab. 100's Tab. 500's

Donnatal[®]

Extentabs 100's Extentabs 500's Tab. 100's Tab. 500's
 Tab. 1000's Cap. 100's Cap. 500's Cap. 1000's
 Elix. 1 pint Elix. 1 gal.

Robanul[®]

Tab. 100's Tab. 500's

Robanul[®]-PH

Tab. 100's Tab. 500's

Why not check your stock of all Robins products at the same time
— and be prepared



A. H. ROBINS CO., INC., RICHMOND 20, VA.

Andes Sells Parsons Drug

William C. Bias, an associate with G. E. Andes in the management of Parsons Drug Store, Wadesboro, for the past several years, has purchased the pharmacy from Mr. Andes.

The pharmacy will continue to be operated as Parsons Rexall Drugs.

Mr. Andes, who has announced his retirement, is a native of Timberville, Virginia. He came to Wadesboro in 1930 and over the years has been actively identified with the progress of that Anson County town. He is an ex-mayor of Wadesboro.

Shields Named "Man of the Year"

Louis Shields, Jacksonville pharmacist has been named "Man of the Year" by the Jacksonville Junior Chamber of Commerce.

Shields work with the Onslow County Board of Health, the Downtown Merchants Association, the PTA and the Jacksonville Chamber of Commerce were cited when the award was made.

Recently Mr. Shields was appointed by Governor Terry Sanford to serve Onslow County on the North Carolina Committee for Better Schools.

Powell Heads Health Board

Pharmacist E. S. Powell of Oxford has been elected chairman of the Granville County Board of Health.

A graduate of the School of Pharmacy UNC, Mr. Powell continued at the School with advanced studies. Later, he accepted a position with Woolard's of Henderson and in 1952, with Herring and Williams of Oxford, which he now owns and operates.

Ammons is Guest Speaker

Guest speaker at a recent meeting in Red Springs was Raymond Ammons, pharmacist associated with Townsend's Pharmacy.

Subject of Mr. Ammons' talk was "The Future of Red Springs as Seen Through the Eyes of a Pharmacist."

Heads Heart Drive

Thomas W. Youngblood, Raleigh pharmacist, heads the 1962 Heart Days for Business campaign in the Capital City.

Bill Wilson, manager of Kerr Rexa Drugs, is assisting Youngblood in Cameron Village.

The Greatest Race In History

By JOHN S. MORGAN

Associate Managing Editor, Steel

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A rabbit and a turtle were having a race. The rabbit, named Boss, was soon far ahead, but was stopped by a steward from the Racetrack Employees Union, Local No. 6. "You can't go that fast," said the steward. "It violates Section 2B of the contract."

The rabbit argued until he saw that the turtle had crawled ahead. He realized that debate was useless, so he went on at a reduced speed, that was still faster than the turtle's pace. He had passed his opponent once more, when he was again stopped, this time by a representative from the Department of Justice.

"We are charging you with unfair competition," the government man declared. "You're taking unreasonable advantage of the turtle." "But we agreed to compete," protested the rabbit. He was going to say more but thought it wiser to find his lawyer

to draft a reply. That took time. When he returned to the track, the turtle was far ahead.

He hurried on as fast as Section 2B would permit and had regained a good lead when his path was blocked by burly pickets from the International Truck Drivers Union. They had been trying to organize a carrot processing plant, one of his major suppliers, and only yesterday had created a disturbance over truck delivering to him. Boss rabbit rushed back to his lawyer, got him to drop everything and go to court on the matter. The judge granted an injunction on the ground that the picketing constituted an illegal secondary boycott.

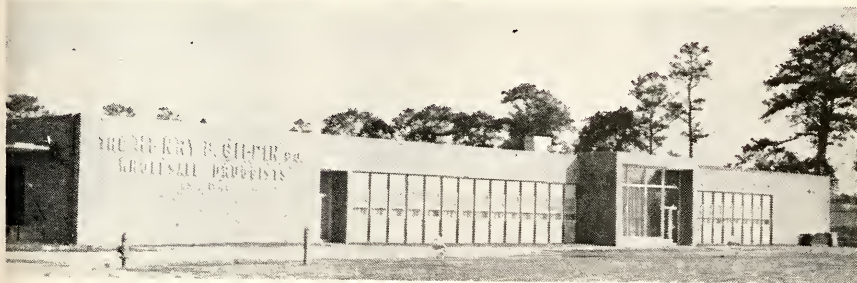
By the time all that had been cleared up, the turtle was nearly at the finish line. The rabbit made four leaps to pass him. But his victory wasn't declared official until three years later when a grievance filed by Local No. 6 was disallowed and he had won his competition case in a government suit.

Moral: It's tough to be the front runner, but it's still the best position.

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TRANSPORTATION

Mrs. Moffitt Moore, *Chairman***The Auxiliary Program Includes**

SUNDAY: Awards meeting at 3 P.M. followed by Get Acquainted Coffee Hour; Banquet at 7 with entertainment by the University of North Carolina Men's Glee Club. Banquet tickets available from the NCPA. Entertainment sponsored by Justice Drug Company.

MONDAY: Luncheon with Pine State Creamery as hosts, and a fashion show by Ellisbergs. Tea at the Governor's Mansion. Floor Show featuring Doraine and Ellis in

"A Costumed Cavalcade of Broadway's Greatest Musical Hits" with W. H. King Drug Company & Associates as hosts.

TUESDAY: Luncheon sponsored by Sealtest Foods (Southern Dairies) and annual business session; officer installation at 4 P.M.; Social Hour (5 P.M.) at Carolina Country Club, sponsored by W. H. King Drug Co. and Associates. At 8:30 P.M., "Pharmaceutical Phollies" floor show and dance sponsored by The Traveling Men's Auxiliary of the NCPA.

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The Image of Pharmacy — A Physician's Point of View

By EDGAR T. BEDDINGFIELD, JR., M.D.
Medical Society of the State of North Carolina

It is indeed a high honor for me to be privileged to be with you tonight, and I am grateful for the opportunity. I certainly feel at home among pharmacists. As many of you know, I spring from a family of North Carolina pharmacists—my father, my uncle, my brother, and my cousin were or are practitioners of pharmacy, and I am proud of the fact that for several years I was a member of the North Carolina Pharmaceutical Association through the Student Branch in the University School of Pharmacy.

You should know, however, that I was not the first choice of your Program Committee in selecting a speaker to fill this part of your program. The original invitation was extended to Dr. Claude Squires of Charlotte, President of the Medical Society of the State of North Carolina. It is unfortunate that illness has necessitated Dr. Squires' curtailing his engagements, and the invitation was then extended to me. Thus, my presence here tonight reminds me of an experience that I had in my country practice of medicine a few years ago. I was called at 10:00 a.m. to make a home call to see a colored child. I had never been called to this particular home before, and when I followed the directions and finally arrived at the house, I found it was just outside the city limits of Wilson, about ten miles distant from my home. On examining the youngster, who had a fever, I discovered that he had a moderate-severe tonsillitis, and announced this diagnosis to the mother, a large "Aunt Jemima" type who had been hovering suspiciously in the background. "Tonsillitis?", she said, "That's just what Dr. Jones said when he saw him yesterday." I thereupon exploded: "If Dr. Jones, who is nearby in Wilson, is your regular doctor and he saw the child yesterday, why in the world do you call me

out at this hour? Why didn't you call Dr. Jones?" Drawing herself up, she acidly announced "Well, Dr. Beddingfield, I want you to know I did call Dr. Jones, and he's tied up with a labor case—so I called you. When you can't get meat, taters will do!" Having been cut down to size, I beat a hasty retreat!

Thus, I regret the meaty address that I know Dr. Squires would have brought to you, but I am grateful for the opportunity to bring you a few potatoes! Seriously, I bring to you the best wishes of President Squires and the officers and staff of the Medical Society of the State of North Carolina.

My presentation has been entitled, "The Image of Pharmacy—A Physician's Point of View." In the course of these remarks, I hope to bring to you not only a glimpse of yourselves as we physicians see you, but to also add an appraisal of your public image as we perceive it to be.

(Continued on page 37)



E. T. BEDDINGFIELD, JR., M.D.

Banquet Address at the NCPA Seminar on Modern Pharmaceutical Practice, Morehead City.

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Tastes Great . . . It's

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Free Prescriptions

The pharmacists of Henderson have been asked by the Vance Board of County Commissioners to institute a plan whereby each drug store will supply \$25 of prescription free each month to indigent persons in the county who are certified by the Vance County Board of Welfare.

The request followed a proposal that the county cease the purchase of drugs at whole sale, a practice that has prevailed in the county for several years.

Sues for \$15,960

Mrs. Leonia Austin of Clinton has filed suit against the Gaddy Pharmacy for \$15,960 for injuries allegedly sustained on the premises of the firm.

Mrs. Austin contends she stepped into a hole at the entrance of the pharmacy resulting in injury to her arm, knee and back.

Tyler Named Chairman

Jack Tyler, owner-pharmacist of the Medical Pavilion Pharmacy, Greenville, served as Pitt County Chairman of the Heart Fund Drive.

A graduate of Sanford High School and the UNC School of Pharmacy, Mr. Tyler was associated with Eubanks Drug Store of Chapel Hill for four years. He opened the Greenville pharmacy in the early fall of 1961.

Kritzer Retires

Everett L. Kritzer, manager and senior pharmacist at Purcell's Drug Store, Albemarle, since August, 1932 has retired after nearly a half century in pharmacy.

A native of Richmond, Virginia, Mr. Kritzer spent his early days in Spencer where his father was part owner of a drug store. With the exception of two years with the Air Corps during WWI, Mr. Kritzer worked in Spencer until 1929 at which time he accepted a position with Purcell of Salisbury. Three years later he went to Albemarle as pharmacist-manager of the Purcell store in that town.

He is a member of the Albemarle Rotary Club, the First Lutheran Church, the American Legion and the 40 & 8.

Pre-Pharmacy Students Entertained by NCPA

President Robert B. Hall of the NCPA addressed the pre-pharmacy students of UNC at a special program given in their honor at the Institute of Pharmacy on Sunday, February 18.

The students were welcomed to The Institute by NCPA Secretary Smith, and following President Hall's address, Executive Committee members Edwin R. Fuller and Hoy A. Loose were introduced.

Dean Edward A. Brecht introduced members of the School of Pharmacy faculty who attended the program. A short talk by David Runnion, President of the Students Branch of the NCPA-APhA, concluded the normal part of the special session.

Summer employment forms were made available to the pre-pharmacy students without thirty of the students requesting assistance in locating work for the coming summer months.

Purpose of the program was to identify the NCPA and its activity to the pre-

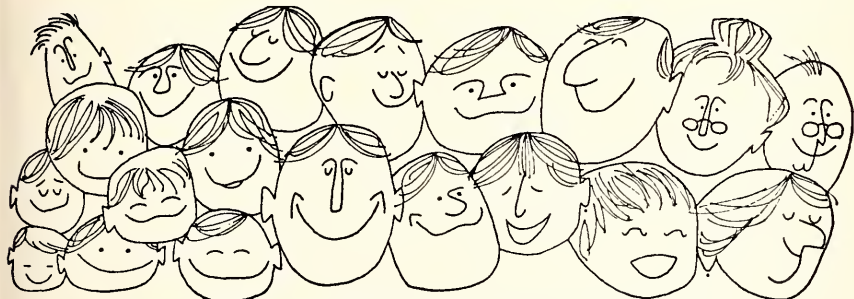
pharmacy students and additionally, to give the students an opportunity to visit the Institute of Pharmacy.

N. C. Fair Trade Statute Upheld

The North Carolina Fair Trade Act was held constitutional in a recent Federal court decision by Judge L. Richardson Preyer of Greensboro.

In making the decision, Judge Preyer held the Parker Pen Company is entitled to a permanent injunction against Dart Drug Company, Inc. of Winston-Salem. Dart Drug, which did not sign a fair trade contract with Parker, contended the N. C. Fair Trade Act is in conflict with both the North Carolina and United States Constitutions.

In commenting on Dart's contention that fair trade legislation was spawned in conditions of depression and should be considered in the light of the "present age of affluence," Judge Preyer said: "We think that the legislature is better fitted to resolve the economic issues involved than the courts."



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UNC PHARMACY SCHOOL NOTES



Mrs. Ernest Morrell of Southern Pines presented a valuable gift to the Pharmacy Library consisting of the "Standard Cyclopedia of Horticulture" by L. H. Bailey, 1914-1917 edition in six volumes. The late Mr. Morrell was a well-known horticulturist who spent some years in England, Egypt, and Germany. He spent his last 40 years in Southern Pines and Rhode Island landscaping various estates and serving as an advisor on gardening. It was interesting that Dr. Jack K. Wier, Assistant Professor of Pharmacognosy, had been discussing the need in the library for this valuable reference. Malcolm Burroughs, third-year student from Wadesboro, provided transportation for this heavy set of books.

Outstanding success has been enjoyed by the professional symposium with six Wednesday night lectures on antibiotics and cardiovascular drugs which began on February 7 and was arranged by Assistant Dean Chambers as Director of Pharmacy Extension. A total of 55 pharmacists enrolled attending from as far away as Elizabeth City.

The annual industrial trip, February 11-17, took 68 undergraduate students, two graduate students, and 22 wives or husbands of graduating students to the Upjohn Company, Parke, Davis & Company, and Eli

Lilly & Company. Doctors M. A. Chamber and Jack K. Wier served as chaperones. The tired returnees expressed their enthusiasm for this opportunity to understand the broader aspect of pharmacy at the industrial level. Two of the graduating students are sons of Parke, Davis & Company representatives.

The Justice Drug Company presented individual copies of the Physician's Desk Reference to the graduating students and members of the faculty. This reference is particularly useful in Dr. Thompson's course in Prescription Specialties and Dr. Piantadosi's course in Dispensing.

On January 26-27 Dr. Chambers represented the School of Pharmacy at North Carolina's first annual Health Career's Congress at the Robert E. Lee Hotel in Winston-Salem.

Mr. James Kai Jin Lim, graduate student from Singapore, passed the final examination for the degree of Master of Science with major in Pharmacy. The subject of his thesis was "The Solubilization and Stabilization of Phenobarbital." The final examination was held on February 8.

Dean Brecht demonstrated traction splinting on February 12 at Chapel Hill Fire Station No. 2 for a special class of approximately 35 students from the fire department and police department. The course is being taught by Dr. Osear Paris, chairman of Fire Aid, who is an assistant professor of Zoology.

Dean Brecht made his annual visit to the Charlotte Woman's Druggist Auxiliary on February 13. Also present were Mr. Leslie Myers, president of the State Auxiliary, Mr. John T. Stevenson, vice-president of the State Auxiliary, and two past presidents and advisors, Mrs. F. F. Potter and Mrs. Tom Holland.

The Retail Laboratory passed final inspection on February 14 with flying colors. Pharmacists who have visited this newly completed facility of the School of Pharmacy have expressed enthusiasm for the excellence of its fixtures. Dr. A. W. Jowd, Assistant Professor of Pharmacy Admini-

tration, is receiving excellent response from manufacturers who have been solicited for stocking the laboratory type of retail pharmacy.

The prepharmacy students in General College were guests at a special reception held at the Institute of Pharmacy on February 18. Students were addressed by Mr. W. J. Smith, secretary, and Mr. Robert B. Hall, president of the N.C.P.A. Also present were past president Ed Fuller and vice-president Hoy Moose.

The independent students of the School of Pharmacy now have attractive athletic shirts for intramural activities as a gift from Rowe Campbell, Peoples Drug Store, Taylorsville. In the basketball competition both of the first two games were won against the School of Law and the School of Dentistry.

From time to time pharmacists have requested information concerning better ways to obtain distilled water. Recently the announcement of an electrically heated water still has been obtained from Barnstead and is available from the Standard Scientific Supply Corporation, 808 Broadway, New York 5, N. Y. at approximately \$124.50. In the specification its capacity is $\frac{1}{2}$ gallon per hour using 115 volt current at $1\frac{3}{10}$ kilowatts per hour plus 4 gallons of cooling water per hour. Its small size requires only 21 inches wide, 10 inches deep, and 19 inches high.

Two babies were born in the pharmacy staff during the past month. On February 26 a baby girl, Helen Allison, was born to Mr. and Mrs. John E. Haynes. Mrs. Haynes is a secretary at the School.

A second baby girl, Anna Marie, was born to Mr. and Mrs. Lucien Faust. Mrs. Faust is a part-time instructor on the staff.

A letter was received recently from George Crevar, former graduate student. He is now research pharmacist at St. Jude's Hospital in Memphis, Tennessee, where he is also teaching Pharmaceutical Preparations at the School of Pharmacy in addition to continuing graduate work for the doctorate degree. A baby girl, Tracy Britton, was born to the Crevar's on November 11.

Student Branches

The February meeting of the Student Branches of the N.C.P.A. and APhA was

addressed by Professor C. H. MacGregor of the School of Business Administration on "How the Public Views the Pharmacist."

Kappa Psi

Report by HAL REAVES,
Public Relations Chairman

Beta Xi Chapter of Kappa Psi Pharmaceutical Fraternity is proud to announce the installation of the following officers for the ensuing term: Reagent, William Hugh Fuller, Jr., Smithfield; Vice-reagent, James O. Baity, Mt. Airy; Secretary, William Allgood, Roxboro; Treasurer, Halbert McKinnon, Lumberton; Chaplain, Benjamin Brown, High Point; Historian, Hal Reaves, Asheboro; Pledgemaster, William Patterson, Greenville; Social Chairman, Arthur Hill, Lewes, Delaware; Intramural Manager, Jesse L. Welch, St. Pauls.

Phi Delta Chi

Reported by LARRY T. MCCOY, JR.,
Correspondent

Phi Delta Chi sent four delegates to the 44th Grand Council which was held December 27-29 in Minneapolis, Minnesota. The delegates were: William Ray Johnson, III, Fred C. Chamblee, L. H. Stocks, III, and Larry T. McCoy, Jr.

On January 11 the following were initiated into the fraternity: Ronald Buchanan, Joseph Leon Davis, and Larry T. McCoy, Jr.

The officers for the spring semester are: President, Fred Chamblee, Carrboro; Vice-president, William Ray Long, Kannapolis; Secretary, L. H. Stocks, III, Hookerton; Treasurer, Hugh Floyd Hayes, Thomasville; Social Chairman, Willis Ray Johnson, III, Jacksonville; Correspondent, Larry T. McCoy, Jr., Cove City; Assistant Correspondent, Joseph Leon Davis, Conway; Master-at-Arms, George Walker Bender, Fayetteville; Assistant Pledge Master, Gilbert C. Hartis, Winston-Salem; Inner Guard, Max Hatley, Oakboro; Prelate, Joe Greeson, Burlington; Intramurals Manager, Ronald Buchanan, Greensboro.

During the spring semester informal rush, the following were pledged: Henry Watkins, Spindale; Harrell Dean Bryan, Chinquapin; Hugh Smith, Jr., Pink Hill; Dempsey Hill,

(Concluded on page 35)

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OF THE AUXILIARIES

- Gaston—Mrs. Anita Friday
- Charlotte—Mrs. C. H. Smith
- Chapel Hill—Mrs. Don Skakle
- Greensboro—Mrs. James M. Waugh
- Cabarrus—Mrs. Harry Barringer

Gaston

The January 16th meeting of the Gaston Pharmaceutical Auxiliary was held at the home of Mrs. John O. McDonald. Mrs. Lewis Bulwinkle, Executive Secretary of the National Foundation, spoke on the local work of the March of Dimes. Mrs. Fred Moss, civics projects chairman, directed the group in making Valentine tray favors for Gaston Memorial Hospital. Mrs. Truman Hudson announced plans for a square dance. Co-hostesses for the meeting were Mrs. John O. McDonald, Mrs. Donald K. Carter, and Mrs. Jack Friday.

Eighteen members were present for a luncheon on February 21, 1962 at the Holiday Inn. Mrs. Richard Curtis gave the devotional. Attention was called to plans for the state convention in April. A nominating committee consisting of Mrs. John Ameen, Mrs. Fred Moss, and Mrs. John O. McDonald was appointed to secure a slate of officers. Co-hostesses were Mrs. Richard Curtis and Mrs. William H. Houser. Mrs. James B. Lewis, guest speaker, chose "Trends in Fashion for Spring" as her theme.

Charlotte

The Charlotte Woman's Druggist Auxiliary held their regular monthly luncheon meeting Tuesday, February 13 at 12:30.

Dean E. A. Brecht and Mrs. Leslie Myers, President of the Woman's Auxiliary of the N.C.P.A. addressed the group. Other special guests were Mrs. John T. Stevenson, Elizabeth City, first vice-president, and Mrs. Thomas M. Holland, Mt. Holly, Advisor, both from the State Auxiliary.

Plans were discussed for the annual bridge and caucasta party which is to be held at the Esso Building on February 20. The proceeds go toward scholarships for a worthy girl or boy in North Carolina.

Members of this Auxiliary are looking forward to the convention in Raleigh.

Chapel Hill

On January 17th the members of the Chapel Hill Woman's Pharmaceutical Auxiliary met at the home of Mrs. Henry Clark for bridge and luncheon. Following the luncheon there was a business meeting, at which time Mrs. M. A. Chambers, President, extended the invitation made by the Pharmacy Wives to the Auxiliary for a joint meeting, January 23rd, at the Institute of Pharmacy.

Also, it was decided that the February meeting would be held at Schrafft's Country Inn for luncheon and a fashion show. The five senior girls of the Pharmacy School are to be invited as guests.

Mrs. George Cocolas announced that the preparations for the benefit bingo, to be held at the Institute of Pharmacy on March 9th, were now underway.

Joint Meeting

On January 23 at the joint meeting with the Pharmacy Wives, Dr. Kempton Jones, one of the general practitioners serving Chapel Hill citizens, and representatives from the American Cancer Association teamed up to provide a very informative program related to the incidence of cancer in women. Two films were shown to amplify the message vital to the well-being of women and, following each film, Dr. Jones provided time for a question and answer period.

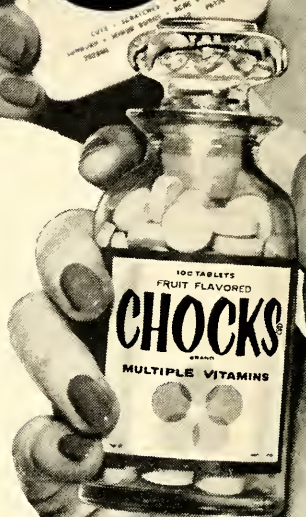
Following formalities, members of the two associations retired to the lobby of the Institute for a short social period to mingle and become better acquainted.

Greensboro

Dr. Ruth M. Collings, professor at Woman's College, University of North Carolina was speaker for the regular luncheon meeting of the Greensboro Drug Club Auxiliary on January 23 at the Mayfair Cafeteria.

Dr. Collings' subject was the work of the Children's Home Society of North Caro-

(Continued on page 43)



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A daughter, Sarah Katherine, to Mr. and Mrs. Bill Swann of Hazelwood, December 11th. . . . A daughter, Mary Lucy, to Mr. and Mrs. Robert Elliott of Chapel Hill, January 5, 1962. Mrs. Elliott, a senior at the UNC School of Pharmacy, is the former Rebecca Harper, daughter of Mr. and Mrs. J. L. Harper of Hendersonville. . . . A son, James A. Oldham, IV to Mr. and Mrs. James A. Oldham III of Kenly, January 20th. . . . Lucia Michele, a daughter, born to Mr. and Mrs. Grover Creech of Selma, February 1st. . . . A daughter, Krista Lyone, to Mr. and Mrs. Phillip Crouch of Asheville, February 8th. . . . A fourth son, James Grey, born to Mr. and Mrs. Emory Milner Watson of Greensboro, February 12th. . . . A daughter, Amanda Fadyue Day, born to Mr. and Mrs. Harold Vann Day of Spruce Pine, February 14th.

Marriages

Miss Sarah Diane Ralph to Billy Worth Lanier, January 28 at St. Stephens Episcopal Church of Erwin. Mr. Lanier is with McKnight's Drug Store of Coats. . . . Mrs. Mary Davis Williams to Wilbur A. Lovekamp, January 26 at St. John's Lutheran Church of Winston-Salem. Mr. Lovekamp is with Parkview Pharmacy of that city.

Deaths

C. R. EDWARDS

Charles Ruffin Edwards, born Sept. 28, 1897, died February 4.

A graduate of the School of Pharmacy, University of North Carolina, Class of 1932, Mr. Edwards had operated a pharmacy in Lenoir since 1950. Prior to that time, he had been associated with various pharmacies, mostly in Piedmont North Carolina.

L. B. JOINER

Leon Benjamin Joiner, born May 6, 1894, died March 1 at Rowan Memorial Hospital following a heart attack.

A graduate of the Southern College of Pharmacy, Mr. Joiner moved to Salisbury in 1936 as an employee of Purcell's. In recent years he was owner-operator of the Main Drug Company.

Mr. Joiner served as first president of the Rowan-Davis Pharmaceutical Association.

MRS. WAYNE F. RHYNE

Mrs. Wayne F. Rhyne of Gastonia suffered a heart attack on the afternoon of February 13 and died that evening. Mrs. Rhyne had remained a member of the Woman's Auxiliary since the death of her husband several years ago.

UNC PHARMACY SCHOOL NOTES

(Continued from page 31)

Deep Run; Wayne Keith, Lexington; and William Horne, Hamlet.

The Annual P. D. C. Weekend is scheduled for March 30-31. On Friday, March 30, there will be a combo party at the house, featuring the Hot Nuts. Saturday evening, March 31, will be open house, followed by a banquet at the Holiday Inn in Durham. The banquet will include alumni and faculty. An invitation is extended to all alumni.

Completes Fifty Years

On February 15 W. B. (Bill) Gurley of Windsor completed his 50th year in Pharmacy. Although Bill has a few years to go before he qualifies for his 50 Year Pharmacist Pin, he worked for his father, a physician, in the family drug store before going to Chapel Hill for his formal education in Pharmacy.

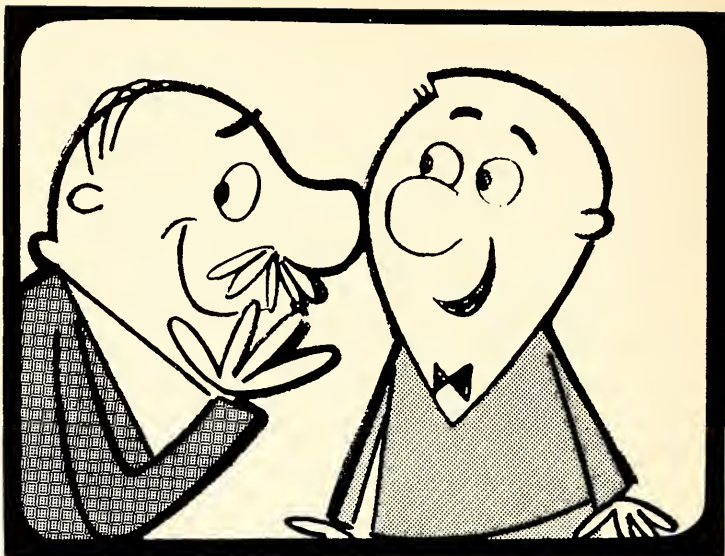
On his 50th year in Pharmacy, Bill received numerous congratulatory messages from friends and co-workers. Formal recognition of the event was accorded him at the meeting of the Northeastern Carolina Pharmaceutical Society, which was held in Williamston on Bill's 50th business anniversary.

More Dollars for Welfare Drugs

State Welfare Commissioner Ellen Winston has announced she hopes to be able to increase the present \$10 monthly allowance for drugs for welfare recipients to \$20.

"Ten dollars a month for medical care is much too low for many people who must have a substantial amount of drugs," she said. Dr. Winston noted that the proposal would have to be approved by the State Board of Public Welfare and included in the Welfare Department's next budget.

If an increase is provided, the Federal Govt. will pay \$6.50 of the \$10 increase.



Boss: Don't look now but I think we are being followed.

Charlie: "BC" has what it takes to make it a leader.

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THE IMAGE OF PHARMACY

(Continued from page 27)

At the outset, allow me to reassure you that your image from the physician's standpoint is for the most part a very favorable one. In reading a book recently, which incidentally was written by a physician, I came upon this paragraph: "Probably all medical men will agree that in the banks of no occupation can a greater proportion of courteous gentlemen be found than in the pharmaceutical. This and our joint interests should make us all pull together in our great interlocking fields of duty to the sick and suffering." My friends, these words were written in 1922 and personally I submit that they are as true today.

However, as a profession, you do have problems, and I would be remiss in this opportunity should I fail to point out a few of these a little later in my remarks.

First of all, you are members of the health profession even as are physicians, and therefore whatever I might say in the way of criticism or suggestions for improvement will be from a medical standpoint, which all of us should be in sympathy with.

Needless to say, medicine has no desire to criticize one of its closest allies—pharmacy or to join in the popular sport of condemning, discrediting, or maligning. As you may well know, the medical profession has suffered some rather painful below-the-belt attacks itself recently from those who have no knowledge of medicine or health care. We need your help and we certainly want to help you.

Let's be quite blunt about our mutual problems: Neither the medical profession nor pharmacy is perfect. I'm sure members of both can find faults to criticize in the other.

However, no matter what flaws or failings we discover, they must not be allowed to keep the two professions from working together in harmony for the best health and medical care of the people of North Carolina. Let's criticize and correct, but let's not antagonize or squabble. We've got a tremendous job to do, and nothing must distract it.

In my title, I have employed the word "image," and I note that some of your subsequent discussions in this seminar will

devote some attention to this concept. Therefore, although this word "image" is probably overused and worn, this as a result of the reports of some of our Madison Avenue friends, I think it is useful in our discussion at this point to think for a moment on this phrase: "The Image of Pharmacy."

What do people really think of pharmacists—of drug stores—of the industry? *Why* do they hold these opinions? *Why* are you concerned about it? *What*, if anything, can you do about it?

There is some danger in considering an image as equivalent to an average, or composite picture. This is best illustrated by the story about a panel of movie critics who were debating as to just what features should be found in an ideal actress. After considerable discussion and comparison of film strips, and photographs, they finally concluded that such an actress would have the bewitching eyes of Ava Gardner, the beautiful hair of Rhonda Fleming, the legs of Marlene Dietrich, the foreparts of Jayne Mansfield and the hind parts of Marilyn Monroe. A janitor who was sweeping up the conference room came up with the rather salty remark that, "I could really use the parts you fellows are throwing away!"

The idea of image, then, is more than a composite. *Image is the association plus the actual product.*

We have observed from many areas in the business world that the psychological associations may be changed in a positive or negative fashion to alter the image. For example, most of you remember a few years ago when Pepsi-Cola was considered and spoken of, rather crudely, as a "belly-wash." Now we all automatically think of being young and "fair and debonair—the modern light one" while we're being sociable with a Pepsi, for those who think young?

The Simonize people recently developed a skin lotion that by all laboratory and technical tests was far superior to any similar product on the market. However, most of us associate the word "Simonize" with sweaty young men in coveralls on a hot Saturday afternoon laboriously putting a new shine on the family car with a gummy, sticky substance out of familiar flat orange cans. This association was attested to in

THE IMAGE OF PHARMACY

the pre-marketing field trials done with the Simonize Skin Lotion. A representative would call at homes, show the housewife the lotion in a plain bottle, and invite her reaction after she had tried it on her hands and arms. The initial reactions were invariably those of commendation and approval: But when the ladies were informed that this delightful product was made by Simonize, all to frequently there was a rush for soap, water, and towel to rid themselves of the sticky goo!

Allow me to repeat our definition: Actual product plus psychological association equals I M A G E. You pharmacists supply the actual product in your stores—your professional talents and the medicaments themselves—and, by and large, it is a very good product. However, the component of psychological association that helps to make up your total public image is an area in which you might strive for improvement. Frequently, you are the first contact that the sick person has with the health team: He drops in and asks your advice. Perhaps you advise this person to see a physician, and you then see him again when he returns with a prescription. Afterwards, you might well see this patient perhaps even more often than the physician as his program of therapy requires his return to you for periodic refills. It seems to me that in these contacts you have a great opportunity and a responsibility to create a favorable image for yourself, your store, the physician, and for our free enterprise system of Medical care in general by striving to develop pleasant psychological association within this customer-patient in your frequent contacts.

We physicians are most anxious to work with pharmacy, but occasionally you engage in practices which we cannot agree with and for which we cannot defend you to the public. Of course, this works both ways. There are some pharmacists and some stores on the fringe of your profession whose ethics are not flawless, just as there are some physicians who are a disgrace to their profession. We must both keep our houses clean so that we can face public inspection without secret trembling or fear that a skeleton in some forgotten closet will start rattling.

I shall try to be specific, and at this point I am reminded of the Quaker farmer in Pennsylvania who awaked one night to discover a burglar in his house. Quietly securing and loading his shotgun, he salved his anti-violence Quaker doctrine by announcing, "friend, I wouldst not harm thee for all the world, but thou standest where I am about to shoot."

One of the principle complaints that I have heard around the country against you is from physicians and public alike concerning drug prices. Whether you like it or not you are a part—the ultimate distribution outlet—of the drug industry. The Kefauver hearings certainly did your industry little good. Many doctors have noted the concern of their patients over these hearings. This concern has affected many physicians, also.

However, leadership in the medical profession through the American Medical Association, and in this state through the State Medical Society, is doing its utmost to keep the practicing physician well-informed of all aspects of medical and drug costs.

So far, I believe the most vociferous critics of the drug industry and the AMA among physicians have been the medical educators. I am concerned at the inability of the industry and medicine to reach educators with basic information about costs, economics and competitive enterprise.

Many of these educators are well-informed outspoken men. Their criticism of us often is biting, and certainly their opinions are respected by many physicians. Therefore both industry and medicine must reach these influential men, convincing them that of integrity as physicians and pharmacists behind the drugs and service produced.

I know and you know, that most of the charges hurled regarding drug prices have no foundation in fact. We know that of six cents of the consumer dollar goes for health services, compared to an equal amount for recreation and five cents for alcohol and tobacco. We know that although total medical costs (in terms of a devalued dollar) are up 108% compared with 20 years ago, however, food is likewise up 151%, shoes 169%, movies 130%, and men's haircuts 218%. We know that of the dollar spent for health care, 20 years ago you pharmacists got 2

f it; today you get 20¢. Incidentally, twenty years ago physicians fees took 30¢ of that health dollar, today it is 25¢.

We know these things, but somehow both our professions are failing to communicate these facts to the public. This is a defect in our communications, and I respectfully suggest that each of you arm himself with such readily available facts from your association office, and utilize these facts in your daily contacts to help dispel some of the current misinformation.

I am certainly not suggesting that overpricing and profiteering commonplace among the retail pharmacists in North Carolina. I suspect that there are instances where it does exist, and I am certain that you join with me in condemning these practices where they exist. Your disapproval should be brought credibly to the attention of the culprits. Your association might consider the advisability of establishing a grievance committee within the framework of your State Association where persons who feel they have been victimized might have a forum for sympathetic and fair-minded consideration and mediation of their complaints. We have such a committee in the Medical Society and find it valuable in the self-policing of our membership as well as its value in our public relations program.

Again, to be specific on a few points which do not require elaboration:

There are still areas where counter prescribing exceeds the bounds of propriety and ethics; there remain too many instances of carelessly dispensing prescription-legend drugs on the lame excuse of "doing the poor man a favor," too frequently there is unfavorable comment to the patient regarding a medication prescribed for him by his physician. I've never known anyone to have much luck with this, "rarer, but still with us infrequently" is the problem of substitution; unfortunately prevalent is the completely negative attitude in your recruitment program to the youngster seeking advice about pharmacy as a career; and last, too many prescription departments portray an unfavorable image through their disarray, litter, and state of cleanliness. All of these, of course, are perennial problems, and I know that con-

tinued progress is being made in solving them.

On a broader front, I would challenge you to an "operation bootstrap" to elevate your professional status as individuals and not to be content to remain as pill-counting technicians, but to *rise to your potential*.

For example, in addition to compounding extemporaneous prescriptions, the pharmacist must be a storehouse of scientific information of all drug and chemical agents with special reference to their pharmacologic and therapeutic usefulness, their toxicity and methods of proper handling. The nature and number of requests from physicians will require a better understanding, and the public has been trained to expect the pharmacist to understand and be able to advise them on such substances as pesticide chemicals, and the general composition of all commonly used household aids, in addition to those products designated as medicine.

Physicians, too, need to know the composition of such products and will rely upon the pharmacists' encyclopedic storehouse to guarantee that they apply proper first aid remedial measures when the occasion demands.

Poison control centers, on a local level, now in their pharmacy, will be a challenge to the pharmacist. Poison control centers will mean the maintenance of card files, catalogues, bulletins, and other data from which to advise the physician regarding the composition of toxicological substances.

Today, the pharmacist must be an expert on drugs, a source of up-to-date information that can be used by the physician much more expeditiously than the overwhelming body of modern technical literature. Today he is handling more potentially dangerous drugs than ever before to meet the prescribing habits of the physician. For instance, both the pharmacist and the physician must evaluate claims and judge efficacy and safety of new or competing medications. In this, the pharmacist is assuming an important role as consultant to the physician.

The rapid growth and application of medicinal knowledge has become so widespread that no one group can encompass the field, our search for ever-better health care of humanity is bringing the doctor and the pharmacia-

THE IMAGE OF PHARMACY

cist together again through the need for exchange of information and ideas. As individual practitioners in our communities, as members of the modern medical team, and as organized groups on the local, state and national levels, we are interdependent. Successful solution to the problems we face will require a close collaboration which serves not only our professional interests but also the public welfare.

Finally, I challenge you as citizens and as members of the overall health team to become more interested and more active in political affairs affecting our professions. Take time from your busy daily routine to become immediately informed, vocal, and literate regarding pending legislation in the Congress which threatens not only our free enterprise system of health care but which poses real danger to the economic and health security of our nation. I refer specifically to the King-Anderson Bill, designated HB 4222, which will probably come to a floor vote in the House of Representatives in April or May. In spite of disclaimers, *this is socialized medicine* in that it is compulsory and standards for care are set by the Federal Government. Time does not permit a full analysis of the pitfalls and dangers inherent in this Bill, but I would point out that this proposed program is first of all not necessary—the proponents of the Bill have vastly exaggerated the need: It does not provide a sound program for those who are in need; it would lower standards of health care; it would foster abuses; it is prohibitively expensive and would endanger the fiscal structure of the entire Social Security system. Insurance experts say that the program as proposed with a $\frac{1}{4}\%$ increase in Social Security Tax on employee and employer would be inadequate to meet the costs of the program, yet this increase alone would drain North Carolina of an additional Twenty-Two Million of tax dollars annually.

I do not bring this to you as a partisan political issue. Responsible people in both parties are seriously concerned. As a lifelong democrat, I do take issue with those who would automatically label as defectors we who do not choose to be labeled with the

Walter Reuther—Sammy Davis, Jr.—Frank Sinatra—Dean Martin wing of the party. In short, I hold that in this state and elsewhere there remains a place and a need for conservative philosophy within the majority of this state.

I submit to you that your taking a firm stand in such political matters affecting your profession is your duty as responsible, educated community leaders and is consistent with a favorable public image. In this connection, I would like to publicly commend two of your members serving in the General Assembly: John Henley of Hope Mills and Keith Fearing of Manteo. Both these men showed themselves to be dedicated legislators and public servants. They were respectful and cooperative when approached on legislative matters affecting medicine and pharmacy, and we in the Medical Society are very grateful to them.

Gentlemen, I believe the problems of the pharmaceutical industry are not insurmountable. I believe that most of them can be overcome in the immediate future.

I believe also that medicine and the drug industry are essential allies in the battle against disease and illness.

Actually, our problems are fundamental similar to those of our nation. We have before us today grave threats to the basic freedoms of our economic system. These include the freedom of competitive enterprise . . . the freedom to own property and pass it on to our heirs . . . and the freedom of voluntary organization.

It is unfortunate that some segments of our population think only of the freedom to make profits and to sell. Although these are important bulwarks of our economy, American enterprise must never lose sight of another very important freedom—the freedom to serve, to help and to benefit humanity free of governmental directive and pressure.

Those of us in the medical and pharmaceutical profession have an immense obligation to preserve our freedoms to serve mankind by improving its health and happiness.

Modern medicine would be a travesty without modern drugs, just as the pharmaceutical industry would be helpless without pharmacists.

Both of our organizations have flaws which

eed illumination and removal. I hope doctors will continue to point out what they believe to be weaknesses in the drug industry, just as I hope you in the pharmaceutical field will offer us the same type of friendly criticism.

Fighting or bickering among ourselves could be fatal. But working together we can enter the space age confident that ours is the greatest contribution to human life and happiness—good health.

Above all, all of us need to ask ourselves this question: Are we more concerned with manipulating the public image than with actually remaking ourselves to become the sort of person that we would like to appear to be? I hope that we are not.

Thank you very much.

Successful Drug Symposium Concluded

Fifty-four pharmacists enrolled and attended the "Drug Symposium," which was concluded on March 14 with a lecture by Dr. Thomas C. Gibson, Assistant Professor of medicine, School of Medicine, University of North Carolina.

A similar type program will be available to the pharmacists of Western North Carolina provided a sufficient number (minimum 25) indicate interest. Write to: Dr. A. A. Chambers, School of Pharmacy, UNC, Chapel Hill.


Eastern North Carolina pharmacists have so expressed interest in the Symposium, an appropriate time would be the early fall months and the lecture site dependent on the town closest to heaviest concentration of practitioners.

Career Literature Used

Pharmacy career literature supplied by the NCPA and the School of Pharmacy served a 2-fold purpose in Reidsville: Phil Link used the information as a basis for a talk to about 30 interested Reidsville students on the morning of February 28.

Later, Hunter Gammon used material to prepare a talk for the Science Department of Wentworth High School. 75 students were in attendance.

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TAR HEEL DIGEST

Albemarle—Jim Godfrey has been named the new manager of Purcell's Drug Store succeeding E. L. Kritzer who retired on February 5. Mr. Godfrey has been an employee of the Purcell organization since 1947.

Graham—Jesse Beale is the new manager of the Graham Drug Store. He will be assisted by Joe Browning, who for the past two years has been employed in Greensboro by Edmonds Drug.

Maxton—Cash and merchandise were stolen from the Austin-Gilbert Drug Company on the night of February 13. Included in the items taken was a .32-calibre pistol.

Durham—The Durham-Orange Drug Club has endorsed fluoridation of the water supply for both Durham and Chapel Hill.

Williamston—February 12 marked the 30th anniversary of Davis Pharmacy, owned and operated by Pharmacist David H. Davis.

High Point—A cash box containing about \$70 was taken from Anderson's Drug Store during business hours on February 16. It is believed the box was picked up by a customer while Ernest Anderson, the manager, was busy in the prescription department.

Fayetteville—George Matthews was recently awarded two top awards of the Fayetteville Kiwanis Club: the E. J. Welles cup for civic leadership and the secretary cup for outstanding work with the Boys and Girls Committee.

Monroe—A new pharmacy will occupy the site of St. Luke's Lutheran Church, recently torn down.

Doings

(Continued from page 33)

ina, an organization in which she has been interested for some time.

The speaker was introduced by Mrs. Doris Maylor, second vice-president of The Woman's Auxiliary of the NCPA.

Mrs. Edith Myers, president of The Woman's Auxiliary of the NCPA was special guest. She urged all members to plan to attend the state convention.

Mrs. Ben F. Collins, local president, presided over the business session during which reports from the various committees were heard.

A letter of appreciation was read from the Auxiliary Scholarship recipient, Mr. Kenneth Capes of Burlington.

Mrs. Collins announced that Dr. Marshall Morris will be speaker for the February meeting. Also in February, the Auxiliary is to be entertained by the Greensboro Drug Club.

Cabarrus

The Woman's Auxiliary of the Cabarrus County Pharmaceutical Society met with its

President, Mrs. Prentiss George, Jr., at her home in Kannapolis.

Mrs. George called the meeting to order. Mrs. Gordan Bane conducted the devotions, which challenged us as an organization to press forward in the new year with the challenges that present themselves.

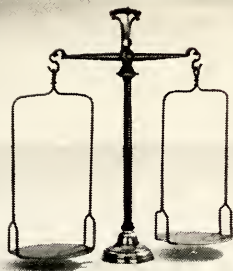
Mrs. Harry A. Barringer, Secretary, read the minutes. They were approved as read.

Mrs. Ernest Porter gave the Treasurer's report.

Dr. John Vincent Arey, a prominent Concord gynecologist, was the guest speaker. He used as his subject, "Cancer of Women." He stated that cancer would be the number two killer in 1962, outranked only by heart disease. The publicity given cancer control and therapy is wonderful, but often doesn't get to the right people. Dr. Arey stressed that cancer can be cured by early diagnosis and treatment.

Mrs. L. A. Crowell, Jr. of Lincolnton, mother of Mrs. George, was a special guest.

The next meeting is to be with Mrs. Herbert Hames.



RESPONSIBILITY ... OBLIGATIONS

Pharmacy has the responsibility of providing the community with the finest drug service possible for the maintenance of good health. To fulfill this requirement, the professional ability of a pharmacist is needed, coupled with complete and comprehensive stocks of pharmaceuticals. The service wholesaler recognizes a responsibility to pharmacy and represents one source for obtaining merchandise.

Therefore, your service wholesaler, maintain adequate inventories to meet our obligation to you. More significant, however, is our ability to make deliveries promptly and to furnish the latest pharmaceutical information and financial guidance. We invite you to take advantage of these services and to send your Lilly orders to us.

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FOR SALE—Remington's Practice of Pharmacy, 12th Edition. (1961). 1,866 pages. Price \$22.50. Available from NCPA, Box 151, Chapel Hill, N. C.

WANTED TO BUY: Registered pharmacist wishes to buy professional pharmacy or partnership; will consider a pharmacy with fountain; Eastern N. C. JHW-3.

STORE WANTED: Registered pharmacist wishes to buy Piedmont drug store. Will also consider leasing entire operation. Please reply JDC-3.

High Honor

John Michael Lazarus, a third year medical student at Tulane Medical School, New Orleans, has been inducted into Alpha Omega Alpha, scholastic honor society. Normally, students are not elected until their senior year, hence Mike becomes one of a few junior medical students to achieve this honor.

Mike is the son of a pharmacist—Joe Lazarus of Sanford; is himself a pharmacist (UNC School of Pharmacy) and is the brother of Larry Lazarus of Spindale, who also graduated in pharmacy from the University of North Carolina.

Mooreville—Hugh C. Caldwell, a native Spartanburg, South Carolina, will work at the Medical Center Pharmacy and will spend two days of each week in Statesville, where he will assist John T. Simpson, Jr. in the operation of his newly established pharmacy.

Tryon—H. O'Neil Benson has joined Owen's Pharmacy as pharmacist according to an announcement by Dean Butler, owner of the pharmacy.

Black Mountain—SKF Representative Olgie F. Tarr was a guest speaker at a recent meeting of the local Rotary Club.

Sanford—Miss Stephanie Diane Stephenson, a student at the UNC School of Pharmacy, is a contestant in the "Miss Sanford beauty pageant. She has been employed at the Lee Drug Store of Sanford as a sales clerk.

Greensboro—William P. Brewer, executive vice president of Justice Drug Company, a member of a new committee to work closely with the Greensboro College in its development program.

Rockwell—M. R. Barnhardt, in the U. S. Middle District Court, was fined \$1,000 after pleading guilty to a charge of dispensing legend drugs without prescription.

Waynesville—Curtis Drug Store was represented in the Nurses' annual Valentine dance by Rose Ann Green.

Albemarle—Allan F. Eakle has resigned as pharmacist with Phillips Drug to accept a position with Purcell Drug Store. A native of West Virginia, Mr. Eakle has made his home in Albemarle for the past two months.

Cherryville—W. H. Houser, Jr. has been elected president of the Cherryville Merchants Association.

Morganton—William W. Jones, a 1961 graduate of the UNC School of Pharmacy has purchased Whiteley's Pharmacy from the estate of the late Iley C. Whiteley.

Concord—Wallace L. Pennington has accepted a position with Eli Lilly and Company as a MSR in Richmond, Virginia.

Boone—O. K. Richardson and party friends spent a week in February in Bermuda. The Bermuda golf links received a work-out. Leaving Bermuda at 3 P.M. OK was back home by 10:30, including an eight-hour drive from Charlotte.

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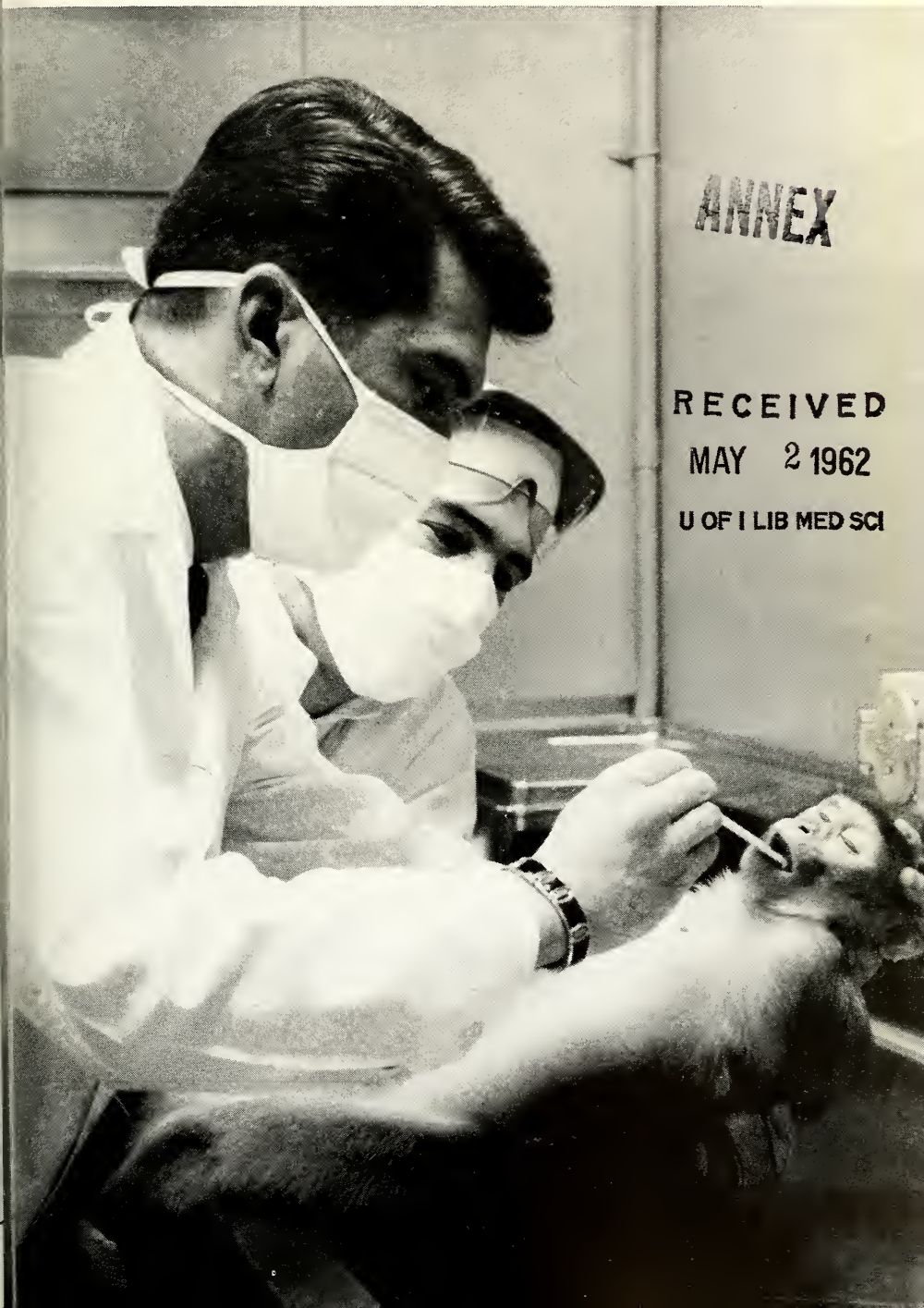
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The Carolina **JOURNAL OF PHARMACY**

Volume XLIII

APRIL, 1962

Number 4



ANNEX

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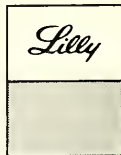
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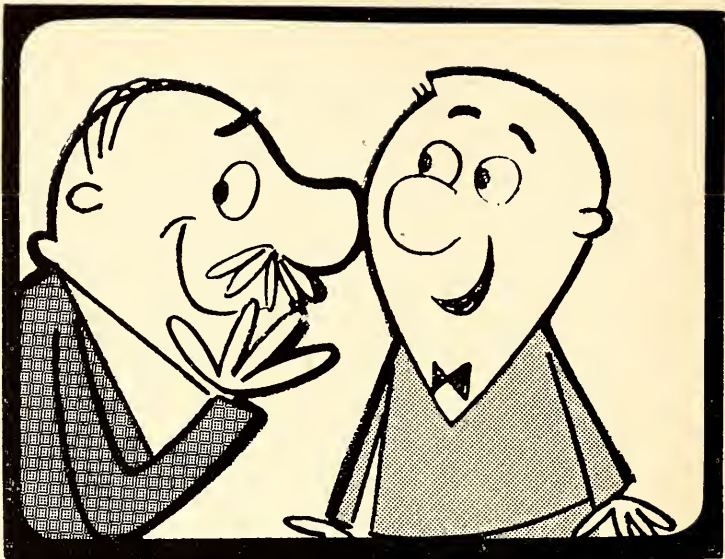
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The Carolina JOURNAL OF PHARMACY

April, 1962

VOL. XLIII No. 4

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KNOW SOMETHING BE SOMETHING DO SOMETHING

Warren Lansdowne, the immediate past president of the APhA, says there are three things we must do to preserve Pharmacy:

“The first is to know something. A pharmacist is not a pharmacist unless he knows pharmacy and has qualified in accordance with legal and educational requirements. There is not one of us who will let his best friend dispense our prescription simply because he means well and is eager to help. We want a man who knows; and I am confident that the Senator from Tennessee would also want a man who knows. But now, of all times, pharmacy needs men who know—men who know that the greatest enemies of our way of professional life are ignorance without understanding and knowledge without wisdom.

“The second thing you and I must do, along with knowing something, is to be something. All the knowledge in the world cannot make us effective unless we are something. A pharmacist who abdicates his profession to deal in pots, pans, stepladders, bicycles is a familiar illustration of the destruction of a professional man by what he does.

“A pharmacist can know all there is to know about the practice of pharmacy. He can be a model of good behavior in his profession and his community, yet he will never dispense a prescription or be of service to a physician unless he does something.

“Charting the course of American Pharmacy is a job for pharmacists who can keep their vision clear, keep their feet on the ground, keep their minds alert, and who will invest in the local and state associations and the APhA. All faithful and dedicated men did not live in 1776; I am confident that today's pharmacists, as well as those of the new generation, will answer this call.”

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Barton Is Candidate

William H. Barton, pharmacist-operator of the Pleasant Garden Drug Store, has announced his candidacy for a post on the five-member Guilford County School Board subject to the Democratic Primary in May.

Mr. Barton is a native of Calhoun, Georgia; attended North Georgia College and received his degree in pharmacy from the Southern College of Pharmacy. He is a past president of the Greensboro Drug Club.

Convention News In May

Although this issue of The Journal will appear after the Raleigh Convention, its news copy and pictures were prepared ahead of the annual meeting. Hence, from complete coverage of the April 8-10 meeting, watch for the May issue of THE CAROLINA JOURNAL OF PHARMACY.

William Joyce Appointed Pfizer District Manager in Winston-Salem

Appointment of William D. Joyce of Winston-Salem, N. C. as district manager of

the Winston-Salem district sales office, Mid Atlantic region, for Pfizer Laboratories division of Chas. Pfizer & Co., Inc., was announced recently by Charles Kapp, Pfizer Laboratories Sales Manager.

A graduate of Wake Forest College, Winston-Salem, N. C., with a B.S. degree in General Science, Mr. Joyce joined Pfizer in 1952, as a professional service representative.

Mr. Joyce served in the United States Navy. A native of Madison, N. C., he and his family now live in Winston-Salem.

Cover Page

Because only normal, healthy monkeys are used in the production of Orimune I, II, and III, Lederle's oral polio vaccines, they are thoroughly examined by a veterinarian who checks for possible abnormalities in the animal. Lederle uses approximately 8500 Rhesus monkeys annually in its oral polio production program.



Henry P. Cogdell (right) is shown presenting Service Plaques to former presidents of the Wayne County Pharmaceutical Society. Left to right: Herbert Taylor, who receive plaque for Luther Bunch, now of Wilmington; E. L. Pilkington, Sr. (1961-62) and William C. Rose (1953-60).

It Takes More Than Added Sales to Up Profits

By ERNEST W. FAIR

"Our store is not making the profit it should and the sole reason is that sales are not high enough. We've got to increase our sales and do it right now by a sizeable figure!"

How many pharmacists have made this statement at one of their store meetings recently? The number has been legion through the years and will doubtless continue.

However actual experience is showing many that it takes a great deal more than added sales to up the profit of a store. As this realization spreads the misconception is sure to diminish.

Profits of a pharmacy in today's market is determined not by the volume of sales nor by the gross margin on sales alone BUT by return on investment. And the one certain way to secure the highest possible return on investment is achieving the greatest possible turnover of inventory at lowest possible cost over a year's period of time.

This calls for exacting inventory control but unless whatever control method is adopted is directed along proper lines even then results may be disappointing.

To attain this very desirable goal of maximum number of turnover of inventory investment the pharmacist must have accurate records of stock purchases and sales. Then these records must be interpreted so as to determine stock return each year. Regulating purchases to achieve greater turnover and minimum inventory go hand in hand at all times in any highly profitable operation.

Experts agree, and experience proves, that in order to accomplish the latter the pharmacist's inventory control system must (a) determine how much of each item is in stock at a specific time, and (b) determine how much of each item has been sold over the year.

Major merchandise items should be classified into a group based on movement, delivery time and freight costs. Then setting inventory levels, making periodic counts and buying to fit established turnover rate are

the next objectives experienced retailers advise should be followed if the desired profits are to be achieved.

When hundreds of items are present in any store's inventory the only practical way to work out this problem is on an average inventory turnover, if as close a control must be exercised today is to be maintained. This is achieved by taking the total of the yearly inventory at the beginning and end of the specific period of counting plus the intervening inventory divided by this number.

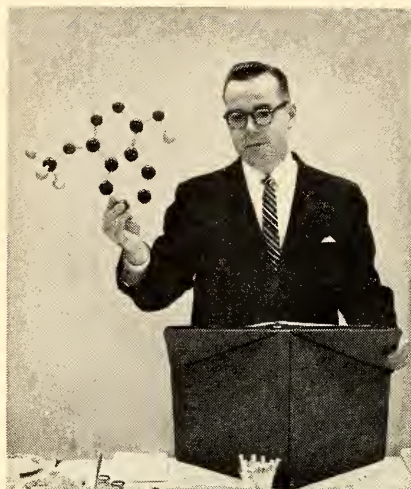
As an example of the foregoing a \$25,000 beginning inventory added to a \$20,000 ending inventory and a \$22,000 mid-year inventory totals \$67,000. This divided by the figure three (the number of inventory figures used as above) gives the average of \$22,334 sought in this particular case.

When this has been done the next step is to determine the cost of goods sold and the turnover rates. The true and certain measure of effective use of one's capital investment in inventory is the number of times the average inventory cost may be divided and this results in a reduction of the total cost of goods sold.

As an example of this phase let us take an opening inventory of \$50,000 and add purchases of \$60,000 to arrive at the figure of \$110,000 for the cost of goods on hand. From the last named figure deduct a closing inventory of \$40,000 to arrive at \$71,000 as costs of goods sold. If the average inventory at cost is \$30,000 then this gives a turnover rate of approximately 2.3 times which is found by dividing the \$71,000 figure by the \$30,000 figure above.

The effect of turnover on capital requirement always determines how funds are released for expansion or other profit making figures as the rate of turnover is increased. For example, on a \$50,000 annual sales cost figure with stock turnover of two times per year this results in a release of \$25,000 of capital for other use. However if the turnover is increased to four times per year it

(Concluded on page 25)



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Phil Collins (pictured above) is a member of SK&F's Professional Service Department. He—like the more than 400 Representatives who are enrolled in the SK&F Speakers Bureau—has received special training in public speaking. To date, Phil and his colleagues have spoken before more than a million people, including TV and radio audiences.

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State Has 34 Newly Licensed Pharmacists

Thirty-four candidates for pharmacy licenses passed the N. C. Board of Pharmacy examinations given in Chapel Hill, Feb. 20-22, at the Institute of Pharmacy and the UNC School of Pharmacy.

Mrs. Sarah Upchurch Browning of Chapel Hill made the highest grade on the examination. Robert Lee Gordon of Cary and James Frederick Meares of Wilson tied for second highest score.

Two pharmacists from other states were registered by reciprocity—Thomas Myles King, Jr. (Texas), now in Winston-Salem, and Harvey A. K. Whitney (Michigan), now located in Durham with the Duke Hospital Pharmacy.

Pharmacist licenses have been issued to:

Robert L. Barbour, 427 Glenwood Avenue, Burlington; Barbara Jane Bell, 2505 Stafford Avenue, Raleigh; Barry Max Bell, 1721 Danbury St., Gastonia; Charles David Bell, 304 Fenimore St., Winston-Salem; Alpheus Worth Benthall, Box 2, Carthage; and Arthur Long Bradsher, Jr., #11 Carolee Apts., Durham.

Sarah Upchurch Browning, 1506½ Mason Farm Road, Chapel Hill; Gary Stanley Cooper, 215 Monfredo St., Rutherfordton; Phillip Francis Crouch, 127½ Tacoma Circle, Asheville; Sterling Gray Dixon, C-63 Fleming Drive; and Mrs. Ann Bills Garrou, Box 24, Valdese.

Charles Thomas Gibson, 404 East Mulberry St., Goldsboro; Samuel Stephen Goodwin, 100 Johnson St., Monroe; Robert Lee Gordon, General Delivery, Cary; Adrian Clay Guptou, Route #2, Louisburg; James Jackson Horn, Route 1, Lawndale; Kent Loewe Huffman, 727 Indiana Avenue, Winston-Salem; and David Eugene Keever, 505 North Cedar, Lincolnton.

Bobby James Kincaid, 1204 Madison Avenue, Greensboro; Walter Harold Lasater, 119 Iredell St., Apt. 2, Durham; George Collins McLarty, Jr., 906 Tabor Street, High Point; James Frederick Meares, 909 Corbett Avenue, Wilson; William White Morris, 123

Eastover Drive, Gastonia; and Robert Greer Parker, 208A New Drive, Winston-Salem.

Adie Grey Pelt, 801 East Mulberry St., Goldsboro; Hazel Green Post, 47 Pearl Lane, Chamblee, Georgia; Miles Herbert Purser, 519 Buchrow Avenue, Hampton, Virginia; Jesse Van Putnam, Central Drug Store, Bessemer City; and Ernest Augustus Randleman, Jr., Box 230, Mount Airy.

Benjamin S. Savoia, Jr., 715 N. Main St., Salisbury; Donald Judd Smith, 607 Price St., Forest City; Larry Glenn Snider, 1 Spring St., Canton; Van Darwin Weaver, Box 597, Spring Hope; and John Richard White, 628 E. Montgomery, Henderson.

Robins MSR Addresses Rotarians

Roy M. Moss, a medical service representative of the A. H. Robins Company, was guest speaker at a recent meeting of the Kannapolis Rotary Club.



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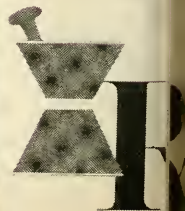
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Death Takes A Holiday

This article prepared by Tom Burgiss of Bridge Street Pharmacy, Elkin, is part of Tom's observance of National Poison Control Week. During the Week, he made five radio talks, spoke to several school groups, arranged a window display and distributed poison antidote bags, prepared and distributed 2,000 copies of a check list by adding insert in *Winston-Salem Journal*, and finally, arranged for editorial coverage in *The Elkin Tribune*. What an outstanding 1-pharmacist performance!

A popular drama of a few years ago was entitled "Death Takes a Holiday." A weird title, to be sure, yet in the normal human desire to live many of us wish it could be possible for the Grim Reaper to take a long vacation.

But despite our tremendous advances in all the services, death takes no holiday, and nowhere is this truer than in the matter of deaths by accidental ingestion of poisons in the home.

Countless deaths occur annually due to accidental, suicidal, homicidal and industrial poisonings. Eight persons die every day from accidental or suicidal ingestion of chemicals. The sad feature of these deaths is that the great majority occur among children aged from 3 to 5 years. And the cause? In many cases the culprit is a common household remedy or some chemical product used in the home. About 600,000 children will swallow poison this year and three out of four of these poisonings will be children aged one and two years. Saddest of all is that about 500 of these unfortunates will die. Yet ordinary, common-sense precautions *in the home* could prevent these poisonings. It's simply the old story of "Familiarity breeds contempt."

The most frequent poisoning agents are internal and external medicines, with aspirin leading the danger list. The large number of cases of aspirin poisoning are unquestionably tied in with the widespread use of this drug and the ignorance of its toxic qualities. The general use of aspirin, helped along by ads and TV commercials, has led the public to assume it is harmless and can be used as a cure-all. Another danger is the increasing use of candy-flavored aspirin and the dangerous practice of administering it to youngsters and telling them it is candy. The result is that when a child gets hold of a bottle of aspirin he eats it as if it were candy—and another innocent life is endangered.

Other dangerous agents are nail polish, perfume, household bleach and cleansers, rust remover, paint thinner, garden sprays, floor wax, sleeping pills, mothballs, cold pills, tranquilizers, cough syrup, and liniment. The list is endless—and dangerous.

The child has an uncontrollable urge to put things in his mouth, and he wants to know how things taste. And, worst of all, he has no sense of danger.

It is obviously impossible for anyone, even the poison expert, to know all the poison hazards a child may encounter around the house and neighborhood, but the major sources of danger are clear.

A quarter of a million trade-name chemical products currently in use in homes and industry, with modern technology adding hundreds of new products each year. In the cosmetics field alone, as many as 1,000 to 2,000 new items appear each month. Investigators conclude that 79 per cent of these products should be considered moderately toxic or worse.

March 18-24 is Poison Control Week. It should serve as a good reminder to every pharmacist to do his duty toward more com-

(Continued on page 26)

Carolina Camera

(opposite page)

Top: John Grandy (left), Vice-President of the Mecklenburg Pharmaceutical Society, is shown presenting a \$75 contribution to Gilbert Colina, Co-Director of the Mercy Hospital Poison Control Information Center. The funds will be added to the Center's financial budget for the coming year.

Center & Bottom: UNC pharmacy seniors and their wives plus a number of faculty members are shown on a visit to the pharmaceutical laboratories of Parke, Davis and Company and Upjohn. The two groups, divided for this visit, joined in Indianapolis for a combined tour of the Laboratories of Eli Lilly & Company.

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Symposium "Graduates" Receive Certificates

At the final session of the "Drug Symposium" held at the School of Pharmacy, UNC, on March 14, fifty-six pharmacists received attendance certificates.

The 6-session program covered antibiotic and cardiovascular drugs; the teachers came from the University's School of Medicine. Direction of the Symposium was under the management of Dr. Melvin Chambers, Chairman of the NCPA Extension Division Committee.

Attendance certificates were presented to the following:

Durham: William A. Alwood, George A. Carpenter, Miss Ida N. Keetsock, Carl J. Kelley, Lloyd M. Riggsbee, Mal Robbins, Gerald M. Stahl and Harvey A. K. Whitney.

Raleigh: Billy Thomas Allen, Miss Barbara Bell, H. R. Honeycutt, Mrs. Shirley Medlin, H. G. Price, Mrs. Jean Provo, Bill Wilson and Frank Yarborough.

Winston-Salem: John W. Andrews, Miss Virginia Caudle, Donald K. Chapman, C. T. Dixon, James W. Fulton, Ernest J. Rabil, Roger Sloop and Harry W. Wilson.

Concord: Harry A. Barringer and Paul Tucker.

Burlington: Millard Denson, Sandy D. Griffin, Roy L. Salter, Jr., and Jack Watts.

Kannapolis: Miss Peggy Chandler and Herbert J. Hames.

Lexington: John F. Harman, Jr. and Seth Miller.

Pinetops: John Martin and John S. Williford.

Smithfield: James L. Creech and Oliver Fleming.

Fayetteville: Mrs. Joanne Hambricht and Mrs. Myerna L. Williamson.

Charles M. Barnett, Henderson; Donald H. Bissett, Benson; Arthur Brothers, Elizabeth City; Marcus Cameron, Sanford; Samuel M. Cavanaugh, Rose Hill; J. B. Clay, Oxford; Alfred Cole, Jr., Roxboro and Roy W. Collette, Mocksville.

W. Grover Creech, Selma; W. O. Lombard, Rockwell; Robert H. Seaborn, Cary; Lloyd M. Senter, Carrboro; Harry Walker, Norlina; W. Artemus West, Roseboro; James E. Williams, Rockingham; and B. P. Woodard, Princeton.

Picture Missed

For the first time in several years, the UNC Photo Lab failed to make an acceptable picture—in this case, the group picture of the Symposium "graduates" with their certificates. We do not know what technical difficulty developed but we do know the picture was missed, which is regrettable since the planned follow-up publicity had to be dropped.

Logan Named National Sales Manager

Howard M. Logan, a former regional sales manager for Pfizer Laboratories and ex-Navy Lieutenant, has been named national sales manager of Hart Laboratories of Clemmons. He assumed his duties on March 1.

Hart Laboratories resulted from the merger of Drug Specialties of Clemmons with A. J. Parker Company of Philadelphia. A new plant now under construction in Clemmons is expected to be completed by June 1.

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Alice Noble Honored by Foundation Directors

President Wade A. Gilliam, Winston-Salem, presided at the Sixteenth Annual Meeting of the Board of Directors of the North Carolina Pharmaceutical Research Foundation held at the School of Pharmacy on March 14. After a brief report by Miss Noble as research historian in the School of Pharmacy, a position supported by the foundation, President Gilliam presented the following citation and a check for the honorarium: "Citation of Merit—Alice Noble was presented this citation of merit and honorarium to amount \$1,000 for distinguished and loyal service in the School of Pharmacy of the University of North Carolina as secretary, associate editor, correspondent, librarian and archivist, research historian, and author at this sixteenth annual meeting of the Board of Directors of the foundation on March 14, 1962."

The meeting was attended by 18 of the 24 directors of the foundation with officials of the University of North Carolina, faculty of the School of Pharmacy, and secretaries of the state association and the Board of Pharmacy as guests. Greetings were presented personally by Chancellor W. B. Aycock and Health Affairs Administrator Henry T. Clark, Jr. for the University of North Carolina.

Six directors began new four-year terms: Joe P. Barbour, Sr., Burlington; J. Paul Gamble, Monroe; Wade A. Gilliam, Winston-Salem; and W. L. West, Roseboro, elected by the N.C.P.A., and Paul B. Bisette, Sr., Wilson, and D. A. Dowdy, High Point, elected by the directors.

It was reported by Secretary E. A. Brecht that expenditures for the year were \$5,010 for pharmaceutical education and research, \$4,500 for the publication of the book on the history of the School of Pharmacy written by Alice Noble, and \$1,450 for operating expenses. Contributions received for the year were \$21,300 making a net worth of the foundation to amount \$249,000 of which \$210,500 were permanently invested in endowment funds. The foundation received its first bequest consisting of 100 shares of common stock in General Motors Corp.

valued at \$5,687.50 received from the late Thomas H. May to establish an endowment fund to the memory of him and Mrs. May with the income specified for undergraduate scholarships.

The Board of Directors approved a tentative maximum budget for the current year to amount \$18,550 for continuing activities: research fellowships, the research historianship, undergraduate scholarships, special library materials, faculty professional grants, etc. Two additional projects were given approval for support if necessary: \$1,000 to underwrite extension professional seminars by the School of Pharmacy to be held in each congressional district of the state and \$500 as initial support for a sociological research project in pharmacy.

Nine wives of the directors who accompanied their husbands were entertained at lunch by Mrs. W. B. Aycock at the Chancellor's home.

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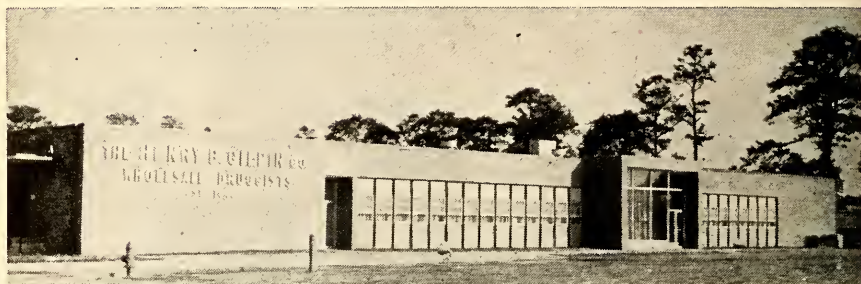


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UNC PHARMACY SCHOOL NOTES



A number of pharmacists have come to the School of Pharmacy to interview students in the graduating class for positions beginning in June. It has been found that 4:00 p.m. on Monday through Thursday is the best time for these interviews, and they will be arranged upon request sent to Dean E. A. Brecht. It is well to request such an appointment about one week in advance. Information on available students will also be in the hands of all of the members of the faculty at the Raleigh convention.

A handsome silver tray, 22" long, has been received as the 1961 gift from the Woman's Auxiliary of the North Carolina Pharmaceutical Association. This tray is displayed with pride with the other silver pieces that have been given to the School and will be used for receptions in the Student Center.

Dean E. A. Brecht was absent from his office February 20 to March 5 for an operation to remove a benign tumor of the parotid gland. The operation was a complete success.

The School of Pharmacy Intramural Basketball team played its last game in the semi-finals against the team from the School of Dentistry which had an advantage of

several inches of height per man. The Pharmacy School team won its first four games. In this game there were only five students available: Rommy Buchanan, Greensboro; George Markham, Fayetteville; Lemuel James Merritt, Belmont; Richard Wilder, Chadbourn; and William T. Williams, Wilson. Early in the second half, Rommy Buchanan sprained his ankle and had to be taken to the Infirmary by Dean Brecht. The game continued with four pharmacy students against five dental students. The pharmacy students lost by one point after leading until the last few seconds of the game. Perhaps the loss was not serious since the final meant a meeting with the Intramural team composed of Physical Education majors.

It is expected that two pharmacy students will be playing baseball fairly regularly on the varsity team for the University of North Carolina this spring. They are Larry Neal, fourth-year student from Kannapolis, and James Heywood Hull, Jr., third-year student from Shelby.

The annual meeting of the Board of Directors of the North Carolina Pharmaceutical Research Foundation was held at Beard Hall on March 14. A report of its meeting is carried elsewhere in this issue of THE CAROLINA JOURNAL OF PHARMACY.

The professional symposium consisting of 6 two-hour lectures on consecutive Wednesday nights was completed on March 14. Dean Brecht and Dr. Chambers, director of the symposium, presented certificates to 58 pharmacists. There was general expression of satisfaction with the value of the symposium to the practicing pharmacist.

The Visitation Committee of the North Carolina Pharmaceutical Association met all day at the School of Pharmacy on March 16. Its report will be presented at the Raleigh convention.

Two out-of-state visitors at the School on March 20 were Dr. Sami Hamarneh, Acting Curator, Smithsonian Institution, and George C. Straayer, Director of Professional and Trade Relations for the Schering Corporation.

(Continued on page 20)



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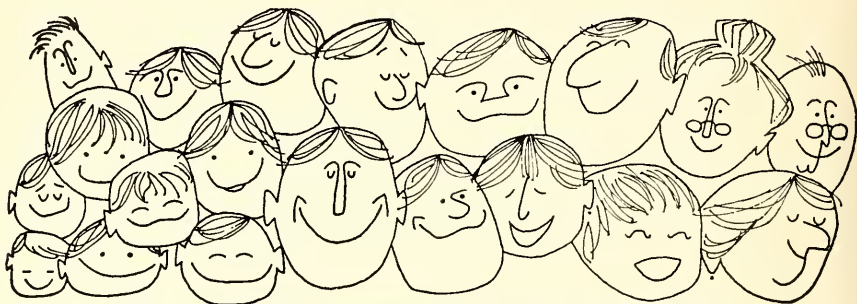
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Answer to Socialized Medicine

Editorial—*Daily Independent*, Kannapolis

It has been charged that the medical fraternity and allied groups have little if any interest in the medical problems of elderly people in the lower-income brackets—and that, therefore, the federal government must provide medical care, preferably by adding it to the social security system.

Those who have been misled into believing that should find much food for thought in the joint announcement made by the National Association of Blue Shield plans and the American Medical Association in mid-January. It is approved now by the North Carolina Medical Society.

The announcement concerned a new, nationwide program of surgical and medical care benefits for all low-income people over 65. The cost is estimated at about \$3 a month. No government subsidies are involved. Single persons whose incomes are \$2500 or less and married couples in the \$4000 and under categories will be eligible. The plan will pay all medical and surgical costs, along with the bills for X-ray, anesthesia, and various tests. People over 65 with higher incomes can also enroll, and in their case an additional charge can be levied by the physician concerned.

Dr. F. J. L. Blasingame, executive vice-president of the AMA, said the plan represents "another important step in the direction of achieving through voluntary, private initiative and effective solution to the problem of meeting health care needs of the aged." And the new plan is in addition to other effective programs—such as the Kerrills bill, passed last year, which provides federal subsidies, through a system of joint federal-state administration, for elderly people in the very low income brackets. Also, there are many state and local welfare programs which provide medical services for people who cannot afford to pay.

These are some of the answers to those who claim that we need socialized medicine, government dominated medicine, or a catch-all program of giving government-paid medi-

cine to anyone drawing social security benefits whether they need assistance or not.

What is Fair Price?

Editorial—*Daily Herald*, Roanoke Rapids

During these years of inflation and depreciating money, have you heard your neighbor cuss the price of something? How many times have you engaged in the whimsical practice of calling someone else a gouger—without knowing anything about the other fellow's business?

A prime example of this kind of senseless game took place between a couple of friends, whom we may refer to as A and B, at a golf club recently. At the moment the manufacturing drug industry, and the prices of its products have been subjected to considerable discussion.

Friend A, while sipping his Scotch and soda, complained that he was having to take some pills that cost 50 cents apiece. His companion B, an executive of a drug manufacturing firm, couldn't refrain from pointing out that the drink A was having cost 95 cents! Suddenly A began to look at the 50 cent pill in a new light. Perhaps he began to visualize the years of research and development, the costly processes of production and distribution, and training and skill of the physician who had prescribed the life-saving drug.

What is a fair price for such a drug? What is a fair price for a Scotch and soda? These are things we have to judge on more than here-say, prejudice and headline-seeking pronouncements.

To Enter Military Service

Charles F. Himes and Terre M. Smith, class of 1961 of the UNC School of Pharmacy, will report to Fort Sam Houston in Texas, April 18, for basic officers training.

Charles says he will then be stationed at Fort Totten in New York. Both are being commissioned 2nd Lieutenants.

UNC SCHOOL NOTES

(Continued from page 17)

Student Branches

The March meeting of the Student Branches of the N.C.P.A. and A.Ph.A. was addressed by Dr. Henry T. Clark, Jr., Administrator of the Division of Health Affairs, University of North Carolina. He discussed his paper, "The Future Framework of Health Services at the Community Level," as published in the February issue of this journal.

Kappa Epsilon

Reported by DEANE B. HUGHES

The Lambda Chapter of Kappa Epsilon had its rush party in the Student Lounge of the Pharmacy School on March 6, 1962. Fourteen girls attended, making the party a huge success. Red and white carnations were provided by Phi Delta Chi.

The pledging ceremonies took place on March 15, and the Lambda Chapter proudly announces the pledging of the following girls: Mary Lou Johnson, Clayton; Nancy Bullock, Roxboro; Sara Burris, Madison; Carol Clayton, Charlotte; Jean Farmer, Charlotte; Barbara Goodwin, Beaufort, S. C.; Miriam Greene, Hickory; Mandy Horsley, Gastonia; Mary Elizabeth Jamison, Charlotte; Evelyn Lloyd, Hillsboro; Becky Proffitt, Barnsville; Betty Ring, High Point; Linda Routh, Asheboro; and Jerry Sue Stroud, Roanoke Rapids. After the pledging ceremonies, a party for the new pledges was held in the Student Lounge. Kappa Psi sent a yellow and lavender mixed floral arrangement.

Two former pledges were initiated before the pledging ceremonies. They are Tai-Yee Lai, Hong Kong and Mary Francis Johnson, Raleigh.

We are happy to report that Meredith Patton, Margaret McCann, and Deane Hughes have been invited to join Rho Chi.

Plans are now in progress for future parties and the Founders' Day Tea in May.

Kappa Psi

Reported by HAL REAVES,
Public Relations Chairman

On Friday night, March 2, Beta Xi chapter held its annual Pledge Banquet and

formal dance at the Carolina Inn. Dinner was served at seven o'clock, after which guest speaker Chancellor R. B. House was introduced. He delivered a very inspiring speech and used his harmonica to further entertain the group. Faculty guests were Dr. and Mrs. George Cocolas, Dr. and Mrs. Jack Wier, Dr. Earl T. Brown, and Miss Alice Noble.

On Monday night, March 12, sixteen pledges were initiated into the brotherhood of our fraternity: Hal Ammons, Lumberton; Ed Hickmon, Wilmington; Tom Lynel, Charlotte; Bob Lafferty, Concord; Bill Bunch, Edenton; Danny Randall, Asheville; George Bryan, Chinquapin; Darrell Hodge, Winston-Salem; Ronald Langdon, Coats; Larry Deming, Coats; Larry Paul, Burlington; Mike Wood, Raeford; Jim McBride, Louisburg; Frank Freeman, Louisburg; Mike Brown, Rocky Mount; and Jack Upton, Smithfield.

On the following Wednesday night four new pledges were received by the chapter: Martin Kazmaier, Far Hills, N. J.; Bill Farmer, Warrenton; Ed Coats, Dunn; and Kenneth Capes, Burlington.

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Historical NoteBy ALICE NOBLE, *Research Historian*

This month we honor Dr. James Dallas Croom (1844-1914), of Maxton, who enlisted in the Confederate Army at the age of seventeen. He was commissioned as Captain and Surgeon in the Second North Carolina Infantry, having served previously from Private up to First Lieutenant in the same regiment. He was wounded at the Battle of Bentonville. His devotion to the Southern cause continued throughout his entire life. He was very active in the work of the local camp of Confederate veterans, seldom missing a meeting and serving in the organization in several official capacities.

Returning from the Confederate Army he sought medical education at the Physicians and Surgeons College in Baltimore and at the Medical College of the State of South Carolina. He obtained the degree of M.D. in 1876. He practiced medicine the rest of his life in Maxton (formerly called Shoe Creek), and also until his later years conducted a drug store.

He received his license to practice pharmacy in this state in 1881 and was a charter member of the North Carolina Pharmaceutical Association. He served the organization in many capacities and was its president in 1889-90. He was a strong advocate of high standards for pharmaceutical practice and the following paragraph in his presidential address is pertinent to present day pharmacy:

"An important matter which I wish to call to your attention (if we would elevate our profession) is the selection and training of apprentices. We should remember that the boy of today is to be the man of tomorrow, and we fear that too little care is exercised very often in selecting the scientific dispenser of the future. The growing demand of the age demands that those who are to follow the profession should have a higher standard of education. We should, therefore, encourage the advancement of knowledge as pertaining to our profession in every way, and more especially by stimulating those we have under our care to become

proficient in their calling. Let us endeavor to send good material to the colleges, young men with preliminary instruction, sufficient for a solid pharmaceutical foundation—see to it that they have proper principles instilled into them so that when they go out from you they may reflect credit upon the profession. By these simple means each one of us may be instrumental to some extent in elevating the profession of the future. Let us be sure that our plans are well laid whether we may be able to carry them out or not."

In the archives of the School of Pharmacy there is a lovely picture of Dr. Croom which indicates, what has been written of him—that he was a gentleman of the old school in every way who led a quiet, simple and retiring life, sincerely desiring to serve the world in the least conspicuous way. The late Dr. E. V. Zoeller was a great admirer of this physician-pharmacist, quoted him often, and dropped by to see him occasionally. It is fitting that appreciation be shown for Dr. Croom's contributions to the profession of pharmacy.

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DOINGS

OF THE AUXILIARIES

- Charlotte—Mrs. C. H. Smith
- Greensboro—Mrs. James M. Waugh
- Cabarrus—Mrs. Harry Barringer
- High Point—Mrs. Zollie Collins, Jr.
- Winston-Salem—Mrs. Garland F. Benton, Jr.
- Pharmacy Wives—Mrs. David Quackenbush

Charlotte

The Charlotte Woman's Druggist Auxiliary held their monthly meeting on March 13 at the Kirkwood Room with Mrs. A. K. Hardee presiding.

A special report was heard on the annual benefit bridge and canasta party held February 20.

After the business meeting there was a fashion show (Millinery by Ivey's Department Store) with Mrs. Fred Harback doing the commentary.

Those modeling were Mrs. Leonard House, Mrs. Graham Lawrence, Mrs. Bruce Wingate, and Mrs. Gilbert Colina.

All members were urged to attend the State Convention.

Greensboro

Dr. Marshall Morris was speaker for the regular luncheon meeting of the Greensboro Drug Club Auxiliary at the Mayfair Cafeteria, February 27th. Dr. Morris talked on Heart Disease—Its Prevention and Treatment. Dr. Morris was introduced by Mrs. Louise Russell.

Mrs. Doris Collins, President, presided over the business session, during which reports were heard from the various committees.

Hostesses for the day were Mrs. R. F. Whiteley, chairman, and Mrs. J. H. Best, Mrs. E. R. Kinard, and Mrs. John A. Ranzenhofer. The door prize was won by Mrs. Martha Dowdy.

Cabarrus

The Woman's Auxiliary of the Cabarrus County Pharmaceutical Society met March 15 with Mrs. Herbert Hames in Kannapolis.

The president, Mrs. Prentiss George, Jr. presided. Mrs. Denford Oxendine conducted the devotions.

Mrs. Ernest Potter gave the treasurer's report and Mrs. Harry A. Barringer read the minutes of the previous meeting.

The Society celebrated its first anniversary at this meeting. It was organized March 22, 1961 under the guidance of Mrs. Floyd F. Potter of Charlotte. There was an anniversary cake with the inscription: Happy Anniversary Pharmaceutical Auxiliary, 1961-1962.

High Point

A white elephant sale was held among members of the High Point Pharmaceutical Auxiliary at the March 20 meeting, at the home of Mrs. Bill Dunn. Proceeds from the sale will be used as a contribution to the Lucille Rogers Scholarship Fund.

Mrs. William Shoemaker, president, conducted the business session, at which time plans were made to attend one day of the state convention in Raleigh in April. Officer for the year 1962-1963 will be elected at dinner meeting in May, after which the club will adjourn until September.

Mrs. David Dowdy, Jr. and Mrs. Carson Southern won the door prizes.

Invitation to Pharmacy Wives Graduation:

The Pharmacy (Student) Wives Organization cordially invites all former pharmacy wives to the annual Senior Tea and Graduation, to be held Sunday, May 20, at 4:00 p.m. at the Institute of Pharmacy in Chapel Hill. Please reply, if you can come, to Mrs. W. J. Smith, P. O. Box 151, Chapel Hill.

Mrs. O. O. Grabs, Jr.
Senior Tea Chairman

Pharmacy Wives Organization

1962 has been a busy year! On January 3rd, the Pharmacy Wives and the Chapel Hill Woman's Pharmaceutical Auxiliary met together at the Institute of Pharmacy to hear Dr. Kemp Jones speak on Cancer Detection. We also saw two movies presented by guests from the Cancer Society. We were very interested and enlightened on the subject, and enjoyed very much the women from the auxiliary being with us and serving as our hostesses.

On February 6th, we held a social business meeting. After our short session, we made attractive place cards for the trays as aster favors for about 300 patients in the hospital.

Hat making was the subject that Mrs. Lorena McBroom talked to us about on the 7th of February. We saw and heard many ways and things one can do to change an old hat or make a brand new one. She showed us several types of materials and styles with which to make lovely hats. We had a wonderful time trying on hats of all different shapes, sizes, and styles—especially you love hats as we all do!

On March 14th we were guests of Mrs. William B. Aycock, wife of the Chancellor of the University of North Carolina, for a social-business meeting. About thirty members attended.

Bingo Party Nets \$227 For Scholarship Fund

A Bingo Party sponsored by the Chapel Hill Woman's Pharmaceutical Auxiliary for the benefit of the State Scholarship Fund netted \$227.00. Held in the Institute of Pharmacy on the night of March 9, the party was attended by more than 125 persons.

All Bingo prizes, favors and refreshments were donated by the following individuals and firms:

Chapel Hill: Allstar Lanes, Inc., A & P, Carolina Theater, Glen Lennox Pharmacy, Marick Beauty Salon, Mann's Drug Store, B. Robbins, Sutton's Drug Store, Varsity Theater, and Colonial Stores.

Wholesale Druggists: Robert R. Bellamy, Soltice Drug Company, McKesson & Robbins,

C. Mutual Wholesale Drug, O'Hanlon-Atson, Owens, Minor & Bodeker, Peabody

Drug Company, and Scott Drug Company.

American Chicle Co., B. C. Remedy Co., Borg-Erickson Corp., P. H. Hanes Knitting Co., Hankcraft Company, Hollingsworth Candies, Iona Mfg. Co., James W. Harrison, Lance, Inc., and Liggett & Myers Tobacco Company.

National Presto Industries, NCPA, Nunnally's Candies, Sealtest Foods, Smith Kline & French Labs., Stanback Company, Texas Pharmaceutical Co., Westelox and Whitman Candies.

A great deal of effort went into the project, mostly by officers of the Auxiliary who are: Mrs. M. A. Chambers, president; Mrs. David McGowan, vice-president; Mrs. George Cocolas, secretary; Mrs. George Harris, treasurer; Mrs. Donald Skakle, historian; and Mrs. Fred Hawkins, advisor.



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The family of Mr. and Mrs. Sam Price, Jr. of Mooresville was rounded out to two boys and two girls with the birth of Mary Irene February 14th. . . Gary and Betty Faulkner of Mouroe, are announcing the birth of Wendy Kay, March 3rd. . . March 17th was the birth date of Francis Duke James, Jr. of Hazelwood; they have one other child a daughter, Camilla April, two years old. . . The Delvin Huffstetlers of Raleigh are announcing the birth of Ricky Keeney, March 20th.

Deaths

JOHN A. UNDERHILL

John A. Underhill, 59, died March 25 at Rex Hospital, Raleigh, following a heart attack.

Mr. Underhill was a native of Wendell and a graduate of the UNC School of Pharmacy (1926). At one time he operated a pharmacy in Madison; in recent years worked as an employee pharmacist, mostly in High Point.

R. E. L. COOK

R. E. L. Cook, 92, died in Raleigh on March 10. He operated Cook's Temple Pharmacy for many years.

H. L. BISHOP

H. L. (Cotton) Bishop, 47, co-owner of the B & B Pharmacy of West Asheville died March 31 in an Asheville hospital after a four-week illness.

Mr. Bishop, a native of Buncombe County graduated from Asheville High School in 1932 and was licensed to practice pharmacy in 1941. He became co-owner of the B & B Pharmacy in 1953 after 22 years of work in West Asheville pharmacies.

Surviving are the widow, Mrs. Kathleen Byrd Bishop; the mother, Mrs. D. F. Bishop Sr.; four sisters and a brother, D. F. Bishop of Miami, Florida.

IT TAKES MORE

(Continued from page 7)

will result in a release of \$37,500 and at five times the sum of \$40,000 for other business se.

Release of such capital reduces the high cost of carrying large inventories brought about by the ever present factors of interest on money invested, losses due to obsolescence, the cost of storage and insurance, taxes in inventory, shipping and handling costs and similar factors. These costs always mount and become greater under conditions where turnover is far too low or where stocks have been stripped to low levels in order to spread inventory investment over the widest possible range of goods.

Many studies have been made on the subject and the general average figure resulting therefrom shows that the cost of procuring and carrying inventory run around an average of 15 percent of the invoice cost of merchandise. Using this 15 percent of the invoice cost figure here is a very worthwhile bit of statistics showing the effect of turnover on carrying cost.

| Annual sales cost value | Stock turnover per year | Inventory | Carrying cost | Carrying cost reduction |
|-------------------------|-------------------------|-----------|---------------|-------------------------|
| \$50,000 | 1 | \$50,000 | \$7,500 | |
| 50,000 | 2 | 25,000 | 3,750 | \$3,750 |
| 50,000 | 4 | 12,500 | 1,875 | 5,625 |
| 50,000 | 5 | 10,000 | 1,500 | 8,500 |

This presents a graphic illustration of exactly what happens to carrying costs when the rate of turnover is increased. The last column figures shown above represent expense dollars which have been turned into profit dollars through proper inventory control and securing more turnover on the same healthy inventory. If the firm today has a single stock turnover today on a \$50,000 annual sales cost (to cite a minimum example) by increasing that turnover to four times in the given year it can up its profit \$8,500 on that particular investment.

In any such planning management should never be caught up in the mistake too frequently made when such a program is being undertaken, i.e., carrying short inventories. This is never the ready answer to the problem although it always appears to be the obvious one.

Actually stripping inventories to bare minimums never fails but to result in increased expense simply because the cost of acquisition of goods increases. Placing frequent small orders always results in adding heretofore not present costs.

Another factor which should not be overlooked in this planning is the proven principle that increasing turnover invariably reduces the cost of possession of merchandise in the store's inventory through insurance, inventory taxes, interest, space cost, wages, obsolescence, mark-downs, etc. Right along with this axiom goes the also well proven one that where the cost of acquisition is increased more than the cost of possession loss is certain to result.

The best rate of turnover is always that at which the store can obtain the lowest combined costs of acquisition and possession and a proper balance maintained between the two all through the sales year. Too slow turnover increases costs of acquisition. As the rate of turnover increases there is usually a steady reduction in the cost of possession.

It should never be forgotten, too, that overstock of slow movers can tie up capital while stocks of fast moving items are starved and rush orders must be placed which in turn costs too much money to justify the procedure.

The open door to increased profits in all stores can sometimes be increased sales but unless these increased sales are coupled with a more rapid turnover they may result in less desired profit than the business was enjoying at the starting level. In many cases the store would have been better off concentrating on turnover alone . . . the eventual profit picture would have been better.

Whatever planning is devised at any time it should never be forgotten that turnover rate is always a key to the profit possibilities in any pharmacy operation.

Permit Revoked

The pharmacy permit of K and F Drug Store, 1212 Fort Bragg Road, was revoked on March 21 by the State Board of Pharmacy. The action was based on grounds that the pharmacy was being operated without a licensed pharmacist.

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DEATH TAKES A HOLIDAY

(Continued from page 11)

munity services and, consequently, better public relations. I am speaking primarily of course, to those pharmacists in small towns where there is no Poison Control Center. The lack of these Centers creates a tremendous need.

To the general public, our profession was put in a poor light during the Kefauver Hearings. Good offense appears to me to be the best defense we can offer. With a minimum of effort on the part of the pharmacist, a Poison Control Center can be set up in every town in North Carolina. A letter or post card to the following address will yield enough information to set up a Center. I plead for a state-wide project. Let's get in the driver's seat!

1. "National Clearinghouse for Poison Control Centers"
U. S. Dept. of Health, Education and Welfare
Public Health Service
Washington 25, D. C.
2. "Your Safety—State Highway Employees"
N. C. State Highway Commission
Department of Safety
Raleigh, N. C.
3. (April 1961, Vol. 15 No. 4) Arizona Poisoning Control Information Center
College of Pharmacy
University of Arizona
Tucson, Arizona
4. "North Carolina Pesticide Manual" (1959)
North Carolina Dept. of Agriculture
Raleigh, N. C.
5. "Product and Overdosage Information"
Smith Kline & French Laboratories
Philadelphia 1, Pa.
6. Dr. Richard Strommer
Wisconsin School of Pharmacy
Extension Division
Madison, Wisconsin

Two good reference books for the Poison Center are:

Clinical Toxicology of Commercial Products

(Authors—Gleason, Gasselin and Hodgson)
Williams & Wilkins Co.
Baltimore, Md.

Handbook of Emergency Toxicology (2nd edition)

Office of the Chief Medical Examiner
State Health Dept.
Commonwealth of Virginia

Pharmacy Dean Announces 61 Honor Students at UNC

Dean E. A. Brecht of the School of Pharmacy, University of North Carolina, has announced the names of pharmacy students making the Honor Roll (average of 92.5 or better) and the Dean's List (average of 90 or better) for the fall semester, which ended in January. This list does not include pre-pharmacy freshmen who are students in the general College.

The Honor Roll included: George Walker Sender, Fayetteville; Daniel Guilford Bracey, Red Springs; Benjamin William Brown, High Point; Malcolm Winston Burroughs, Wadesboro; Emil Lewis Cekada, Durham; William Gerald Coln, Rockingham; Briggs Edward Cook, Stokesdale; Robert Lee Deal, Liberty; Larry Edward Denning, Coats; Charles Norvell Gross, Pfafftown; William Fred Harriss, High Point; Hubert Theodore Juggins, Jr., Dallas; Mary Lou Johnson, Clayton; William David Medlin, Durham; Margaret Jane McCann, Mount Airy; John Grippa Mitchener, III, Edenton; Ellen Louise Pike, Concord; Roy Patton Rabb, II, Marion; Danny Lee Randall, Asheville; Billy Mac Smyre, Newton; Gary Martin Stamey, Asheville; Beverly Carol Thompson, Chapel Hill; John David Wilson, Lowell.

The Dean's List also included: Jack Lewis Alexander, Brevard; Alexander Fernando Belmont, Lima, Peru; Irving Vestal Boyles, Jr., Pilot Mountain; Julian Willis Bradley, II, Raleigh; Robert Michael Brown, Rocky Mount; Carol Elizabeth Clayton, Charlotte; George Washington Davis, Jr., Fremont; Charles Robert Deadwyler, Jr., Salisbury; James Floyd Deaton, Liberty; Rebecca Harper Elliott, Hendersonville; James Haywood Gooch, Jr., Mebane; Willard Wilson Riggs, Jr., Norwood; Kenneth Pershing Gardin, Jr., Forest City; Gilbert Max Hatley, Oakboro; Deane Bett Hughes, Hampton, Va.; James Heyward Hull, Jr., Shelby; Mary Elizabeth Jamison, Charlotte; Mary Frances

Johnson, Raleigh; David Randall Lewis, Goldsboro; Evelyn Pauline Lloyd, Hillsboro; Halbert Hill McKinnon, Jr., Lumberton; Jones Haynie Miller, Durham; Harry Thomas Murrell, Jr., Albemarle; William Earl Patterson, Greenville, S. C.; Meredith Gail Patton, Hickory; Joseph Charles Perkins, Bakersville; Carolyn Rebecca Proffitt, Burnsville; Kader Roy Ramsey, Jr., Jacksonville; Thomas Bingham Reaves, Fayetteville; Paul Hart Richardson, Wendell; William Otto Sheaffer, Chapel Hill; Albert Hunter Smith, Fayetteville; Hugh Jarrette Smith, Jr., Pink Hill; Lewis Henry Stocks, III, Hookerton; Jerry Sue Stroud, Roanoke Rapids, N. C.; James Robert Taylor, Enfield; Burwell Temple, Jr., Kinston; Leon Stokes Walker, Denton.

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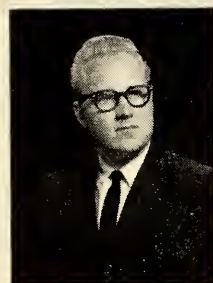
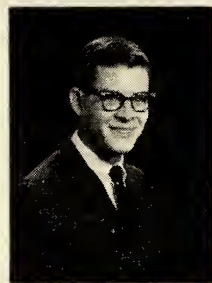
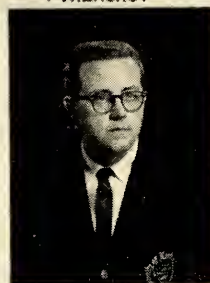
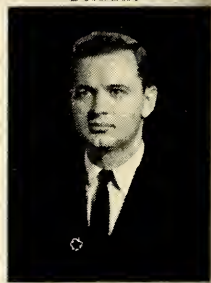
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LEAKSVILLEREBECCA H. ELLIOTT
HENDERSONVILLETHOMAS M. EUTSLER
MARION

WILLIAM NELSON ANDERSON

Zebulon

born August 30, 1940; unmarried. Chapel Hill address: 322 W. Rosemary Street. Member P.Ph.A. and NCPA Student Branches. Employment preference: Piedmont or Western section.

RUDY WATKINS BARKER

Carrboro

born December 31, 1939; unmarried. Address: Laurel Avenue, Carrboro. Will enter UNC Medical School upon graduation.

ROBERT HARRISON BARRETT, II

Pinehurst

born June 1, 1938; unmarried. Local address: 24 S. Greensboro Street, Carrboro. Member P.Ph.A. and NCPA Student Branches. Practical experience at Craig Drug, Aberdeen.

DONALD WORTH BEAVER

Concord

born November 19, 1939. Chapel Hill address: 22 Teague Dormitory. Member A.Ph.A. Student Branch; Phi Delta Chi. Practical experience at Mike's Drug Store, Inc., Concord. Has accepted employment after graduation.

GEORGE WALKER BENDER

Fayetteville

born January 22, 1940; unmarried. Chapel Hill address: 323 Teague Dormitory. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Phi Delta Chi; Inner Guard, Worthy Master of Oms, Pledge Master. Practical experience at Bender's Drug Store #1, Fayetteville. Has accepted employment after graduation.

GEORGE RONALD BUCHANAN

Greensboro

born March 31, 1939; unmarried. Chapel Hill address: 321 Avery Dormitory. Member A.Ph.A. and NCPA Student Branches; Phi Delta Chi. Practical experience at College Drug, Greensboro. Employment preference: Piedmont section.

CHARLES BERMAN CARPENTER

Claremont

born September 5, 1940; unmarried. Chapel Hill address: 330 Parker Dormitory. Member A.Ph.A. and NCPA Student Branches. Practical experience at Bushee's Pharmacy, Claremont. Employment preference: Western or Piedmont section.

EMIL LEWIS CEKADA

Durham

born March 25, 1936; unmarried. Address: 915 Green Street, Durham. Attended College of William & Mary and East Tennessee State. Holds S. Degree from W. & M. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Phi Delta Chi; Rho Chi (Vice-president). Practical experience at Veterans Hospital, Kerr Rexall Drugs, Crabtree Pharmacy, Durham.

FREDERICK CLIFTON CHAMBLEE

Chapel Hill

born February 2, 1940; unmarried. Address: 6 Fetzner Lane, Chapel Hill. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Phi Delta Chi; President, Secretary-Treasurer. Practical experience at Colonial Drug, Chapel Hill and Eckerd Drugs, Durham. Employment preference: Eastern or Piedmont section.

GARY VON CLONINGER

Dallas

born February 12, 1940; married. Chapel Hill address: 140 Bagley Drive. Member A.Ph.A.

Student Branch; Kappa Psi. Practical experience at Summey Drug Co., Dallas and Professional Pharmacy, Inc., Durham. Employment preference: Charlotte, Gastonia or Durham area.

ROY WILSON COLLETTE, JR.

Mocksville

Born February 13, 1940; married, one child. Chapel Hill address: 173 Daniels Road. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Phi Delta Chi; Corresponding Secretary. Practical experience: Part time during school and full time during summer since 1954. Employment preference: Central section.

NICK COLLIAS

Charlotte

(Photograph not available)

Born September 6, 1937; married. Chapel Hill address: 3 Justice Street. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate. Practical experience at Medical Pharmacy, Charlotte.

GEORGE W. DAVIS, JR.

Fremont

Born October 25, 1932; married, one child. Address: 107 Blackwood Drive, Carrboro. Attended Atlantic Christian College. Member A.Ph.A. and NCPA Student Branches. Practical experience at Fremont Pharmacy and Sutton's Drug Store, Chapel Hill. Employment preference: Coastal or Piedmont section. Military service: veteran.

JAMES BROOKS DAVIS

Oakboro

Born February 15, 1940; married. Address: 308 W. Popular Avenue, Carrboro. Attended Wingate Junior College before coming to UNC. Member A.Ph.A. and NCPA Student Branches. Employment preference: Piedmont section.

JAMES FLOYD DEATON, JR.

Liberty

Born September 1, 1925; married, one child. Address: Liberty, N. C. Holds B.S. Degree in General Science from Wake Forest. Member A.Ph.A. and NCPA Student Branches; Phi Delta Chi. Practical experience at Deaton Pharmacy, Liberty. Has accepted employment after graduation.

EVERETTE MATTHEWS DUNN

Leaksville

Born July 23, 1940; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Kappa Psi. Practical experience at Kirkpatrick Drug Co., Leaksville. Employment preference: Piedmont or Greensboro area.

REBECCA HARPER ELLIOTT

Hendersonville

Born March 8, 1940; married, one child. Chapel Hill address: 236 A-Jackson Circle. Member A.Ph.A. and NCPA Student Branches; Rho Chi; Kappa Epsilon (president, secretary); Secretary Freshman Class. Practical experience at Rose Pharmacy. Has accepted employment after graduation.

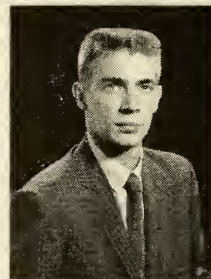
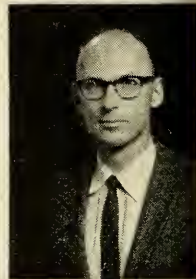
THOMAS MAXWELL EUTSLER

Marion

Born July 27, 1940; unmarried. Chapel Hill address: 318 Teague Dormitory. Attended Mars Hill College before enrollment at UNC. Member A.Ph.A. and NCPA Student Branches; IDC Committee. Practical experience at William Meyer Drug and Thorton Pharmacy of Denver, Colorado. Employment preference: Middle to Western part of N. C.

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STATESVILLEMYRA KINLAW
LUMBERTONDAVID R. LEWIS
GOLDSBOROROBERT D. LILL
JAMESVILLE

LIONEL CECIL EVANS

Roanoke Rapids

Born January 7, 1927; unmarried. Chapel Hill address: 306 Teague Dormitory. Holds B.S. Degree in biology from Wake Forest. Member A.Ph.A. and NCPA Student Branches. Military service: veteran.

JAMES ROBERT GIBSON

Hayesville

Born October 28, 1939; unmarried. Chapel Hill address: 117 W. Rosemary Street. Attended N. C. State College. Member A.Ph.A. and NCPA Student Branch; Kappa Psi (regent).

JAMES HAYWOOD GOOCH

Durham

Born April 28, 1934; married, one child Chapel Hill address: 157 Daniels Road. Member A.Ph.A. and NCPA Student Branches. Practical experience at Sloan Drug Co., Chapel Hill. Employment preference: Eastern or Piedmont section. Military service: Veteran.

LARRY B. GOOD

Mount Airy

Born October 19, 1938; unmarried. Chapel Hill address: 407 McCauley Street. Attended N. C. State College with 3 years in Chemistry, before enrollment at UNC. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; IDC Representative. Practical experience at Dobson Drug Store, Dobson, and Hospital Pharmacy, Mount Airy. Employment preference: Piedmont section.

JOE DAVID GREESON

Burlington

Born September 24, 1940; unmarried. Chapel Hill address: 222 Teague Dormitory. Member A.Ph.A. and NCPA Student Branches; Phi Delta Chi (vice-president, prelate). Practical experience at Mann's Drug, Burlington. Has accepted employment after graduation.

HAYES EARL HALL

Whittier

Born February 1, 1931; married, one child. Chapel Hill address: Tarheel Trailer Park. Holds B.S. Degree (science) from Western Carolina College in addition to expected Pharmacy Degree. Member A.Ph.A. and NCPA Student Branches. Employment preference: Western section. Military service: veteran USN.

HOMER GLENN HALL, JR.

Siler City

Born September 1, 1934; married. Address: 724 Brookwood Apts., Siler City. Member A.Ph.A. and NCPA Student Branches; Phi Delta Chi. Practical experience at Taylor Drug Store and Latham Rexall Drug Co., Siler City.

WILLIAM FRED HARRISS

High Point

Born November 28, 1939; married. Chapel Hill address: 15 Lake Shore Drive. Member A.Ph.A. and NCPA Student Branches; Phi Eta Sigma; Phi Chi (president). Practical experience at Mann's Drug Store, High Point. Has accepted employment after graduation.

GILBERT CLYDE HARTIS, JR.

Winston-Salem

Born June 21, 1940; unmarried. Chapel Hill address: 206 Fetzler Lane. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Phi Delta Chi (Secretary, president, ass't. pledge master). Practical experience at Patterson's Drug

Store, Winston-Salem. Employment preference: Piedmont section.

JAMES ALDEN HATHCOCK, JR.

Charlotte

Born October 23, 1940; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member A.Ph.A. and NCPA Student Branches; Kappa Psi. Practical experience at Eckerd Drug Stores. Employment preference: Central or Piedmont section.

GILBERT MAX HATLEY

Oakboro

Born April 7, 1940; married. Address: 317 Pine Street, Carrboro. Attended Wingate Junior College before matriculation at UNC. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Phi Delta Chi. Practical experience at Tollison's Pharmacy, Oakboro. Employment preference: Central section.

MOODY Z. HONEYCUTT, JR.

Drexel

Born September 24, 1931; unmarried. Address: 716 Poplar Street, Carrboro. Holds A.B. Degree (Business Administration) from Lenoir Rhyne College. Member A.Ph.A. and NCPA Student Branches. Practical experience at Crosby's Pharmacy, Drexel. Employment preference: Western section. Military service: veteran.

HUBERT THEODORE HUGGINS, JR.

Dallas

Born February 12, 1939; unmarried. Chapel Hill address: 02 Teague Dormitory. Attended Mars Hill College before enrollment at UNC. Member A.Ph.A. Student Branch. Practical experience at Lowell Drug Co., Lowell. Has accepted employment after graduation.

JOHN LOWRY KENNEDY

Statesville

Born August 23, 1939; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member A.Ph.A. and N.C.P.A. Student Branches; Pharmacy Senate; Kappa Psi (Intramural manager); Vice-president of Intramural Council, U.N.C. Practical experience at Statesville Drug Co. and Kings Mountain Drug Co. Employment preference: Piedmont section.

MYRA KINLAW

Lumberton

Born December 8, 1940; unmarried. Chapel Hill address: 208 Spencer Dormitory. Transferred to UNC from Woman's College of UNC. Member A.Ph.A. and NCPA Student Branches; Kappa Epsilon. Practical experience at Medical Arts Pharmacy and Dean's Pharmacy, Lumberton. Employment preference: Eastern or Central section.

DAVID R. LEWIS

Goldsboro

Born May 24, 1935; married, three children. Chapel Hill address: 12 Hamilton Road. Attended Wake Forest College. Member A.Ph.A. and NCPA Student Branches. Practical experience: three months, one year part-time.

ROBERT DELANO LILLY

Jamesville

Born January 30, 1933; married, three children. Address: 507 Oak Avenue, Carrboro. Attended N. C. State before enrollment at UNC. Member A.Ph.A. and NCPA Student Branches; President of Pharmacy School Junior and Senior Classes. Practical experience at Smith Drugs, Hickory. Has accepted employment after graduation. Military service in USAF.

School of Pharmacy, University of North Carolina

CLASS OF 1962



JAMES HAROLD LITTLE
OAKBORO



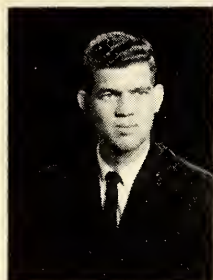
CONNIE MAC MC GEE
CHARLOTTE



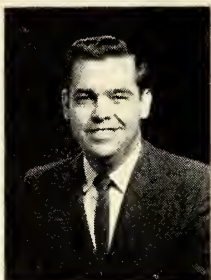
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RALEIGH



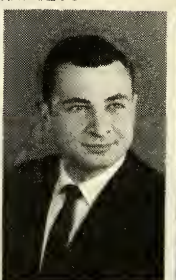
M.G. PATTERSON
ROXBORO



ELLEN L. PIKE
CONCORD



JERRY D. PRICE
RALEIGH



KADER ROY RAMSEY
JACKSONVILLE



FRANCIS E. RAP
LUCAMA

JAMES HAROLD LITTLE

Oakboro

Born July 20, 1935; married. Chapel Hill address: 60 Airport Road. Attended N. C. State. Holds S. Degree (Agricultural Education), in addition expected Pharmacy Degree. Member A.Ph.A. and NCPA Student Branches; Kappa Psi. Two years teaching experience at Deep River High School, Lee County. Employment preference: Piedmont section. Military service: veteran.

CONNIE MAC MCGEE

Carrboro

Born December 10, 1934; married, three children. Address: Box 131, Carrboro. Attended Charlotte College before matriculation at UNC. Member Ph.A. and NCPA Student Branches, Kappa Psi. Practical experience at Senter's Drug Store, Carrboro. Military service: veteran.

GARY WALKER MCKENZIE

Fairmont

Born October 7, 1938; married, one child. Chapel Hill address: 126 Bagley Drive. Transferred to NC from Mars Hill College. Member A.Ph.A. and NCPA Student Branches; Phi Delta Chi. Employment preference: Raleigh-Durham-Chapel Hill-Charlotte area.

RICHARD S. MCKINLEY

Kannapolis

Born December 20, 1939; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member Ph.A. and NCPA Student Branches; Kappa Psi. Practical experience at Black's Drug Store, Kannapolis. Has accepted employment after graduation.

GERALD FRANKLIN MAY

Louisburg

Born March 17, 1938; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member Ph.A. and NCPA Student Branches; Kappa Psi. Practical experience at Hospital Pharmacy, Durham, Eckerd Drugs and Walgreen, Raleigh. Has accepted employment after graduation.

WILLIAM DAVID MEDLIN

Durham

Born October 29, 1930; married. Chapel Hill address: Glenn Heights. Member A.Ph.A. and NCPA Student Branches; Rho Chi. Practical experience at Hospital Pharmacy, Durham. Employment preference: Western section. Military service: veteran USN.

HARRY DAVIS MILAM

Danville, Va.

Born August 31, 1933; unmarried. Address: 312 Lindsay Street, Carrboro. Holds B.S. Degree in V.P.I. Member A.Ph.A. and NCPA Student Branches. Military service: veteran.

JOSEPH CLAUDE MILLER

Boone

Born February 17, 1939; married. Address: c/o Wade Jones, Carrboro. Transferred to UNC from University of Iowa. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate (reporter). Practical experience at Boone Drug Co., Boone. Has accepted employment after graduation.

FRED M. MOSS, JR.

Gastonia

Born July 20, 1936; married. Chapel Hill address: 410 North Street. Holds B.S. Degree (Commerce) from The Citadel in addition to expected Pharmacy Degree. Member A.Ph.A. and NCPA Student Branches. Practical experience at Senter's Drug Store, Chapel Hill. Has accepted employment after graduation.

HARRY THOMAS MURRELL, JR.

Albemarle

Born April 25, 1940; married. Chapel Hill address: Apt. 5, Elkin Hills Apts. Member A.Ph.A. and NCPA Student Branches; Kappa Alpha (vice-president); Pharmacy School Freshman Class president. Practical experience at Murrell's Pharmacy, Albemarle. Has accepted employment after graduation.

LARRY KENT NEAL

Kannapolis

Born December 15, 1940; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member A.Ph.A. and NCPA Student Branches; Kappa Psi; President of Student Body and Sophomore Class, UNC Pharmacy School. Practical experience at Pike's Drug Store, Locust. Employment preference: Piedmont area.

RICHARD BUXTON OVERTON, JR.

Raleigh

Born December 20, 1939; unmarried. Chapel Hill address: 407 Ruffin Dormitory. Member A.Ph.A. and NCPA Student Branches. Practical experience at Azalea Pharmacy, Richmond, Va. Has accepted employment after graduation.

MARGARET GREENE PATTERSON

Roxboro

Born November 25, 1939; unmarried. Chapel Hill address: 201 Whitehead Dormitory. Member A.Ph.A. and NCPA Student Branches; Kappa Epsilon (chaplain, pledge mistress); Secretary-treasurer of Junior and Senior Classes, School of Pharmacy. Practical experience at Thomas & Oakley Drug Store, Roxboro. Employment preference: Central section.

TERRY JULIAN PICKETT

High Point

(Photograph not available)

Born March 31, 1939; married. Address: 602 W. Main Street, Carrboro. Member A.Ph.A. and NCPA Student Branches. Practical experience at Anderson's Drug Store, High Point. Has accepted employment after graduation.

ELLEN LOUISE PIKE

Concord

Born August 6, 1940; unmarried. Chapel Hill address: 304 Whitehead Dormitory. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Rho Chi; Kappa Epsilon (vice-president); Secretary-treasurer of Student Body, UNC School of Pharmacy. Practical experience at Medical Center Pharmacy and Cabarrus Memorial Hospital Pharmacy, Concord. Has accepted employment after graduation.

JERRY DOUGLAS PRICE

Raleigh

Born January 28, 1941; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Kappa Psi; Vice chairman of Professional Interfraternity Council. Practical experience at Eckerd's Drug Store, Raleigh.

KADER ROY RAMSEY, JR.

Jacksonville

Born January 10, 1939; unmarried. Address: 312 N. Lindsay Street, Carrboro. Transferred to UNC from Campbell College. Member A.Ph.A. and NCPA Student Branches. Practical experience at Howard Drug Co., Jacksonville. Employment preference: Central section.

FRANCIS EUGENE RAPER

Lucama

Born December 12, 1932; married. Chapel Hill address: Tar Heel Trailer Park. Holds B.S. Degree (Agriculture Education) from N. C. State College. Member A.Ph.A. and NCPA Student Branches. Practical experience at Glen Lennox Pharmacy, Chapel Hill. Has accepted employment after graduation.

School of Pharmacy, University of North Carolina

CLASS OF 1962



THOMAS B. REAVES
FAYETTEVILLE



GARY RAY ROBERSON
DRAPER



JACK R. ROMINE
ASHEVILLE



ROBERT JOEL ROTH
SHAKER HEIGHTS, OHIO



J. DAVID RUNNION
LENIOR



GENE MILES SHUFORD
LINCOLN TON



A. HUNTER SMITH
FAYETTEVILLE



JAMES ROBERT TAYLOR
ENFIELD



BURWELL TEMPLE, JR.
KINSTON



WILLIAM G. THAMES
HOPE MILLS



BEVERLY C. THOMPSON
CHAPEL HILL



MITCHELL W. WATTS
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WARSAW



DONALD L. WEATHERS
SHELBY



WM. T. WILLIAMS
WILSON



MARTHA ANN WYKE
SHELBY



GARY LEE YINGLING
SILVER SPRING, MD

THOMAS BINGHAM REAVES

Fayetteville

born December 26, 1940; unmarried. Chapel Hill address: 218 Teague Dormitory. Practical experience at Reaves' Drug Store, Fayetteville. Has accepted employment after graduation.

GARY RAY ROBERSON

Draper

born May 11, 1940; married. Chapel Hill address: 2 Aycock. Member A.Ph.A. and NCPA Student Branches. Practical experience at Tri-City Pharmacy, Spray. Employment preference: Central or Eastern section.

JACK RICHARD ROMINE

Asheville

born January 14, 1940; unmarried. Chapel Hill address: 27 Valley Park Drive. Member A.Ph.A. and NCPA Student Branches. Practical experience at Grove Park Pharmacy, and Memorial Mission Hospital, Asheville. Employment preference: Western section.

ROBERT JOEL ROTH

Shaker Heights, Ohio

born June 14, 1940; unmarried. Address: 714 Poplar Street, Carboro. Member A.Ph.A. and CPA Student Branches; Freshman Council; Interfraternity Council. Practical experience at North-Warren Pharmacy. Has accepted employment after graduation.

JOSEPH DAVID RUNNION

Lenoir

born September 5, 1939; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member A.Ph.A. and NCPA Student Branches (president); Kappa Psi (chaplain). Practical experience at Givault's Tainter's. Evans', Dula Hospital Pharmacy, Lenoir. Employment preference: Piedmont section.

GENE MILES SHUFORD

Lincolnton

born March 12, 1940; unmarried. Chapel Hill address: Chi Phi House. Member A.Ph.A. and CPA Student Branches; Chi Phi; Monogram Club; Freshman, Varsity Football. Practical experience at City Pharmacy, Newton. Employment preference: Charlotte or Greensboro area.

ALBERT HUNTER SMITH

Fayetteville

born May 6, 1940; married, two children. Address: Route 1, Box 282B, Durham. Member A.Ph.A. and NCPA Student Branches; Phi Delta Chi. Practical experience at Fayetteville Drug Co. Has accepted employment after graduation.

JAMES ROBERT TAYLOR

Enfield

born August 25, 1938; unmarried. Chapel Hill address: 117 West Rosemary Street. Attended Rowan Junior College. Member A.Ph.A. and CPA Student Branches; Pharmacy Senate; Kappa Psi. Practical experience at Harrison Drug Co., Enfield. Employment preference: Eastern section.

BURWELL TEMPLE, JR.

Kinston

born August 7, 1935; married, one child. Attended E.C.C. and University of Maryland. Member A.Ph.A. Student Branch; Kappa Psi; Vice-president of Senior Class, School of Pharmacy. Practical experience at Air Force Pharmacy, Duke Hospital Pharmacy, Temple Drug Co., Kinston.

Employment preference: Central or Eastern section. Veteran USAF.

WILLIAM GLENN THAMES

Hope Mills

Born February 23, 1935; married, one child. Chapel Hill address: 152 Daniels Road. Attended Campbell College. Member A.Ph.A. and NCPA Student Branches. Practical experience at Clinic Pharmacy, Hope Mills, Professional Drug Co., Fayetteville. Has accepted employment after graduation. Veteran USN.

BEVERLY CAROL THOMPSON

Chapel Hill

Born April 17, 1940; unmarried. Chapel Hill address: 900 Christopher Road. Member A.Ph.A. Student Branch; Kappa Epsilon (treasurer); Rho Chi (historian); A.Ph.A. corres. Secretary; recommendations chairman. Kappa Delta. Employment preference: Chapel Hill area.

MITCHELL WAYNE WATTS

Tabor City

Born December 5, 1939; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member A.Ph.A. and NCPA Student Branches; Pharmacy Senate (President); Kappa Psi (social chairman); Vice-president of Freshman, Sophomore Classes, and Student Body, School of Pharmacy). UNC Dance Committee Secretary. Practical experience at Harrelson's Pharmacy, Tabor City. Employment preference: Western or Piedmont section.

WILLIAM JOHN WEATHERLY, III

Warsaw

Born November 12, 1937; unmarried. Chapel Hill address: 117 W. Rosemary Street. Member A.Ph.A. and NCPA Student Branches; Kappa Psi. Practical experience at Goldsboro Drug Co. and Johnson Drug Co., Jacksonville. Employment preference: Eastern section.

DONALD LAWRENCE WEATHERS

Shelby

Born December 8, 1939; unmarried. Chapel Hill address: 117 West Rosemary Street. Member A.Ph.A. and NCPA Student Branches; Kappa Psi; Monogram Club; Track & Cross Country. Vice-president of Junior Class, School of Pharmacy. Practical experience at Suttle's Drug Store, Shelby. Employment preference: Piedmont or Durham-Chapel Hill area.

WILLIAM THURSTON WILLIAMS

Wilson

Born December 20, 1939; unmarried. Chapel Hill address: 306 Teague Dormitory. Attended Atlantic Christian College. Member A.Ph.A. and NCPA Student Branches; Treasurer of IDC; Dorm President, IDC Representative; University Entertainment Committee Treas. of Society of Janus. Practical experience: six months. Employment preference: Eastern or Western section.

MARTHA ANN WYKE

Shelby

Born February 26, 1940; unmarried. Chapel Hill address: 319 Whitehead Dormitory. Member A.Ph.A. and NCPA Student Branches; Kappa Epsilon; Rho Chi (secretary-treasurer). Practical experience at Cornwell Rexall Drugs, Shelby. Employment preference: Piedmont section.

GARY L. YINGLING

Silver Spring, Md.

Born February 26, 1939; unmarried. Chapel Hill address: 314 Stacy. Member A.Ph.A. Student Branch. Practical experience at various drug stores, including Peoples Drug Store.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

BALANCES—Prescription balances repaired. Contact Phipps & Bird, Inc., P. O. Box 2V, Richmond 5, Virginia. Telephone MI 4-5401.

FOR SALE—Remington's Practice of Pharmacy, 12th Edition. (1961). 1,866 pages. Price \$22.50. Available from NCPA, Box 151, Chapel Hill, N. C.

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FOR SALE—An excellent reference book for general pharmacy use—Clinical Toxicology of Commercial Products. More than 1100 pages of information in daily use by Poison Control Centers, etc., including an ingredients and therapeutics index, over 15,000 trade names of products, arranged alphabetically, which might be ingested accidentally or suicidally; general formulations and manufacturers names and addresses. Available from the NCPA, Box 151, Chapel Hill, N. C. at \$16 a copy.

Hickory—William R. McDonald, III, immediate past president of the Hickory Junior Chamber of Commerce, is a candidate for state vice president of the organization.

Oxford—Hall's Drug Store, in its 84 year, is being extensively remodeled.

Dublin—James H. Freeman, formerly Fayetteville, has opened the Dublin Drug Company. A graduate (1955) of the UNC School of Pharmacy, Freeman was formerly associated with Bender's Drug Store Fayetteville.

Black Mountain—In some fashion, a document belonging to John Kluttz got "mailed" in a mail box located in front of Uzzell's Rexall Drug Store. Postal authorities were called and the "package" returned to owner.

Valdese—The Valdese Drug Company and Rock Drug Company will alternate their Sunday open hours. The rotation plan started on March 11 with Valdese Drug Company open; on March 18 the Rock Drug was open.

Tabor City—H. G. Dameron is a candidate (May 26 Democratic Primary) for a seat on his county's board of Education. He served as mayor of Tabor City from 1955 to 1959.

Pleasant Garden—Grand opening of the new unique (interior walls of sand faced brick) Pleasant Garden Drug Store was observed in mid-March.

Lexington—Plans for the development of a new Community Medical Center in the 20 block of West Center Street have been announced by Stanford Tate, who is secretary-treasurer of the corporation which will construct and operate the Center. The Center will include a pharmacy, offices for four doctors and a medical laboratory.

Burlington—Eckerd's Drug Stores has signed a 17 year lease for 10,000 square feet of floor space in the Cum-Park Plaza Shopping Center.

Durham—James A. (Jimmy) Smith, Jr., MSR for A. H. Robins Company in the Durham area, has been named a director of the Durham Junior Chamber of Commerce.

IF YOU ARE PLANNING TO **REMODEL** *or* ... **START A NEW STORE**

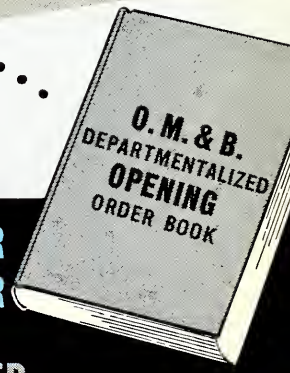
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The Carolina **JOURNAL OF PHARMACY**

Volume XLIII

MAY, 1962

Number 5



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When iron deficiency is the problem, Zentron provides the answer, especially for youngsters or older folks who prefer a liquid. Zentron restores hemoglobin in anemic patients and provides broad nutritional support by combining iron with B complex vitamins and vitamin C. Its perky strawberry flavor is readily accepted whether given alone or mixed with formula, water, or fruit juice.

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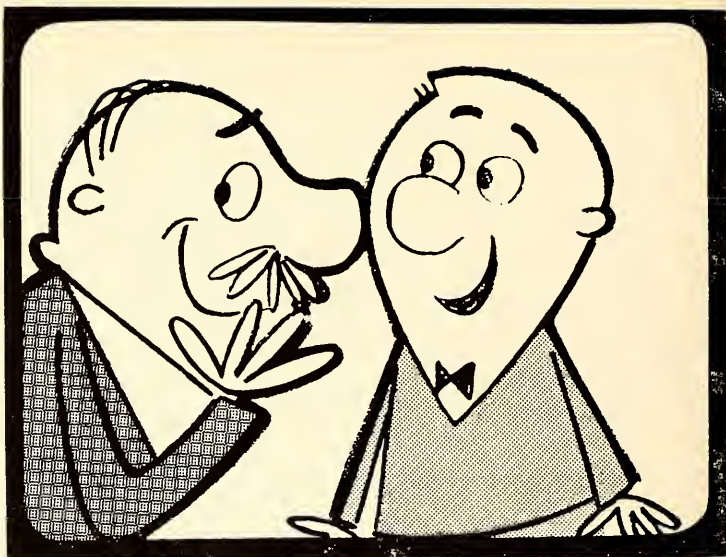
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The Carolina JOURNAL OF PHARMACY

May, 1962

VOL. XLIII No. 5

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Five Do's

Increasingly, non-pharmacy outlets are eyeing the prescription department as a potential opportunity to up lagging net profits. While the lion's share of prescription volume remains in the pharmacy, we have no positive assurance this situation will prevail in the years ahead.

To be forewarned is to be forearmed. These five "do's" are rephrased from information supplied by the Druggist' Service Council and are suggested as practical aids to meet the challenge now posed by new competitive forces for the prescription dollar:

1. Do make sure your prescription department reflects a professional image. Is the Rx Dept. spotlessly clean? Is the pharmacist properly dressed? Are diplomas and licenses shown? Are reference works readily available? Is there a new products display? Are customers comfortable while waiting? Does the entire department look professional?

2. Do have good professional relations. Work with your doctors. Keep yourself informed; be a "drug counselor" to the already busy doctor.

3. Do use public and community relations. These range from ad mats, films, speeches, radio and TV scripts, statement stuffers to exhibits. Seek every opportunity for appearing before the public; make your talents and your knowledge available to the community.

4. Do evaluate your maintenance drug prices. More than any other class, patients on maintenance drugs do shop around. More and more pharmacists are coming to an agreeable position on these drugs—one which satisfies their customers and their own economics.

5. Do practice personal professional selling with service. This is the key to your professional survival; emphasize professional knowledge with personal service at every opportunity, with every prescription that is filled, with every request that involves utilization of your professional training. Keep your professional profile up to par.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Medical Society States Position on Distribution of Enovid

The following resolution, relating to Enovid, has been adopted by the Executive Council of the Medical Society of the State of North Carolina:

Resolution

"The Medical Society of the State of North Carolina is cognizant of the pilot study in Mecklenburg County involving a cooperative program between the Health Department and the Welfare Departments wherein a group of women from lower income groups have been provided an oral contraceptive drug, Enovid.

This Society intends to follow this study and any projected extension of the program with a great deal of interest.

The present position of this Society is as follows:

1. Enovid is presently believed to be a safe, effective oral medication for contraception, when properly used under the supervision of a physician.

2. This Society commends the pilot study effort on the basis of presently available information.

3. This medication should be restricted to women who have had an adequate medical evaluation, including physical examination, indicating that each woman is a suitable candidate for such therapy.

4. Participation in such a program should be on a voluntary basis on the part of the woman participating.

5. Inasmuch as certain disorders in uterine bleeding may result as a consequence of oral Enovid contraceptive therapy, patients receiving this therapy must be seen by a physician at regular intervals, particularly during the first few months of such therapy in each patient.

6. Participation in this program must be limited to women who have been certified as indigent by their local Welfare Departments, and such certification must be periodically reviewed.

7. Enovid and similar oral progestational agents are extremely potent biologically

active agents, and such medication must be dispensed in conformity with the pharmac laws of this State. The dispensing of such potent medication must not be relegated to untrained and unlicensed individuals and this Society is of the strong conviction that (a) the prescribing of this medication be done in each instance only by a licensed physician, and (b) the dispensing of such medication should preferably be left to traditional drug outlets; i.e., registered pharmacists, by cooperative arrangements at the local level between the governmental agencies involved and the local medical and pharmaceutical groups; and in any instance wherein this described local cooperative arrangement cannot be implemented, that the custody, storage and dispensing of the medication become the direct and sole responsibility of a licensed physician.

That a copy of this Resolution be sent to the North Carolina State Board of Public Welfare; North Carolina State Board of Health; Governor of the State of North Carolina; North Carolina Board of Pharmacy; North Carolina Hospital Association and to each County Medical Society President.

Cover Page

Top: The state's only twin women pharmacists, Mrs. Jean Provo and Mrs. Judy West of Raleigh, are shown with Mr. E. Daniel of Zebulon. The convention "coffee hour" under the supervision of Jean at June, was one of the highlights of the annual NCPA meeting, April 8-10.

Bottom: An annual event during the closing minutes of each convention—the exchange of president's pins. President H. (left) is transferring the diamond president's pin to Mr. Stevenson while he, in turn, accepts a past president's pin. The occasion signifies the assumption of the official duties by the incoming president of the NCPA.

Convention Highlights

A combination of things—an exceptional business program, above-average entertainment and central location—brought approximately one thousand pharmacists, members of the auxiliaries and guests to Raleigh on April 8-10 for the 82nd annual meeting of the NCPA and affiliated auxiliaries. While the official attendance figure was less than 1,000, the half-day and one-day convention-attenders plus those who were only able to make it to the night sessions brought the final total to the estimated 1000 figure.

The convention saw a tie vote develop in one of the NCPA business sessions on a major issue—a request that the State Board of Pharmacy rescind its regulation (effective July 1) in which the name of the pharmacist is required to appear on Rx labels after “filled by.” The tie vote—54 to 54—was broken by NCPA President Hall in favor of the Board’s regulation.

About half of the UNC Pharmacy Class of 1952 returned for a reunion luncheon. W. H. (Bill) Randall of Lillington, a member of the Class, was speaker for the occasion. The Class has made an impressive record in many areas of professional, business and community life.

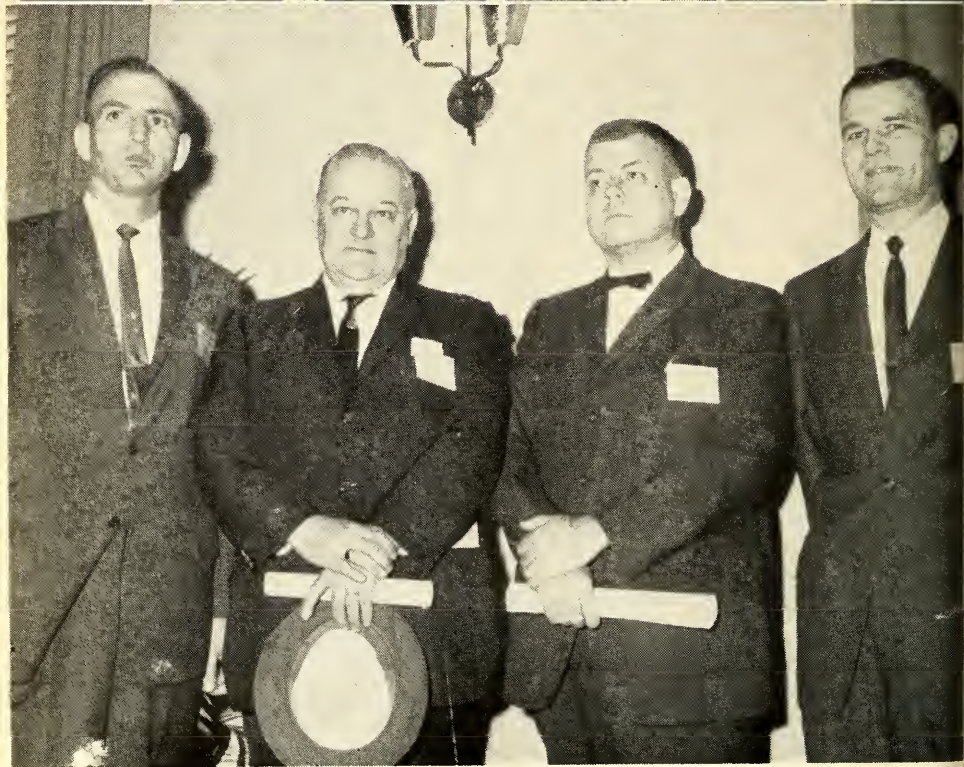
Something new was added to the convention this year—a special awards session on Sunday afternoon. In the past, the awards were incorporated in the regular convention sessions extending over a 3-day period.

Pictured this month are some of the pharmacists and others who received recognition for their services as pharmacists and as community leaders. The \$500 Presidential Scholarship Award, sponsored by the Pepsodent Division of Lever Brothers, went to Stephen Wayne Cagle of Concord.

(Continued on page 11)



Charles D. Blanton, Jr., center, receives the A. H. Robins “Bowl of Hygeia” Award for Outstanding Community Service from Richard A. Velz (left), Director of Robins’ Public and Trade Relations, while NCPA President Robert B. Hall looks on.



The Convention in Pictures

(Opposite page)

Top: INDUCTED INTO 50 PLUS CLUB (pharmacist license 50 plus years and member NCPA): Standing, left to right: John Birmingham of Hamlet, Frank Roland of Beaufort, F. Jackson Andrews of Durham, J. F. Sherard, Sr. of Burlington, and Ralph P. Rogers, Sr. of Durham. In the foreground, D. G. Ridenhour of Mount Gilead (left) and W. A. Burwell of Raleigh.

Not present but qualifying for certificates: Kelly Bennett of Bryson City, J. B. Coppedge of Huntsville, Alabama, John C. Cooke Foster of Tryon, Leon Smith of Kannapolis, Roy J. Johnson of Asheville and William P. Taylor of Roanoke Rapids.

Bottom: New members of the North Carolina Academy of Pharmacy are shown, left to right: John Friday of Gastonia, Oscar Smith of Pilot Mountain, John Hitchener of Edenton and Grover Creech of Selma. Others inducted but not present were Oliver Fleming of Smithfield, Fred Ross of Gastonia and Waits A. West of Roseboro.

CONVENTION NOTES

All of the convention pictures appearing in this issue of THE JOURNAL were made by W. Brege, owner-operator of The Professional Pharmacy, Raleigh.

Normally, photography might be classed as Mr. Brege's hobby but he has progressed beyond this stage. Some of his work has appeared in *Life Magazine* and his services are in demand by *United Press* and other news organizations.

The B & H Photo Company of Charlotte is now mailing color pictures made at the convention. As a goodwill gesture, B & H made pictures of delegates over the 3-day period of the annual meeting, and, as a followup, the negative along with a framed color print has or is being mailed to all persons who participated in this special event.

It's Pinehurst in 1963. Headquarters will be The Carolina Hotel. The entire facilities of the hotel, including more than 300 rooms, will be available to the NCPA and its auxiliaries.

Robins

MAY CHECK LIST

Tear out for a handy check of your current stock of these Robins products that are receiving special promotion in your area
May 7 — June 15

AmbarTM

- No. 1 Extentabs 100's No. 1 Extentabs 500's
 No. 2 Extentabs 100's No. 2 Extentabs 500's
 Tab. 100's Tab. 500's

NaClex[®]

- Tab. 100's Tab. 500's

Dimetane[®]

- Extentabs 100's Extentabs 500's
 Tab. 100's Tab. 500's
 Elix. 16 oz. Elix. Gal.

Dimetane[®] Injectable

- Ampuls 1 cc., 10 mg. per cc., 6's
 Ampuls 1 cc., 10 mg. per cc., 100's
 Vials 2 cc., 100 mg. per cc., ea.

Donnazyme[®]

- Tab. 100's Tab. 500's

Entozyme[®]

- Tab. 100's Tab. 500's

Why not check your stock of all Robins products at the same time
— and be prepared



A. H. ROBINS CO., INC., RICHMOND 20, VA.

Yesterday the last wholesaler went out of business

At 4 p.m. yesterday the last wholesaler's salesman called on you. It was a routine call. He checked your "want book." He checked your stock—pointed out several items you needed. He discussed a new idea that had worked well in another store. He pointed out an item that had increased in price.

He told you to order short on a product because he knew of a free-goods deal that would break soon. He advised you to go easy on a so-called "hot" item that was slowing down. He did all the things you've come to expect as a part of your wholesaler's service—and he did them for the last time!

Yes, the middleman was dead—the long, long battle was finally over. Starting today you buy everything direct. No more do you pay the wholesaler his percentage. But did you really gain?

You lost the ability to order $\frac{1}{6}$ or $\frac{1}{12}$ of a dozen.

You lost once-a-week, twice-a-week, three-times-a-week deliveries.

You lost the advantage of being able to pick

up that expensive bottle of vitamins for a favorite customer.

You lost a friendly creditor—one who would wait and wait when business was slow.

You lost a bookkeeper—one that kept your account from getting snarled.

You lost a warehouse that was at your beck and call.

You lost a friend.

There was no helping it. The wholesaler had to die. He lived through the advent of the five and ten, the chain store and the discount house. He watched his net drop to 3%, 2% and 1.2%. He watched you buy more and more, direct from his sources of supply. And he just rolled over and died.

(Aren't you glad that everything written here is fantasy—and that you, the retailer, can keep it that way. Buy direct from your wholesaler—the business you save may be your own!)

SEA & SKI COMPANY

William B. Randall President

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JUSTICE DRUG COMPANY
GREENSBORO, N. C.

North Carolina Service Wholesaler

CONVENTION HIGHLIGHTS

(Continued from page 7)

COFFEE HOUR

Under the capable management of Mrs. Jean Provo and Mrs. June West (cover page), ably assisted by members of the Wake County Pharmaceutical Society, the "Get Acquainted Coffee Hour" on Sunday afternoon brought together several hundred of the early arrivals.

A special attraction at the Coffee Hour and later that day at the annual banquet was "Miss North Carolina" who graciously participated in much picture-taking and conversation with the delegates.

Dr. Joel Carter and his University of North Carolina Glee Club was a tremendous hit at the Sunday night banquet. In a well-paced program, the Glee Club presented classical, folk, popular and religious numbers

to an appreciative audience, which packed the ballroom from wall to wall. "Miss North Carolina," at one time a voice student at the University, did two numbers with the Club.

BUSINESS SESSIONS

As customary in the past, the NCPA business sessions got underway early with "business-starter breakfasts." Number place mats were lucky place mats for some since prizes were awarded in this manner.

Appearing during the first business session (April 9 morning session) were W. H. Randall, Jr., President Hall, J. Warren Lansdowne, David R. Uran and W. J. Smith. Details of these talks and reports will appear later in THE JOURNAL or the Year Book.

Mr. Lansdowne's comment that "the general public, as a whole, would rather

(Continued on page 13)



THE CLASS OF '52. Standing, left to right: Harold V. Day, Claxton Harris, Leo Carter, John Friday, Glenwood Williams, Earl Brown, Hugh Fletcher, Alex Clelland, A. C. Dollar, Marshall Sasser, Henry Cogdell, Clayburn Hawkins, Bill Randall and Herman Hallet Daniels.

Seated, left to right: L. R. Burris, Jr., J. P. Horton, Jr., Cade Brooks, Keith Fulbright, B. B. Beddingfield and Doug Bain, Jr.

THERE'S ONLY ONE!

50

POWDER
PACKAGE

Less than

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PER DOSE



STANBACK IS THE ONLY
HEADACHE POWDER MARKETED
IN THE 50-POWDER PACKAGE



"LIKE SELLING BY THE CARTON
INSTEAD OF BY THE PACK"



Stanback Co., Ltd., Salisbury, N. C.

GREATER VOLUME
for you
MORE PROFIT
per sale
MORE ECONOMY
for your customer

CONVENTION HIGHLIGHTS

(Continued from page 11)

ive on a prescription that cost \$4 rather than die on one that cost 50 cents" was widely commented on by the press.

The NCPA past presidents, meeting during the luncheon adjournment, were shown slides (projected on screen) of twenty past presidents dating back to 1881. For identifying 17 of the 20 pictures, Wade A. Gilliam of Winston-Salem received a Danish ham.

MONDAY AFTERNOON SESSION

A series of reports consumed most of the afternoon session. Dean Brecht presented the report of the School of Pharmacy and the Pharmaceutical Research Foundation; the Extension Division report was made by Dr. Melvin Chambers; the UNC Visitation committee report by Gilbert Hartis and the legislative Report by Wade A. Gilliam.

The two concluding reports—Board of Pharmacy and Public Relations—were covered by H. C. McAllister and James W. Garrison.

The afternoon session was closed with the screening of a movie "The Misery Merchants." R. T. Austin, District Sales

Manager for Glenbrook Labs., commenting prior to the movie, said that this country's 11 million arthritis sufferers waste more than \$250 million of their money every year on phony products."

MONDAY NIGHT ENTERTAINMENT

A beautifully-paced, expertly woven pattern of songs by Doraine and Ellis. Costumed presentations from some of Broadway's greatest musical hits were presented by this husband and wife team to the obvious enjoyment of their listeners, as indicated by repeated encores.

TUESDAY MORNING SESSION

Dr. Charles M. Westrick of the N. C. Dental Society and Roger Sloop, NCPA Chairman of the Dental Formulary Committee, discussed the forthcoming revised edition of *The Dental Formulary*, which will be available by June 1st.

A special committee of dentists and pharmacists, headed by Dr. Westrick and Mr. Sloop, have used the original Formulary to compile a vastly improved and expanded publication in its second edition. Increasingly, dentists are becoming more prescription-writing conscious, hence publications such as the N. C. Dental Formulary are gaining favor with the dental profession.

The two concluding addresses of the morning session were presented by Dr. Wayne Rundles of the Duke University Medical Center and by William J. Wishing, SKF's divisional sales manager. Mr. Wishing's paper will appear in the June issue of THE CAROLINA JOURNAL OF PHARMACY.

ACADEMY OF PHARMACY

During the noon adjournment, members of the Academy of Pharmacy met for lunch. Guest speaker was David R. Uran, President of the Ethical Drug Advertising Company, who stressed the importance of the pharmacist in building a favorable image.

CONCLUDING BUSINESS SESSION

The Tuesday afternoon session was devoted to reports, resolutions, and officer installation ceremony.

Reporting were Thomas J. Ham, Jr. (NCPA-Institute Endowment), Harold V.

(Continued on page 15)

Make McCourt
Your "Buy-word"

For Labels - in Rolls or Flats
Physicians R_x Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes

Prescription Labels
all Styles and Colors



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THE RIGHT
LABEL
RIGHT AT
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BRADFORD,
PENNA.

Specializing in Labels for Drug Stores

Clifford P. Berry, Representative
P. O. Box 306, Charlotte 1, N. C.



CONVENTION HIGHLIGHTS

(Continued from page 13)

ay (Papers & Queries), Roger A. McDuffie (Judicial Council), Dr. Albert Jowdy (Inter-professional Relations), W. L. West (Public Health & Welfare), Edwin R. Fuller (Constitution & By-Laws), Ben R. Harward (Membership), J. C. Jackson (Committee on Resident's Address) and Jesse M. Pike (Time and Place).

RESOLUTIONS

Seven resolutions were adopted; two not approved. The label resolution was discussed by J. C. Jackson, Paul Tart, W. M. K. tender, John Henley and others prior to the 4-54 tie vote.

Here are the resolutions as presented by Dr. John Stevenson of Elizabeth City, the chairman of the Resolutions Committee:

Resolutions Adopted

(1) Commended Ciba, Lederle, MSD, SKF and Upjohn for their financial support of a new public relations program appearing in Reader's Digest and Sat. Evening Post and suggested program be extended to include newspapers.

(2) That members of the NCPA give preferential display, advertising and cooperation to firms who distribute their products exclusively through wholesale and retail pharmacies.

(3) Reaffirmed its support of the Kerr-Mills bill as being the most practical answer to medical care for the aged.

(4) Expressed opposition to enactment of King-Anderson Bill and at same time pledged its support to state and local programs which

(Continued on page 17)

The Convention in Pictures

(Opposite page)

Top: Miss North Carolina is shown with (left) J. Warren Lansdowne, Manager of Eli Lilly's Professional and Trade Relations Department, and J. L. Coaker, Lilly's area manager with headquarters in Charlotte.

Bottom: Three members recognized for their outstanding professional and community services, left to right: Seth Miller of Lexington, Phil Link of Reidsville and Earl H. Tate of Lenoir.

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Look at all you win. First class accommodations for two, round trip to Paris via Air France jet. Plus your own brand new Renault Dauphine automobile for use in Europe, with free delivery to your home when you return. Plus \$2,000.00 in cash.

50 SECOND PRIZES—

Philco Transistor Radios

Handsome 9-transistor model in rich leather case. Plays for hundreds of hours on flashlight batteries. Congress Model, retails for \$68.95.

For Everyone Who Enters—

Set of 8 Highball Glasses

Created especially for this Contest. Beautifully decorated with mortar and pestle symbol.



FREE DISPLAY KIT MAKES IT EASY TO ENTER

This contest is designed to help you increase sales by promoting Melozets as an aid in "balancing" 900-calorie dietary products. You enter by creating a display of Melozets and 900-calorie products, and sending a snapshot of it to Contest Headquarters. Your display should show how Melozets "balances" 900-calorie products by supplying bulk, the element that's missing from these products. Displays are judged on originality—not the amount of stock they show. You don't have to spend a cent for extra stock.

Everything you need for entering is contained in the Melozets "Diet-Balancer" Display Kit shown here. Rules, entry blank, display ideas and a variety of display materials are all included in the Kit. It's absolutely free. Just use the coupon here. Be sure to act now because the Contest closes on June 30, 1962.

SEND NOW FOR FREE KIT

Melozets Display Contest

P.O. Box 25A • Mount Vernon 10, N. Y.

I want to enter the Melozets "Diet-Balancer" Contest.

Please send a free Kit with everything I need to enter.

Name _____

Store _____

Address _____

City _____ Zone _____ State _____



CONVENTION HIGHLIGHTS

(Continued from page 15)

- encourage individual effort as a prime answer providing adequate medical services.
- 5) Endorsed Quality Stabilization Bill.
- 6) Commended members of the Extension Division and its Chm., Dr. Melvin Chambers, for their progressive work on behalf of Pharmacy and pledged continued support to the Division.
- 7) Requested suppliers of prescription drugs, who maintain different prices for various outlets, to abandon such policies.

Resolutions Not Adopted

- 1) Requesting the State Board of Pharmacy to issue an "intern certificate" to persons enrolled in the internship (practical experience) program.
- 2) Requesting the State Board of Pharmacy to rescind its rule (effective July 1) which will require name of pharmacist, who fills or supervises the filling of prescriptions, on the prescription label.

NOMINEES

The committee on nominations, W. Dorsey Welch, Jr., Chairman, presented the following slate of nominees, subject to mail ballot vote in May:

N. C. Pharmaceutical Association

For President: Hoy A. Moose of Mount Pleasant and O. K. Richardson of Boone.

For 1st Vice President: Harry A. Barringer of Concord and I. T. Reamer of Durham.

For 2nd Vice President: W. T. Boone of Ahoskie and John W. S. Biggs of Greenville.

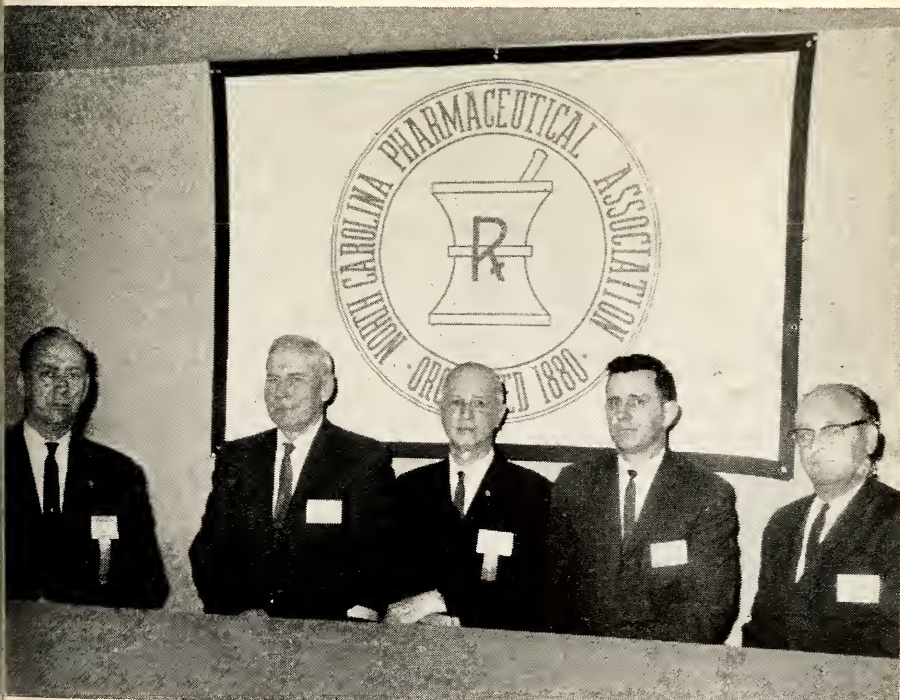
For 3rd Vice President: Robert H. Milton of Salisbury and Earl H. Tate of Lenoir.

For Member of the Executive Committee: C. Louis Shields of Jacksonville and John T. Stevenson of Elizabeth City.

Board of Pharmacy

David D. Claytor of Greensboro and Ernest Rabil of Winston-Salem.

(Concluded on page 19)



NCPA OFFICERS, 1962-'63. Left to right: Hoy A. Moose of Mount Pleasant, Harry A. Barringer of Concord, John T. Stevenson (president) of Elizabeth City, W. T. Boone of Ahoskie and W. J. Smith (Secretary-Treasurer) of Chapel Hill.



SOME CLOUDS HAVE SILVER LININGS

The medical literature describes them as "maturity-onset diabetics." You see them frequently when they return for prescription refills. Their problem may be for life, but their cloud has a silver lining. Reason? Many of them are now free from the pain and inconvenience of daily injections, and the diabetes remains under control on a single oral dose of Diabinese taken each morning with breakfast.

That silver lining would not have been possible without a whole series of important medical advances, from the discovery of insulin to the breakthrough of oral antidiabetic therapy. How many of your customers are familiar with this typical example of medical progress?

DIABINESE® Tablets BRAND OF CHLORPROPAMIDE | FULL
PRODUCT INFORMATION ABOUT DIABINESE IS AVAILABLE IN BLUE BOOK, RED BOOK, IN THE
PRODUCT BROCHURE ENCLOSED IN EACH PACKAGE, AND FROM YOUR PFIZER REPRESENTATIVE.

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Brewer to Head TMA

During the annual business session of the TMA, William P. Brewer of Greensboro was elected president of The Traveling Men's Auxiliary for the coming year.

Serving with President Brewer will be Forrest Matthews of Raleigh, vice president; J. Floyd Goodrich of Durham, secretary-treasurer; and C. H. Smith of Charlotte, assistant secretary-treasurer.

CONVENTION HIGHLIGHTS

(Continued from page 17)

Pharmaceutical Research Foundation

F. J. Andrews of Durham, Rowe B. Campbell of Taylorsville, F. Herman Cline of Charlotte, David R. Davis of Williamston, W. H. Houser of Cherryville, J. C. Jackson of Lumberton, Roger A. McDuffie of Greensboro and T. M. Stanback of Salisbury.

OFFICER INSTALLATION

At this point, the meeting was adjourned to reconvene immediately in an adjoining room (ballroom) for the combined (NCPA, TMA and Woman's Auxiliary) officer installation ceremony.

Officers of the NCPA as well as its two affiliated auxiliaries were installed on Tuesday afternoon during a joint officer installation ceremony.

Honorary life membership in the TMA were presented to C. M. Andrews of Burlington and W. J. Smith of Chapel Hill by the Secretary-Treasurer of the organization, J. Floyd Goodrich of Durham.

The TMA Board of Governors consists of five persons: Leon Kimball of Winston-Salem (5 years); Bruce Wingate of Charlotte (4 years); O. G. Duke of Morehead City (3 years); Reuben C. Russell of Charlotte (2 years); and A. G. Cox of Durham (1 year).

RESOLUTION ADOPTED

The TMA went on record in opposition to open hospitality rooms or set-up bars for serving alcoholic beverages to guests at the pharmaceutical conventions by any firm or individual; also publicizing such rooms by cards, placards or otherwise is to be eliminated at future conventions.

DUES PAYING MEMBERS FOR 25 YEARS

Special recognition went to these TMA members for their support of the organization for minimum of 25 years:

J. G. Barnette, E. B. Read & Sons Co., Sanford

Gamble Bowers, Owens, Minor & Bodeker, Richmond

A. G. Cox, B. C. Remedy Company, Durham

Allen R. Cross, Penslar Company, Durham
J. M. Darlington, O'Haulon-Watson Drug Co., Winston-Salem

Walter D. Druen, Tilden Company, Lynchburg

C. Rush Hamrick, Sr., Kendall Drug Company, Shelby

Henry F. Miller, Strother Drug Company, Richmond

M. G. Morris, E. R. Squibb & Sons, Greensboro

W. W. Morton, B. C. Remedy Company, Durham

F. F. Potter, Bristol-Myers, Charlotte

C. H. Smith, Drug Package Corp., Charlotte

F. J. Stanback, The Stanback Company, Salisbury

H. C. Starling, W. H. King Drug Co., Raleigh

T. B. Waugh, Justice Drug Company, Greensboro

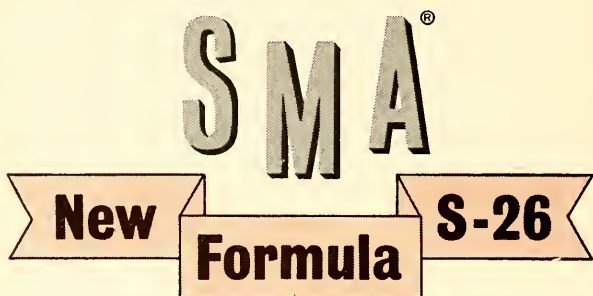
LIFE MEMBERSHIPS

Four TMA life memberships were awarded: J. C. Allen of McKesson & Robbins, Charlotte; F. T. Matthews of Lance, Inc., Greensboro; H. J. Farnsworth, Shaeffer Pen Company, Greensboro; and W. P. Rogers, Merck Sharpe & Dohme, Asheville.

TMA ENTERTAINMENT

The TMA floor show and dance on Tuesday night officially closed the 82nd annual meeting. The professional acts brought in from various sections of the country combined to make up one of the best shows ever sponsored by the TMA. The TMA Entertainment Chairman—Forrest Matthews of Raleigh—was highly commended for his effort in staging such an outstanding show.

all **NEW**
physiologic formula
for all newborns



Prepared formula for infants, Wyeth



**A MAJOR TECHNOLOGICAL ADVANCE
IN INFANT NUTRITION**

S-M-A NEW FORMULA S-26 is an all new physiologic formula made possible by an exclusive Wyeth process. This new process permits preparation of a formula with composition and nutritional benefits closer to those of human milk than has ever before been possible.

**more digestible protein as in human milk—
high in lactalbumin, low in casein**

By electro dialysis Wyeth reduces the mineral content of the whey portion of cow's milk, leaving lactalbumin readily available. As a result, the protein in S-M-A NEW FORMULA S-26 is mostly lactalbumin, as in human milk.

new low mineral content—

Total mineral content and calcium and phosphorus levels have been reduced to approximately the physiologic amounts found in human milk.

provides these extra benefits for health and growth

- well tolerated
- improved digestibility
- good weight gains and growth rate
- fewer formula-related problems
- easily prepared
- no extra cost to parents

essential
information
on your
inventory
and
stocking of

**S-M-A
NEW
FORMULA
S-26**

- S-M-A NEW FORMULA S-26 is superseding S-M-A. From now on, Wyeth will fill all S-M-A orders with S-M-A NEW FORMULA S-26
- It is suggested, however, that you retain your current stock of S-M-A. There will probably be some mothers or physicians who wish infants to be continued on S-M-A.
- In general, all requests for S-M-A may be filled with S-M-A NEW FORMULA S-26. Your physicians will find that S-M-A NEW FORMULA S-26 will be well tolerated and will provide excellent nutrition.

**S-M-A NEW FORMULA S-26 WILL
BRING NEW SALES FOR YOU
An Improved Formula at No Increase in Price**

Intensive detailing and ethical promotion will stimulate increased sales in your Infant Needs Department. To assure your supply for new requests, order now.

Retailer's cost: \$0.83 per lb. can of powder
\$0.21 per 13 fl. oz. can of liquid
(On direct order—minimum \$50)



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Brighten your

PROFIT PICTURE

with MODERN
"KEY" Fixtures

We Can Help You!

1. *Our Experienced Designers* can plan your store to increase Sales and Profits for You!
2. *Our Skilled Workers and Modern Production Facilities* can quickly turn your Plans into Reality!
3. The installation is completed by *Factory Trained Experts* with "know-how" to get the job done with *Minimum Inconvenience to You.*
4. Your increased sales and profits will meet the conveniently spaced payments tailored to suit your needs. All payments and dealings are directly with us. Ask for *Our Financing or Leasing Plans.*

Clip Coupon and Mail

We are planning to

- Modernize
 Expand
 Build New Store

Name _____
 Firm Name _____
 Street Address _____
 City _____ State _____



GRANT E. KEY, INC.

300 Attend Auxiliary Sessions

Woman's Auxiliary members, numbering approximately three hundred, transacted important business during the convention, as well as enjoying extensive entertainment.

From the moment of their registration until the final curtain on the TMA party, there was no idleness—it was all business—and pleasure. In addition to participation in the over-all convention events, they were guests at Pine State Creamery on Monday for a luncheon. Ellisbergs of Raleigh put on a fashion show at the conclusion of the luncheon.

On Tuesday, Southern (Dairies) Division Sealtest Foods entertained with a luncheon, and at its conclusion the annual business session of the Woman's Auxiliary was held. Reports were heard from standing com-

mittees, and the President, Mrs. Leslie Myers, told of her duties during the year. Since the Minutes of the Business Session will be printed in the N.C.P.A. Year Book, details are omitted here.

In the session, however, a change in By-Laws was voted, outlining procedures for granting of Life Memberships in the Auxiliary. A slight change was also made, permitting the allocation of funds to be made by the current and/or *incoming* Executive Board. This was done in an effort to avoid hurried actions by the outgoing Board when they are trying to meet a deadline for such allocations of money.

At the Installation Ceremony short talks were made by the NCPA President, Robert

(Concluded on page 33)



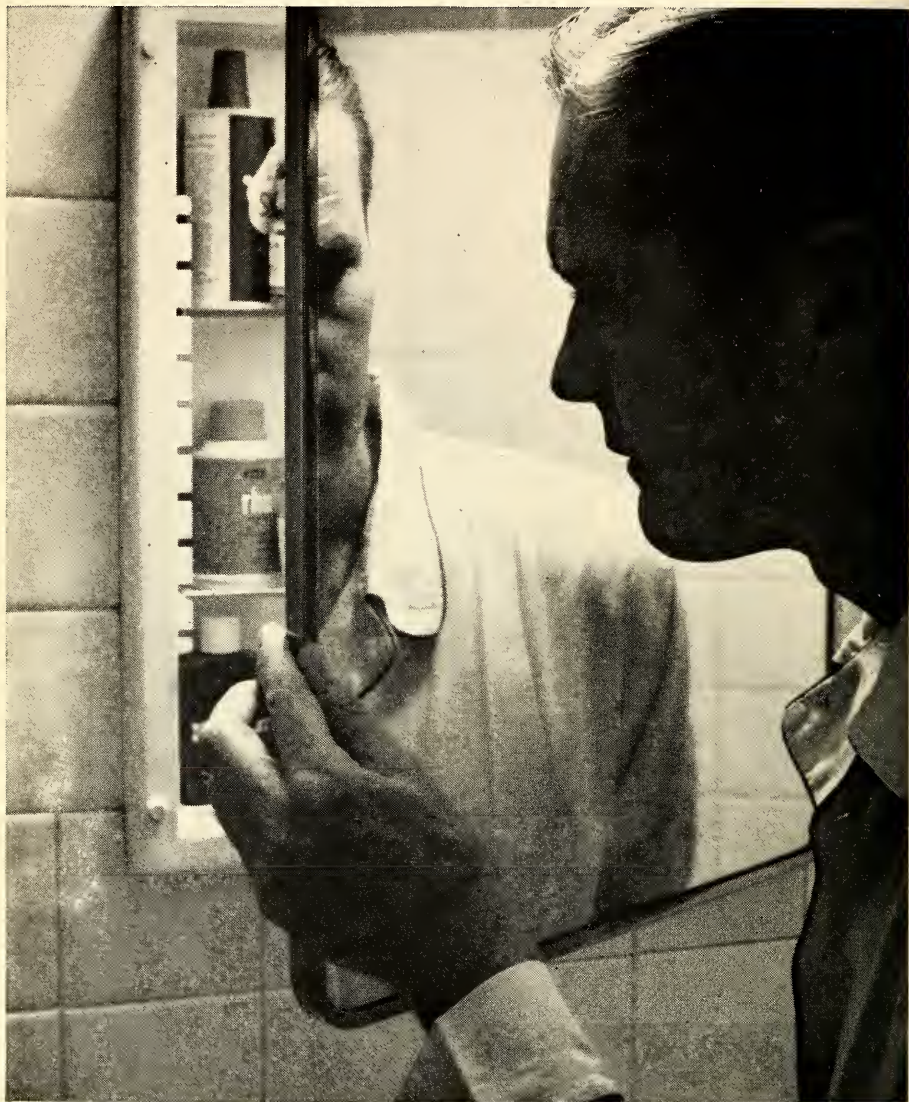
OFFICERS OF THE WOMAN'S AUXILIARY, NCPA 1962-'63. Seated, left to right: Mrs. David D. Claytor of Greensboro, 1st vice president; Mrs. John T. Stevenson of Elizabeth City, president; Mrs. W. H. Randall of Lillington, secretary.


Standing, left to right: Mrs. Leslie M. Myers of Winston-Salem, advisor; Mrs. Robert Milton of Salisbury, treasurer; Mrs. L. R. Burris, Sr. of Valdese, historian; Mrs. M. B. Melvin of Raleigh, Parliamentarian; and Mrs. Floyd F. Potter of Charlotte, advisor.

WHAT'S BEHIND THE MIRROR?

It's your medicine cabinet, and on its shelves, we bet, are products with familiar labels, brand names — not "just-as-good," cut-price generics — because these are for your family and you just don't take chances. This, of course, is why your physicians also specify Lederle and other

brand-name products for their patients. They know that Lederle goes far beyond the "official" requirements to produce only the finest. The next time customers ask about the "difference in drugs" why not tell them of your personal and professional trust in the *brand name*?



LEDERLE LABORATORIES, A Division of AMERICAN CYANAMID COMPANY, Pearl River, New York 



TAR HEEL DIGEST

Mount Airy—A. B. Macon, Hollingsworth Drug Store, has returned from California, where he met with several Rexall officials regarding future company plans.

Durham—Ralph P. Rogers, Jr., has been appointed chairman of the budget committee of the Durham County Board of Health.

Leaksville—Emory M. Watson, until recently a MSR for Parke Davis & Company, has returned to retail pharmacy as an employee of Chandler Drug Store. He operated the Center Pharmacy of Sanford for several years.

High Point—Some change and a small quantity of merchandise are missing from the Anderson Drug Company as a result of a break-in.

Greensboro—S. T. Forrest, President of Justice Drug Company, has been named chairman of the Greensboro chapter of the National Federation of Independent Business.

Winston-Salem—Mrs. Maude Tolbert has been charged with pretending to be a doctor in phoning in a barbiturate prescription to be filled by a local pharmacy.

Greensboro—Guest speaker at a recent meeting of the Reviewers Club was Roger A. McDuffie, whose title was "Old Drug Stores of Greensboro."

St. Pauls—Brisson Drugs is being remodeled and enlarged. An adjoining building is being taken over by the pharmacy in its remodeling program.

Troy—Agents of the SBI have arrested Allan James Blake, Jr., of Candor on charges

of having 1500 amphetamine tablets in his possession for sale. Blake is an operator of a combination grill and service station between Biscoe and Candor on Route 220.

Ayden—Bruce B. Reinhardt was the subject of a "Personality of the Week" sketch in the April 6 issue of the *Ayden Tribune*. Reinhardt, a graduate of PCP and a veteran of WW II, is the owner-operator of Bruce's Drug Store.

Valdese—L. R. Burris has been appointed a member of the Board of the United Wholesale Druggists of Atlanta.

Concord—Oren J. Hill, Geigy Pharmaceutical MSR, is a candidate for the Republican nomination to the Cabarrus Board of County Commissioners.

Nags Head—The prescription drugs of Miller's Drug Store were not damaged in the recent storm due to removal of the drugs to second floor quarters. Most of the store's stock of cosmetics and front merchandise was destroyed.

Cliffside—A recent meeting of the local Lions Club was addressed by O. F. Tarr, Asheville representative of Smith Kline & French Labs., who told his audience that nearly 5 million lives had been saved in the last ten years as a result of pharmaceutical research.

Fayetteville—L. E. Reeves has announced plans for the establishment of a 7,500 square foot Rexall store in the new Tallywood Shopping Center, now under construction on the Raeford Road.

Lincolnton—Gene Adams, Lincoln Drugs, is recovering from a recent eye operation.

Lumberton—A quantity of merchandise and some cash were taken in an April 12 robbery of the Medical Arts Pharmacy.

Raeford—Howell Drugs won the trophy in the 1962 championship of the Pacific Mills Bowling League.

Benson—Charles Stevens, a graduate of the UNC School of Pharmacy, has joined W. L. Rogers and Frank Clifton as a partner in the operation of the Benson Drug Company, Mr. Stevens served two years in the U. S. Army and for the past three years was associated with a pharmacy in Garner.

There's



in



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people like it
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Tastes Great . . . It's



Hickory Pharmacy To Expand

The Medical Center Pharmacy, Hickory, will occupy enlarged quarters in a new professional building, which is expected to be completed by early spring of 1963.

The owners of the pharmacy, Fred B. Fitzgerald and Mack R. Means, have joined with a group of Hickory professional men to erect a 2-story professional building on Second Avenue, NE, near the present site of the Medical Center Pharmacy.

In addition to the pharmacy, the first floor of the building will be occupied by offices and treatment rooms of six Hickory doctors. Parking facilities for about 140 cars will be available.

Mr. Fitzgerald, a former MSR for Squibb, is a native of Opelika, Alabama, and a pharmacy graduate of Auburn University (1949). He served in the U. S. Navy during WW II.

Mr. Means is a native of Rock Hill, South Carolina and a graduate of the School of Pharmacy, University of South Carolina (1948). He served in the Air Force during WW II and is a former MSR for Parke Davis & Company.

E. L. Cekada, Pharmacy Student Wins Lehn & Fink Gold Medal Award

Emil Lewis Cekada, of Durham, N. C., graduating senior at the School of Pharmacy, University of North Carolina, Chapel Hill, N. C., has won the Lehn & Fink Gold Medal Award. This plaque is awarded annually to a student chosen for his noteworthy achievement in pharmacy. The presentation was made May 16 at the Awards Night Program.

The Gold Medal Award program is now in its 38th year, having been established in 1924 by Lehn & Fink Products Corporation, a leading producer of proprietary drugs, cosmetics and toiletries, as a scholarship incentive for pharmacy students. The shield-shaped plaque, incorporating the medal, is individually engraved with the name of each of the 63 participating colleges and the year's winner. It is displayed on campus throughout the school year, acting as a visual challenge and stimulus.

New Loan Funds Established

The late Myrtle T. Rhyne made a bequest to the N. C. Pharmaceutical Association in her Will in memory of her late husband, Wayne Frank Rhyne. The bequest, amounting to \$500, has been assigned to the Consolidated Pharmacy Fund, specifically designated as the "Wayne Frank Rhyne Pharmacy Student Loan Fund."

Mr. Rhyne received his pharmacy license in 1909. He made his home in Georgia for several years; served in WWI and established Rhyne's Drug Store (originally East Gastonia Pharmacy) in 1925. Today, the pharmacy is owned and operated by John Friday.

Mr. Rhyne died January 21, 1959. The loan fund will serve as a permanent memorial in memory of this pharmacist who served his profession so well.

Bishop Fund

Another loan fund—The H. L. Bishop Pharmacy Student Loan Fund—has been established with a contribution by Balfour Brookshire of West Asheville.

Mr. Bishop (known to his friends as "Cotton") died March 31 after a brief illness. He and Mr. Brookshire were co-owners of the B & B Pharmacy of West Asheville.

The Consolidated Fund

The newly established "Consolidated Pharmacy Fund" will be a holding fund for loan and special funds. A pharmacy or a firm can establish a "named" loan fund for as little as \$100. Loans to pharmacy students are non-interest and are repayable after graduation.

Robert B. Hall of Mocksville has been appointed chairman of the Consolidated Pharmacy Fund. He and his committee will embark on a fund-raising program during the coming months.

Fuller Elected

Edwin R. Fuller, a past president of the North Carolina Pharmaceutical Association and the Salisbury-Spencer Merchants Association, has been elected president of the Salisbury Lions Club.

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Choose from our full stocks of
Summer Merchandise and get your share
of the Vacation and Leisure Time market.

WE ARE A *Lilly* DISTRIBUTOR
THE PEABODY DRUG COMPANY
DURHAM, NORTH CAROLINA



Montesanti Buys Second Pharmacy

Joe Montesanti, Jr. is now the owner of two of the oldest pharmacies of Southern Pines; the Broad Street Pharmacy established in 1904 and the Southern Pines Pharmacy established in 1908.

The new ownership arrangement was worked out during March after Mr. and Mrs. Graham Culbreth decided to sell the Southern Pines Pharmacy, which they had operated since 1945. The sale of the pharmacy to Mr. Montesanti became effective on April 1.

Both pharmacies will continue operating in their present locations, with no changes in personnel. Under the new ownership, Mr. Culbreth will be in charge of the prescription department of Southern Pines Pharmacy.

Remaining in the Southern Pines Pharmacy building but not included in the sale, and operating as an independent business, will be Mrs. Culbreth's surgical support service, which she established in 1958.

Mutual Drug to Occupy New Building in October

A 37,000 square foot, 1-story building will be erected in Durham to house the North Carolina Mutual Wholesale Drug Club, according to an announcement by D. L. Boone, Jr., treasurer and general manager of the wholesale drug firm.

It is expected the building will be ready for occupancy by October.

Fined \$750

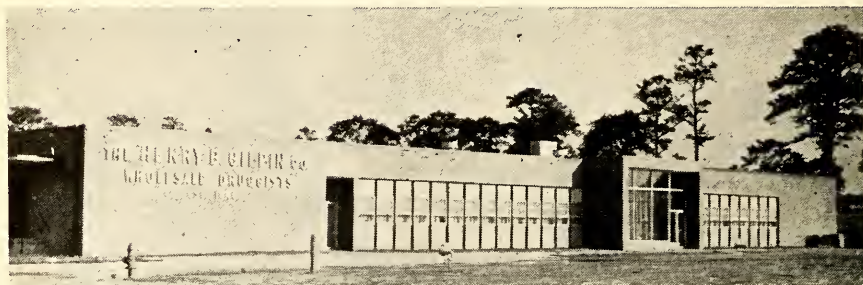
Six pharmacists in the Charlotte area have been fined \$750 each for dispensing legend drugs without proper authorization. The action was brought by the Food & Drug Administration.

The drugs involved included tranquilizers, sedatives, barbiturates and antibiotics. Six to eight counts were filed against each of the defendants.

THE HENRY B. GILPIN COMPANY

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service to the pharmacists of
the eastern section of North Carolina**

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News from the Local Associations

Alamance

Robert Neal Watson, a member of the State Board of Pharmacy, was guest speaker at the April 18 meeting of the Alamance Pharmaceutical Society, held in Burlington.

Mr. Watson, who was introduced by Jack G. Watts, discussed the new labeling regulation, which will be in effect after July 1.

Other members of the State Board of Pharmacy present at the meeting were Roger McDuffie of Greensboro and H. C. McAllister of Chapel Hill. Guests present included Claude Paoloni of Greensboro and H. E. and J. F. Lovett of Liberty.

Millard Denson, president, presided over the meeting. J. Frank Sherard, a recent addition to the 50 Plus Club of the NCPA, was inducted as an honorary life member of the Society.

Durham-Orange

The senior class of the School of Pharmacy, University of North Carolina, were guests of the Durham-Orange Drug Club at a dinner at Schrafft's Country Inn on April 26.

I. T. Reamer, Chief pharmacist at Duke Hospital, and W. J. Smith, NCPA Executive Secretary, made brief talks. Reamer discussed the hospital pharmacy internship program while Smith pointed out the advantages of affiliating and actively working with the local pharmaceutical societies.

Including members and guests, approximately 100 persons attended the dinner.

Stroud Brewer, Bill Wells and W. J. Smith were selected to work out details of a club-sponsored picnic to be held during July.

Wilmington

Dean E. A. Brecht of the UNC School of Pharmacy was guest speaker at the April 14 meeting of the Wilmington Drug Club. His topic was "Pharmaceutical Ethics."

Dean Brecht was introduced by Carl Knox, a local representative of William S. Merrell Company. Assistant Dean Melvin Chambers also attended the meeting as a guest of the club.

Northeastern

A program presented by a representative of Lederle Laboratories highlighted the April 18 meeting of the Northeastern Carolina

Pharmaceutical Society, held in Williamston.

A motion that the NCPA be asked to run a mail ballot vote on the labeling regulation of the State Board of Pharmacy resulted in a tie vote. The president of the Society, C. B. Clark, Jr., voted not to request such a mail ballot on the part of the State Association.

Cleveland County

At the March 18 meeting of the Cleveland County Drug Association, held in Shelby, the organization voted to send a local newspaper representative on the NCPA-sponsored tour of Eli Lilly Laboratories.

Ollie Harris, Cleveland County Coroner, was guest speaker.

Forsyth Pharmaceutical

The Annual Health Fields Golf Tournament and Buffet Supper, sponsored by the Forsyth Pharmaceutical Society, was held on May 16 at Tanglewood near Winston-Salem.

Co-sponsors for the event were Hart Laboratories, O'Hanlon-Watson Drug Company and Justice Drug Company. Roger Sloop, Skeets Benton, Floyd Carr and Charles Dixon were in charge of arrangements.

\$30,000 Grant to Dr. Piantadosi

Dr. Claude Piantadosi, a member of the teaching staff of the School of Pharmacy, University of North Carolina, has received a \$30,538 research grant from the National Institute of Health for a 3-year basic research on "The Synthesis and Enzymatic Study of Potential Anticancer Agents."

According to Dr. Piantadosi, "the synthesis of the compounds to be studied will yield valuable tools for further research on irreversible enzyme inhibition. This will open a broad pathway for the creation of many compounds with potential antitumor action and with different properties and various spectra of action."

The grant not only highlights the importance of the research activity now underway at the School of Pharmacy but reflects credit on and recognizes the outstanding research ability that Dr. Piantadosi has and is exhibiting in his work.

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Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-third volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

PR Aids Available from Abbott

Nearly 30 kinds of free or low-cost public relations and promotional aids for retail pharmacists are available from Abbott Laboratories to all pharmacies qualifying for the company's Reliable Prescriptions® and Prescription Specialists® programs.

"These materials help the pharmacist meet criticisms about prescription prices at the local level, and they assist him in promoting his professional pharmacy as the best place to have prescriptions filled," said Joseph S. Rowe, Manager of Abbott's Drug Trade Department. "They represent the most extensive public relations program offered to the retailer by any pharmaceutical manufacturer."

Many of the completely new 1962 materials emphasize the facts about prescription drugs: cost, quality, research. These themes are carried in laity leaflets that can be handed to or mailed to customers, mailing to physicians, newspaper advertisements and radio scripts. All these materials are free.

For pharmacies desiring to coordinate advertising themes on book matches, delivery envelopes and labels, letterheads, envelope and sealing tape, these items are available at Abbott's cost. Free promotional material include special occasion cards, identification badges, doorknob hangers and personal tax record folders.

All materials carry the individual pharmacy's imprint.

A kit illustrating all available items can be seen by consulting the local Abbott representative.

Newport Pharmacy Incorporated

A charter of incorporation has been issued to Newport Pharmacy, Inc., Newport.

Members of the board of directors are Seymour P. and Jane W. Rubin, Homer H. and Mabel A. Wellons, all of Havelock. Authorized capital stock is \$100,000, a thousand shares at \$100 par value each.

Personnel Changes

Gary Stanley Cooper from Rutherford Drug Company to Lexington Drug Company, Lexington.

Lilly Announces New Anti-Malignancy Drug

From the periwinkle plant, already the source of a drug useful in generalized Hodgkin's disease, has come a new agent (Vincristine) which in early clinical tests shows promising activity against a variety of malignancies.

Preliminary reports on Vincristine were submitted at the recent meeting of the American Association for Cancer Research, by representatives of a number of cancer research institutes and by Eli Lilly & Company.

Currently, Lilly, in its cancer-screening program, is investigating 5 to 7,000 compounds annually.

McAllister Installed As Chm. of House of Delegates

At the recent meeting of the American Pharmaceutical Association, held at Las Vegas, H. C. McAllister of Chapel Hill was installed as chairman of the APhA House of Delegates (the Association's legislative and policy-making body).

Also, during the coming year, Mr. McAllister will serve as a member of the American Council on Pharmaceutical Education—the official accrediting agency for schools of pharmacy in the U.S.

Colina Appears on Southeastern Hospital Program in New Orleans

Gilbert Colina, Chief pharmacist at Charlotte's Mercy Hospital, was a member of a panel discussion group on "Legal Aspects of Drug Dispensing After Pharmacy Hours" at the April 25-27 meeting of the Southeastern Hospital Conference, New Orleans.

Dr. Colina—he has an honorary degree awarded by Belmont Abbey—is a past president of the Southeastern Society of Hospital Pharmacists.

Draw 1-Year Terms for Theft-Sale of Drugs

Two Salisbury men have received one year prison sentences in Federal Court on charges of theft of drugs from the Salisbury VA hospital.

E. E. Fulmer, a former medical service representative, was convicted of receiving

the drugs, knowing they were stolen; and June Edward Siler, a former employee of the hospital, was convicted of taking the drugs from the pharmacy.

According to testimony of agents of the FBI, an investigation started at the hospital early this year after some drugs were reported as missing. For a period of time, daily inventory of a selected list of drugs was maintained without knowledge of the employees of the hospital. On the basis of this inventory, it was determined that certain drugs were being taken on specified days.

The FBI agents testified that Siler was observed taking the drugs from the hospital. According to Siler, the drugs were turned over to Fulmer, who later paid him about \$350 to \$400 from March 1960 to March 1962.

About 75 pharmacies normally visited by Fulmer were checked by agents of the FBI but no leads were uncovered.

A number of character witnesses appeared for Fulmer and, on request for probation, the judge stated: "I just don't feel that the court can meet its responsibilities in a planned, deliberate theft of this type by imposing probation."

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Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

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DOINGS

OF THE AUXILIARIES

- Charlotte—Mrs. C. H. Smith
- Greensboro—Mrs. James M. Waugh
- Winston-Salem—Mrs. Garland F. Benton, Jr.
- Rowan-Davie—Mrs. A. E. Morris
- Gaston—Mrs. Jack Friday
- Alamance

Rowan-Davie

The Rowan-Davie Drug Auxiliary held its April luncheon meeting at the Chanticleer, with the president, Mrs. Paul Miller, presiding. The devotions "Legend of the Dogwood" was given by Mrs. Harold Kennerly.

Mrs. Thomas E. Camp presented the program on Lesser Known Wild Flowers and stated that these were listed as "not to be picked." She gave a brief history of each flower and showed drawings done by Mrs. William Pence.

Mrs. John H. Brown gave a report on the convention, stating that the Rowan-Davie Auxiliary was well represented.

Mrs. Camp, chairman of the nominating committee, presented the slate of officers for the coming year. They were unanimously elected as follows: President, Mrs. John H. Brown; Vice-President, Mrs. Justin Uffinger; Secretary, Mrs. Harold Kennerly; Treasurer, Mrs. R. A. Kiser; Historian, Mrs. John Upchurch; Advisor, Mrs. Paul Miller.

Mrs. Robert Hoyle won the draw prize, with Mrs. Alvin E. Morris, Jr., and Mrs. E. D. Hoyle winning prize Easter eggs. Hostesses for the day were Mrs. Thomas B. Moore, Mrs. Henry Ridenhour, and Mrs. Uffinger. A visitor, Mrs. Charles H. Klutz, arranged the tables.

Charlotte

The April meeting of the Charlotte Auxiliary was held at the C & C Cafeteria, and husbands were special guests.

Mrs. A. K. Hardee, president, conducted the meeting, and the program chairman, Mrs. Ross L. Cooper, introduced the speaker. Mr. Charles Wickham of Merrill Lynch, Pierce, Fenner, and Smith, Inc., spoke on Stocks and Bonds. Formerly of Kinston Mr. Wickham now resides in Charlotte where he is a member of Christ Church, director of the Charlotte Sportsman's Club, and vice-president of the Charlotte Tennis Association.

Plans for attending the state convention were discussed by the members.

Gaston Auxiliary

The Gaston Pharmaceutical Auxiliary met on April 18 at the home of Mrs. S. J. Brown. Twelve members were present for the luncheon.

Mrs. Richard Curtis gave the devotions. Highlights of the recent convention in Raleigh were given by members who attended the meeting.

Guest speaker was Mrs. Lowell Jennings who had just returned from West Africa where she and her husband served three years as medical missionaries.

Officers for the coming year were elected. They are: President, Mrs. Bill Forrest; Vice President, Mrs. Richard Curtis; Secretary, Mrs. Earl Williams; Treasurer, Mrs. Truman Hudson; Historian, Mrs. John O. McDonald; and Advisor, Mrs. Jack Friday.

Mrs. William H. Clifton, a new bride, was a guest of the Auxiliary. Co-hostesses were Mrs. S. J. Brown, Mrs. John Ameen and Mrs. Bill Medlin.

Greensboro

The Greensboro Drug Club Auxiliary varied its regular luncheon meeting on April 24th and met at the home of Mrs. Carroll C. Graham, where luncheon was served on the patio to the twenty-seven members present.

President Doris Collins opened the business session, asking for reports from various committees. Ruby Graham, publicity chairman, was asked to give a brief resumé of the state convention.

The nominating committee presented a

ate of officers for the coming year. The club elected the slate presented: Mrs. Lon Russell, president; Mrs. M. B. McCurdy, vice-president; Mrs. D. C. Dowdy, secretary; Mrs. R. L. Lane, Treasurer; Mrs. D. W. Montgomery, chaplain; Mrs. J. V. Farrington, historian; Mrs. Ben F. Collins, Jr., Mrs. Claude Paoloni, and Mrs. Carroll C. Graham, advisors.

A guest at the luncheon was Mrs. McNeil, mother of Mrs. Lib Pickard. A special thank-you was extended to Mrs. William P. Brewer and Mrs. Graham for serving as hostesses.

Winston-Salem

The Winston-Salem Apothecary Club held dinner meeting at the Womans' Club in honor of Mrs. Leslie Myers, retiring president of the Woman's Auxiliary of the N. C. Pharmaceutical Association. Mrs. Roger Hoop presided and presented Mrs. Myers with a gift of silver.

A short business meeting followed the dinner at which time new officers were elected as follows: President, Mrs. Garland Benton; Vice-President, Mrs. Frank Lowder; Treasurer, Mrs. Bob Callahan; Secretary, Mrs. William Simmons.

A treasurer's report was given, and it was decided by the club that a donation of \$50 be made to the Lucile Rogers Scholarship Fund and \$50 to the Institute of Pharmacy. Mrs. A. L. Fishel reported an opening date for a club tour of the Winston Winn-

Dixie Store. All members not participating in the first tour were asked to come.

Mrs. William Insch gave a report on the year book for next year, and plans for a more detailed discussion to be made at the next meeting.

Alamance

Members of the Alamance Auxiliary journeyed to the Carolina Inn at Chapel Hill for their May meeting. After the luncheon, with Mr. and Mrs. W. J. Smith as hosts, a short business meeting was held, presided over by Mrs. David Hix, president.

Election of officers for the new year was the primary business transacted. The slate of officers named by the Nominating Committee Chairman, Mrs. C. A. Wharton, was unanimously elected as follows: President, Mrs. Sandy Griffin; Vice-President, Mrs. Elmo McCorkle; Secretary, Mrs. Jack Watts; Treasurer, Mrs. George Dillard; Chaplain, Mrs. A. C. Sumner, Sr.; Mrs. Peter Barbour.

300 ATTEND AUXILIARY SESSIONS

(Continued from page 23)

B. Hall, TMA President Leon Kimball, and Mrs. Myers. During this report Mrs. Myers reported a membership for the new year of almost 700; she also reported on the Vivian Spradlin Smith and Lucile Swearngan Rogers Scholarship Funds, and the Woman's Auxiliary Emergency Loan Fund.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

UNC PHARMACY SCHOOL NOTES



A handsome display cabinet for the silver service collection of the School of Pharmacy has been received as a thoughtful gift from the Northeastern Carolina Pharmaceutical Society. The cabinet was made of solid oak by Calvin Burch of Chapel Hill who specializes in reproductions of antique furniture.

Dr. Claude Piantadosi, associate professor of pharmaceutical chemistry, has received a three years research grant valued at \$30,000 from the National Institutes of Health on potential anticancer agents. Recently, Dr. Piantadosi was appointed as a member of the University Research Council.

The American Foundation for Pharmaceutical Education renewed graduate fellowships for 1962-63 to Carl T. Baugness, Jr. for a major study in pharmacy and Allen F. Hirsch for a major study in pharmaceutical chemistry at the School of Pharmacy. The foundation also awarded a graduate fellowship to Edward M. Smith for a major study in pharmacy administration at the University of Alabama.

Mr. Sami Hamarneh, Acting Curator, Division of Medical Sciences, Smithsonian Institution, Washington, D. C., was a visitor at the School of Pharmacy on March 20.

Great interest was shown in the archive maintained by Miss Noble as research historian and in the museum.

The annual convention of the American Pharmaceutical Association, American Association of Colleges of Pharmacy, and the Rho Chi Society held at Las Vegas on March 25-30 were attended by three faculty members: Assistant Dean M. A. Chambers, Professor James L. Brannon, and Professor Paul J. Wurdack and three undergraduate students, John H. Myhre, Jerry Price, and Lewis H. Stocks, III. Dr. Wurdack presented a paper on diagnostic agents. Dr. Chambers served as official delegate for the North Carolina Pharmaceutical Association in the House of Delegates. He also presented a paper before the historical section prepared by Alice Noble on the history of the School of Pharmacy.

Dr. James C. Kellett, Jr., assistant professor of pharmaceutical chemistry, attended the meetings of the American Chemical Society in Washington, D. C., on March 25-29.

Dean E. A. Brecht took part in the program for careers in the health sciences sponsored by the auxiliary of the medical society at High Point on March 30. This well-planned event was attended by 400 high school students from the area. Pharmacist H. B. Leonard, Jr., represented the local pharmacists.

The annual convention of the North Carolina Pharmaceutical Association in Raleigh on April 8-10 was attended by most of the pharmacy faculty and graduating class. Reports were given by Dean E. A. Brecht, Assistant Dean M. A. Chambers, and Professor A. W. Jowdy.

Dr. Claude Piantadosi attended the annual meeting of the Federated Societies in Atlantic City April 13-19.

Dean E. A. Brecht addressed the Wilmington Drug Club on April 14. He was accompanied by Assistant Dean M. A. Chambers.

John Agrippa Mitchener, III, and Beverly Carol Thompson were initiated into the

Order of the Old Well in recognition and honor of campus service and accomplishment.

Student Branches of the NCPA and APhA

The meeting on April 17 was addressed by Dr. Thomas Gibson of the Cardiology Department of North Carolina Memorial Hospital. As a native of England he was well qualified to speak on the effect of the health acts and compare the practice of the health professions under socialized medicine with those in this country. John Myhre gave a brief report as delegate to the national convention of the student chapters at Las Vegas.

Rho Chi

Fourteen students were initiated into membership in the Xi Chapter of Rho Chi, the national honor society in pharmacy, at a dinner meeting on April 17: Graduate students Bahram Farhadieh, Yoon Chin Kim, James K. Lim, and Vilhjalmur Skulasson; fourth year student William David Medlin of Durham; and third year students Malcolm Winston Burroughs of Wadesboro, Deane Bett Hughes of Hampton, Virginia, Margaret Jane McCann of Mt. Airy, John Agrippa Mitchener, III, of Edenton, William Earl Patterson of Greenville, South Carolina, Meredith Gail Patton of Hickory, Billy Mac Smyre of Newton, Gary Martin Stamey of Asheville, and Lewis Henry Stocks, III, of Hookerton. Six members of the fourth year class were initiated into membership last year. The new initiates were introduced at the Student Branch meeting following the initiation.

Kappa Psi

Reported by FRANK FREEMAN

Beta Xi Chapter attended the N.C.P.A. convention held in Raleigh, North Carolina, on April 9 and 10. They gave a luncheon at Bailey's Restaurant on Monday, April 9, for all active members and alumni. After the meal there was a discussion pertaining to the proposed new fraternity house for the chapter. The alumni were brought up to date on the plans made so far and were shown the

architects' plans for the future structure. They were very enthusiastic and assured us of their support. Plans were started for a campaign designed to contact all other alumni possible. The brothers were very glad to have these alumni, and a good time, as well as a good meal enjoyed by all.

The Kappa Psi's attended several of the festivities at the convention and learned a lot about pharmacy in North Carolina as it stands today.

Phi Delta Chi

George Walker Bender, fourth year student from Fayetteville, received the endowed Phi Delta Chi scholarship for improvement in scholarship for the spring semester.

The Alpha Gamma Chapter of Phi Delta Chi held a dinner meeting at the S & W Cafeteria in Raleigh on April 9 for alumni attending the convention of the North Carolina Pharmaceutical Association.

Historical Note

By ALICE NOBLE, *Research Historian*

The School of Pharmacy Museum has been enriched recently by a gift of much value. It is a beautiful wooden mortar-and-pestle of some dark wood and highly polished. It is very handsome and different from any in our collection. The interesting relic of the days of long ago was presented to the Museum through the thoughtfulness and generosity of Norman Cheshire Cordon, Jr., U.N.C. '26 of Chapel Hill, and belonged to his grandfather, Thomas Benbury Houghton. The mortar stands 7 inches high and is 6 inches in diameter. Both the mortar and the pestle are in as perfect condition as they were when they were used by their original owner several years before the Civil War.

Mr. Houghton was born on "Locust Grove Plantation," near Edenton, on November 17, 1832. He studied pharmacy in Baltimore and later practiced the profession in eastern North Carolina—a part of the time in Edenton, presumably on Broad Street. It was during those days that he acquired and used daily the mortar and pestle now

(Continued on page 37)



Over 60 years of Progress

TELEPHONE
 have gone
 modern, too

NOW modern medicines have famed Typhoid Test. Pharamona, Siphtherin etc.

Scotland Neck
 in 1900
SULFUR - MOLASSES
one of the compounds used upon remedies.

DID YOU KNOW?
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PROMISED PRIZES TO SELECT ...
 ...

CONTINUOUS ...
 ...

NOW MAKE THE MOST OF EACH IN SECONDS

THIS DISPLAY PREPARED BY
Carolina Telephone & McDowell's Pharmacy

UNC SCHOOL NOTES

(Continued from page 35)

in the pharmacy museum at the State University.

It is not as a pharmacist, however, that Mr. Houghton is best remembered. After ten years in the drug store he decided to study for the ministry and entered the Episcopal Seminary in Alexandria, Va. With the outbreak of the War Between the States, he volunteered and served as Chaplain throughout the conflict with the 50th North Carolina Regiment, Army of Northern Virginia. The date of his commission was January 26, 1862. When the War ended he was called to the rectorship of the Church of the Advent in Williamston, where he remained until his death on November (or December) 28, 1894.

I am indebted to W. S. Wolfe for locating and adding to the archives invaluable data about the White Sulphur Springs in his home town of Mount Airy. I have been fascinated always to hear my elders talk about their days at the Mount Airy springs; the beauty of the grounds; the handsome hotel with its wonderful hospitality; and occasionally I found press stories about this health resort. When I began my

Carolina Camera

(Pictures on opposite page)

Top: The pre-Civil War mortar and pestle pictured is the subject of this month's "Historical Note" by Miss Alice Noble, Research Historian.

Bottom: N. O. McDowell, Jr. used this effective window display to contrast the new with the old—in this case, medicines and telephones. It was a cooperative venture between McDowell's Pharmacy and the Carolina Telephone Company.

Sulfur and molasses were displayed with antibiotics; the old fashioned crank-type phone with the latest compact model. A sign (not shown) pulled everything together with this statement: "Your Pharmacist's Services Are As Close As Your Telephone."

The display created a great deal of favorable comment and attention.

researches about our medicinal springs I was surprised that I could find practically nothing about the Mt. Airy White Sulphur. When Mr. Wolfe was in Chapel Hill a few weeks ago I told him of my diligent and unsuccessful efforts to locate data about the springs in his town and of how important such information was for our records about medicinal springs. He wrote me almost immediately after his return home that he was locating material and in an incredibly short time the mail brought a wonderful collection of pictures of the hotel, the grounds, and several informative newspaper clippings of varying dates, etc. An entire morning was spent in classifying and filing the treasures. Of course, I included in the records a statement of appreciation to Mr. Wolfe not only for his helpfulness but also for the time and thought he had given to my request.

Not long ago while searching through the files of the *News and Observer* for certain information, I came across an advertisement in the December, 1894 issue inserted by John Young McRae, "A famous druggist of Raleigh whose stand was on the N. W. corner of Martin and Wilmington Sts." Mr. McRae was licensed as a pharmacist in 1881 and a charter member of the N.C.P.A., continuing his affiliation until he moved to Virginia in 1907. I thought the ad rather amusing—it certainly shows the difference between then-and-now publicity. Here is its text: "Careful mixing prescriptions a beloved specialty. Dispensing cool and delicious drinks a pleasant pastime. I am still in the ring—not a political or pugilistic ring but the ring of political and pharmaceutical trade, I hold the belt."

The 1963 NCPA CONVENTION will be held in Pinehurst, North Carolina. Headquarters will be at The Carolina Hotel.

Press Representatives to Visit Lilly

Under sponsorship of the NCPA, a group of North Carolina newspaper representatives will visit the Laboratories of Eli Lilly & Company in June. Purpose of the visit is to familiarize members of the press with what goes into the manufacture of modern day drugs, from research to the finished product.

Pharmacists and pharmaceutical organizations are sponsoring local members of the press, who will make the trip by chartered flight (Piedmont Airlines) from the Smith Reynolds Airport, Winston-Salem.

Some of the papers to be represented are the *Goldsboro News Argus*, the *Washington Daily News*, the *Gastonia Gazette*, the *Fayetteville Observer*, the *Salisbury Evening Post*, the *Lumberton Robesonian*, *Lexington Dispatch*, *Raeford News-Journal*, *Whiteville News Reporter*, *Shelby Daily Star*, *Statesville Record-Landmark*, *Northampton County Times-News*, *Gates County Index*, *Bertie Ledger Advance* and *Hertford County Herald*.

Some additional space remains on the

charter plane. If you desire your paper represented on this visit to one of the world's largest pharmaceutical manufacturing concerns, call the NCPA, Chapel Hill.

To Tour Upjohn Company

A special treat is in store for a group of pharmacists, pharmacy owners and their wives on August 5-7, when they will tour the research and manufacturing facilities of The Upjohn Company, Kalamazoo, Michigan.

The 3-day tour will originate and conclude at the Smith Reynolds Airport, Winston-Salem. The party will travel to Kalamazoo by charter plane on Sunday afternoon, August 5; will be guests of Upjohn until Tuesday afternoon, August 7, when the plane returns to Winston-Salem.

For reservations, call the NCPA, Chapel Hill.

New Pharmaceuticals Drop 30% in 1961

Introduction of new pharmaceuticals dropped 30% in 1961 as just 506 new products were marketed compared with the record-breaking 718 new items in 1960.



crowd pleasers a la Lance!



More people prefer and buy tasty Lance snacks than any other brand. And no wonder...

They're always fresh and there's a wide variety to choose from.

Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina



Friday the 13th was a lucky day for the G. Brooks, Jr. of Siler City . . . it was the 13th date for their fourth child, Lisa, weighing in at 9 lb. 1 oz. . . . Karen Lynn James, born Friday, April 27th, is the second child for Pharmacy Student William C. Thames and Mrs. Thames. Karen weighed 5 lb. 11 oz.

Marriages

Miss Alice Virginia Hogue, pharmacist at Milling Springs Drug Company, and Broadus Earl Harris, were married April 15th at Milling Springs.

April 29th was the wedding date of Sarah Ann Butts and John Marshall Sasser. Mr. Sasser is pharmacist at Creech's Pharmacy, Smithfield.

Deaths

W. B. ENNETT

William Borden Emmett, 35, Swansboro pharmacist, was fatally wounded on April 15th when the hook of a hanger in some clothes was loading in his ear tripped the trigger of a shotgun lying on the car seat.

A graduate of the UNC School of Pharmacy (1955), Mr. Emmett had been employed at various pharmacies in recent years, mainly at Ahoskie and Jacksonville. Prior to employment with a Havelock pharmacy, where he was working at the time of his death, he managed Whiteley's Pharmacy of Morgan City until the pharmacy was sold.

Surviving are his wife, Mrs. Rose H. Emmett; a son and a daughter. Burial was at the family cemetery near Swansboro.

L. I. GRANTHAM

Lewis Irving Grantham, 78, retired pharmacist of St. Pauls, died April 26 following a long period of declining health.

Mr. Grantham was a native of Smithfield. He attended Campbell College and Page's School of Pharmacy. For many years, Mr. Grantham operated the Grantham Drug Company of St. Pauls. He was a charter member of the St. Pauls Rotary Club and an elder of the Presbyterian Church.

Survivors include his wife and two daughters.

Parke, Davis & Company Names Robert M. Styles Field Manager

Robert M. Styles recently was named a field manager in Parke, Davis & Company's Atlanta, Georgia Branch, according to N. L. Yarbrough, manager of U. S. sales operations.

In his new position, Styles will be headquartered in Charlotte, N. C., where he will supervise the firm's pharmaceutical representatives in North Carolina.

A navy veteran, Styles joined Parke-Davis 10 years ago in Atlanta, after receiving a Bachelor of Science degree from the University of Georgia, and working in retail pharmacy. He is a native of Douglasville, Georgia.

He resides with his wife and three children at 1026 Montford Drive, Charlotte.

Parke-Davis' Atlanta Branch serves North Carolina, South Carolina, most of Alabama, Florida, and Georgia, and a part of Tennessee. G. F. Johnson is manager of the Atlanta Branch.

STROTHER DRUG COMPANY

of Richmond, Inc.
3700 Saunders Avenue
POWERS-TAYLOR DRUG CO.
Richmond, Va.

WHOLESALE DRUGGISTS

Full Line
Full Service

Member of
Druggists Service Co.
National Wholesale
Druggists Association

For Best Service Call Us
Collect
353-2771

After Hours Call
353-2777

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

BALANCES—Prescription balances repaired. Contact Phipps & Bird, Inc., P. O. Box 2V, Richmond 5, Virginia. Telephone MI 4-5401.

FOR SALE—Remington's Practice of Pharmacy, 12th Edition. (1961). 1,866 pages. Price \$22.50. Available from NCPA, Box 151, Chapel Hill, N. C.

FOR SALE—Small drug store, stock of drugs, fixtures and fountain (comparatively new); an excellent opportunity for a young licensed pharmacist to own his pharmacy in a fast-growing town. Price and terms can be arranged. Lease available at a reasonable price, or can be rented by the month. This pharmacy has always been a profitable operation. Reason for sale: Owner will soon be 80 years of age. JHSS-5, c/o Carolina Journal of Pharmacy, Box 151, Chapel Hill, N. C.

Asheville—A \$200,000 building permit for a 250 by 120 foot concrete block warehouse and office building has been issued to the Dr. T. C. Smith Company.

Wallace—Fred Hawkins, SKF medical service representative, with headquarters in Chapel Hill, was guest speaker at a recent meeting of the Wallace Lions Club. The speaker was introduced by Dr. Deane Hundley.

Sylva—Formal opening of the new Eastgate Pharmacy was observed on April 20. The pharmacy, located adjacent to the

Doctors Building on the Waynesville Highway, is operated by Pharmacist Leo Cowan.

Concord—Rudy Hardy of Cabarrus Memorial Hospital Pharmacy was guest speaker at the May 6 evening service of the Royal Oak Methodist Church.

Clinton—Eugene Graves, a former employee of a Dunn drug store, has been sentenced to a 6-month jail term for unlawfully obtaining drugs from the Newton Grove Drug Company and for attempting to do so at the Hospital Pharmacy of Clinton.

Benson—Franklin E. Wells, formerly manager of Kerr Drugs located in the Ridgewood Shopping Center of Raleigh, has joined J. C. Warren in the operation of Warren Drug Company. The pharmacy has been incorporated with Wells as a part owner.

Rockingham—An unusual plant with 15-foot runners gracing the walls of the Fox Drug Company was the subject of a news story in the Richmond County Journal, May 2 issue. It has been suggested the plant is getting some extra special drug store vitamins with its plant food.

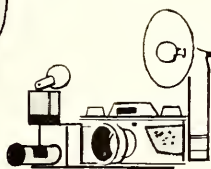
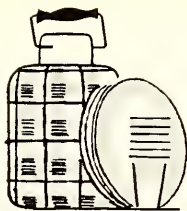
Mebane—The Carolina Rexall Drug Store owned and operated by James S. White, has placed first in sales and service of 179 Rexall drug stores of North Carolina. The Dunn Pharmacy of Dunn ranked 10th in sales.

Hendersonville—Justus Pharmacy is acting as a collection point for empty cigarette packages manufactured by Liggett and Myers. The company will "buy" the empty packages at a penny each with the funds going to the Western Carolina College for scholarships.

Morehead City—Douglas J. Odom, sales representative for the past 22 years for Powers-Taylor and Strother Drug, is a candidate for office of justice of the peace, Morehead township.

Durham—Warren C. Sharpe has been named manager of Walgreens Drug Store. He succeeds Edward R. Barlow, who has transferred to the Raleigh unit of Walgreens.

Fayetteville—The pharmacy permit of K & F Drug Store has been reinstated by the State Board of Pharmacy. T. L. Brodie continues in charge of the pharmacy department.



Get your share of the Vacation Market

FIRST AID & HEALTH...SWIMMING ACCESSORIES...
HAIR NEEDS...PICNIC & BEACH SUPPLIES...
CAMERAS, FLASH BULBS & FILMS...BABY NEEDS...
SUN TAN PREPARATIONS...TOILETRIES
& COSMETICS...SUN GLASSES



**check your stocks of these product categories
and ask our salesman**

To help you **O**WENS, *obtain* **M**INOR & *ore* **B**ODEKER *business & profits*

1010 Herring Avenue, Wilson, North Carolina



yesterday's knowledge . . . today's result

The so-called modern home conveniences that we have come to accept as everyday necessities are the result of engineering progress. Likewise, in the field of pharmaceuticals economical present-day therapeutic agents are the result of many years of scientific research, clinical study, and mass-production facilities. V-Cillin K® (penicillin V potassium, Lilly) one example of this achievement, is a tremendous improvement over the initial form of penicillin which was discovered over twenty years ago.

For quick, competent service, send your orders for V-Cillin K and other high-quality Lilly products to us.

WE ARE A *Lilly* DISTRIBUTOR

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

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O'HANLON-WATSON DRUG COMPANY
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KING DRUG COMPANY
FLORENCE, S. C.

PEABODY DRUG COMPANY
DURHAM, N. C.



**YOUR PHARMACIST
— A QUALIFIED ADVISOR**

**NW
NDA**

The Carolina **JOURNAL OF PHARMACY**

Volume XLIII

JUNE, 1962

Number 6



Summer calls
for **SURFADIL**®

(cyclomethycaine and methapyrilene, Lilly)

When your customers are plagued with summertime skin problems, you can turn their frowns to smiles with Lotion Surfadil.

Surfadil is an effective, rapid-acting combination of a soothing anesthetic and a potent antihistamine plus a protective ad-

sorbent. It stops minor pain and itching almost instantly and helps *prevent* further sunburn with its special sunscreen ingredient, titanium dioxide.

Suggest Surfadil to your customers—you build friendships as well as sales.

Available in 75-cc. spillproof plastic containers in appealing counter-display cartons of ten bottles.

Put Surfadil (Lotion No. M-64) on your want list now.



Eli Lilly and Company • Indianapolis 6, Indiana, U.S.

LOOK WHAT'S COMING !!!

MARK YOUR CALENDAR NOW!

THREE BIG DAYS
SUNDAY, MONDAY, TUESDAY
AUGUST 12th, 13th, 14th
HOURS 2:00 P.M. TO 9:00 P.M.

THE SIXTH ANNUAL JUSTICE HOLIDAY GIFT SHOW
IN THE SHOWROOM AT JUSTICE DRUG COMPANY.

DINNER EACH DAY 6:00 P.M. TO 7:00 P.M.

This will be your opportunity to shop and prepare for your Holiday trade. Let your Justice representative know which day you prefer to visit the Show. We shall be looking for you.

AIR-CONDITIONED
FREE PARKING
DOOR PRIZES
GRAND PRIZES



*It Is Good Business for You to Support Your Full-Line,
Full-Service Wholesaler in Every Way You Can!*

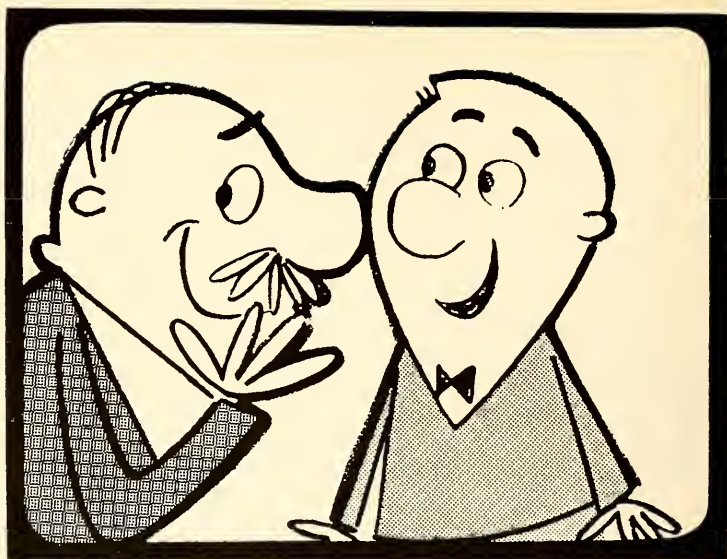
Member NWDA Wholesaler

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JUSTICE DRUG COMPANY

Greensboro, N. C.

64 Years of Service to North Carolina Retail Druggists



Boss: Don't look now but I think we are being followed.

Charlie: "BC" has what it takes to make it a leader.

America's Fastest-Selling Headache Powder

... and "BC" Tablets in the new red, white and blue bottles and cartons are gaining new customers every day



B. C. REMEDY CO. DURHAM, NORTH CAROLINA

Made and sold in North Carolina for over 50 years

The House of Friendly Service



Scott Drug Company

Service Wholesalers Since 1891

ANNOUNCING IOQUIN[®]

Diodohydroxyquin,
Abbott

SUSPENSION



A new medical preparation for the treatment of dandruff—afforded 95% control of dry or oily dandruff symptoms in 714 cases studied

What is Ioquin? Ioquin is a non-toxic suspension of 10% w/v diiodohydroxyquin (U.S.P.) in an aqueous base pleasantly scented with lavender. It washes hair clean, as it effectively controls dandruff.

How Effective is Ioquin? In clinical trials, Ioquin produced satisfactory control in more than 95% of 714 patients studied. The patients were about evenly divided between men and women, and patients ranged in age from two months to eighty years.

How Safe is Ioquin? The investigators found Ioquin to be extremely well tolerated . . . even by patients treated regularly over a period of several months. However, some patients may be sensitive to the ingredients in Ioquin. And patients with known iodine sensitivity should use Ioquin with caution.

How do you use Ioquin? Treatment with Ioquin is a simple wash and rinse procedure. Most cases of simple dandruff can be brought

under control in two to three weeks and kept under control with weekly applications (some cases are controlled with even less frequent applications).

What are the Indications? Ioquin is indicated for the treatment of mild or severe seborrheic dermatitis . . . *and is equally effective for dry or oily types of seborrhea.*

How is Ioquin Supplied? Ioquin is supplied in 115-ml. (4 fl.oz.) green plastic squeeze bottles. Handy for the shower. List No. 6907.

In Summary . . . Ioquin is an effective new preparation for the treatment of common dandruff, including difficult and long-standing cases. It has been shown to be safe and effective in clinical trials. It is a professional product in every sense of the word. It will be detailed to physicians and sold through the drug trade only. For complete details, see your Abbott man, or drop us a line . . . we'll be happy to send you the literature. 205239



The Carolina

JOURNAL OF PHARMACY

June, 1962

VOL. XLIII

No. 6

★

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PHARMACEUTICAL
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ADVERTISING RX LEGEND DRUGS TO THE PUBLIC

In the absence of an effective statute or administrative regulation in North Carolina prohibiting the advertising of prescription drugs to the public, the Judicial Council of the NCPA has listed this practice as being a violation of the Association's Code of Ethics.

A recent hearing by one of the District Judicial Councils directed attention to this practice. While most pharmacists readily recognize the necessity for control over the legend drugs, some commercial interests with investments in Pharmacy do not readily understand why such drugs should not be pushed through public promotion nor do they understand why such aggressive merchandising be considered a violation of any code of ethics.

The A.Ph.A. has just released a special communication in this area. Commenting on the exploitation of prescription legend drugs to the public, the A.Ph.A. says this practice leads to increased risk of misuse of the drugs by laity. "Stimulated demand for any dangerous drug markedly increases the risks of misuse and consequent harm. Furthermore, improper supervision increases the opportunities for unsupervised, self-dosing by the public as well as opportunities for illicit traffic in such articles."

Concluding, the A.Ph.A. says "the public needs the help of reasonable but strong legislation to protect itself and to protect reputable pharmacists from dishonest, unprofessional or shortsighted commercial interest." Until such time as legislation is enacted in North Carolina, The Judicial Council of the NCPA proposes to act within the framework of the Association's code of ethics on the practice of advertising pharmaceutical preparations that are available to the public only on prescription.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Ben Collins Elected

Ben Collins has been elected president of the Greensboro Drug Club succeeding Claude Paoloni.

Other officers named at a meeting of the club held in Greensboro on May 17 are Carroll Graham, vice president; Thomas Yost, secretary; and Jack Ranzenhofer, treasurer.

Serving on the board of directors will be Dave Claytor, Stephen Forrest, Walter Hendrix, Al Mebane and Claude Paoloni.

Guest speaker was Robert Neal Watson of Sanford, a member of the State Board of Pharmacy.

200 Attend Winston-Salem Event

More than 200 persons attended the Health Fields Golf Tournament and buffet supper in Winston-Salem on May 16.

Sponsors were the Forsyth Pharmaceutical Society, Hart Labs., O'Hanlon-Watson and Justice Drug companies.

Fire Destroys Taylor Drug

One of the most destructive fires in Siler City's history destroyed the Taylor Drug Store on May 6.

In addition to the drug store, all offices on the second floor of the two-story building were lost. The building and part of contents were covered by insurance.

The prescription files were saved and taken to the Chatham Drug Company, a pharmacy owned by the same corporation which controlled the Taylor Drug Store.

Henry H. Dunlap was pharmacist-manager of Taylor's and will now serve in a similar capacity at Chatham Drug.

Up-Front Merchandise Subject of Club Program

Zack Lyon, manager of Peabody Drug Company, Durham, was guest speaker at the June 4 meeting of The Durham-Orange Drug Club. Title of his illustrated talk was "The Future Role of the Druggist in the Sale of Up-Front Merchandise."

Plans for a club-sponsored family picnic were announced by Bill Wells.

George Harris, president, presided at the meeting, which was held at Harvey's Cafeteria, Durham.



Caught from Sam Jenkins' fish pond while Sam was absent.

BUSINESS OPPORTUNITY

WANTED: Pharmacist to operate Drug Store in Knightdale, N. C. Located 10 miles east of Raleigh in thickly populated community. Building and assistance available. The town has a Medical Center with both a Medical Doctor and a Dentist. There is no other drug store in this Community.

G. L. WALL

1931 New Bern Avenue

Raleigh, N. C. Phone TE3-1706

Pharmaceutical Marketing: Today and Tomorrow

By W. J. WISHING, *Division Sales Manager, Washington Divisional Sales Office
Smith Kline & French Laboratories*

My subject is "Pharmaceutical Marketing: Today and Tomorrow," and it's a tough one. I suppose no one minds very much talking about the present, but prophesying the future—especially the future of pharmaceutical marketing—has its share of booby traps.

Josh Billings, the nineteenth century Will Rogers, summed up the matter this way: "Don't never prophesy, for if you prophesy wrong, nobody will forget it, and if you prophesy right, nobody will remember it."

The way to attack this subject, it seems to me, is to begin by looking at the trends of the past. I will try to summarize these trends first. Then the next step is to examine present developments—and I'll also try to do this. Finally, I'll attempt to project past trends into the future.

The first point that strikes me when looking at the past is the enormous increase during the past ten years in the number of prescriptions filled by pharmacists. This number has risen 74 per cent in ten years—from 400 million in 1950 to 700 million in 1960.

Between 1958 and 1960 alone, total prescription volume in dollars rose from \$1.7 billion to more than \$2 billion—an increase of more than 14 per cent.

From these two facts, it is clear that the trend in prescription writing has been definitely upward.

Another important trend is the ratio of refills to total prescriptions. Since 1948, this refill ratio has climbed from 41 per cent to within sight of the 50 per cent mark. Many people believe that this trend is one of the most significant ones in the industry. They say it is evidence of the growing importance in prescription department operations of "maintenance" drugs, which are used in chronic ailments.

The rise in the number of prescriptions filled, in the dollar volume and in refills has been accompanied by a rise in the cost of producing pharmaceuticals. And, of course, there has also been an increase in the average retail price of drugs.

Let me give you the figures. In the past ten years, the index for all medical care prices rose 44.8 per cent. The price index for all commodities and services climbed 15.4 per cent. Prices for prescriptions and other drugs rose only 13.5 per cent.

In other words, drug prices have risen less than all other commodities and services and one-third as much as all other medical care items. As a matter of fact, drug prices as reflected in the Consumer Price Index have actually declined slightly during the past year and a half.

Finally, there is one more trend that analysts of the industry say is important—the number of new prescriptions written each year. The trend in these has been

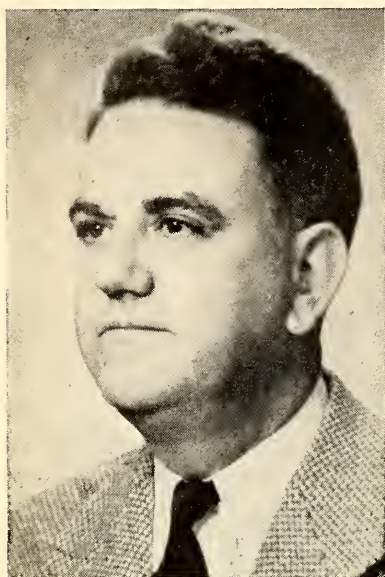
(Continued on page 11)



WILLIAM J. WISHING

A Feature Address of the 1962 NCPA Convention.

Pharmacist of the Year



THOMAS J. HAM, JR.

Thomas J. Ham, Jr. of Yanceyville, a past president of the NCPA and The Dixie Sunrisers (NARD), will be honored as "Pharmacist of the Year" at a testimonial dinner in Yanceyville on July 25.

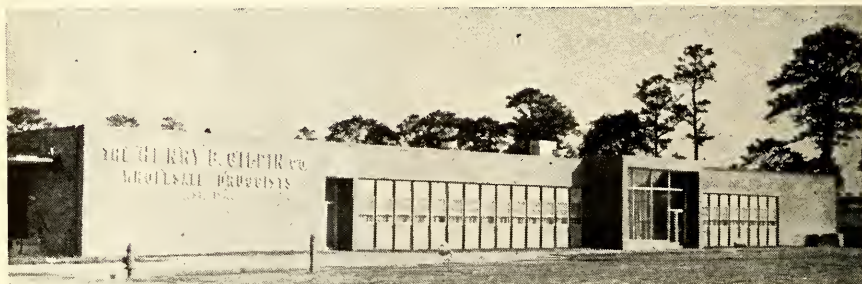
A graduate of the Medical College of Virginia (Ph.G.), Mr. Ham has been closely identified with the progress of Yanceyville and Caswell County for the past forty years. His record with the NCPA is well known; he headed a successful campaign to erect and equip the Institute of Pharmacy; now seeks a \$50,000 endowment fund for the NCPA-Institute.

Details of the forthcoming "Pharmacist of the Year" dinner have been released in *The Tar Heel Digest*.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington



Norfolk Division

**Equipped for fast,
efficient wholesale drug
service to the pharmacists of
the eastern section of North Carolina**

6435 Tidewater Drive • Norfolk, Virginia • Madison 2-6361

It's a helluva long way to Kokomo

The last wholesaler went out of business April 9.

Almost 50,000 retail drug stores now buy direct — direct from manufacturers in New York, Los Angeles, Chicago, Dallas...and Kokomo. All of a sudden time and distance are becoming important. So are other things.

Freight rates are a real problem so you buy prepaid shipments. In some cases you have to. You can't sell salt but the guy who sells you salt...WOW!

Your inventory has reached its highest peak. But still you keep losing sales. You run out of a style you can't get fast. You run out of a size you can't get fast. You run out of a color.

You become bogged down in the biggest, most confusing maze of bookkeeping you ever saw. Hundreds and hundreds of invoices.

You find yourself spending more and more time corresponding with credit managers you don't know. They want payment right on the button... before needed reorders will be shipped.

You aren't getting important and valuable

information your wholesaler's salesman used to give you. Little unimportant things that added all together are big important things. Things that keep you competitive. The list goes on—and you know it.

But something new is happening—The Magic Pipeline is gone! The manufacturer's cost of doing business is skyrocketing. Thousands of invoices! Thousands of smaller shipments! Heavier freight costs! Something had to give and it did! Your discount. The big 40% or 45% or 50% had to go and you lost everything you gained!

The facts of life remain the facts of life. You can eliminate the wholesaler, but you can't eliminate his function. "It's a helluva long way to Kokomo."

(Aren't you glad that everything here is just fantasy and that you can keep it that way.)

Let the manufacturer manufacture in Kokomo and everywhere else. Buy everything you can from the expert in your business. Buy direct from your wholesaler. The business you save may be your own!

SEA & SKI COMPANY

Reno, Nevada

William B. Randall President

Reprinted with Permission by

JUSTICE DRUG COMPANY GREENSBORO, N. C.

North Carolina Service Wholesaler

PHARMACEUTICAL MARKETING

(Continued from page 7)

steadily moving upward for many years. But—and please note this—in 1960 the number of new prescriptions written by the average U. S. physician dropped abruptly from 2,551,000 to 2,384,000—a decrease of 6.5 per cent.

This fact leads me to talk about the present.

Why did physicians write fewer new prescriptions in 1960? (The figures for 1961, by the way, aren't available yet.) An understanding of this statistic may give us some insight into problems of pharmaceutical marketing today. It may also give us an idea of what to expect in the future.

American Druggist had this to say about the drop in new prescriptions:

“While all the data turned up by *American Druggist's* 1960 prescription survey are important the figures relating to the number of prescriptions written by the average physician are particularly significant—because they measure the reaction of the physician . . . to the unprecedented attention which prescription drugs got in the news during 1960.

“Because the Kefauver hearings and the news coverage they got cast doubts on the reasonableness of prescription prices—and on the efficacy of many Rx products—the typical physician reached for his pen and his pad of Rx blanks less frequently last year than he would have if the hearings had never taken place.”

I am sure most of you are familiar with what took place during the hearings before Senator Kefauver's Antitrust and Monopoly Subcommittee. As a result of these hearings, the Kefauver-Celler Bill was proposed. This Bill has now been referred to the Subcommittee on Patents, Trademarks and Copyright for consideration of its patent provisions. It is still a threat.

There is little doubt in the minds of most of us that this proposed legislation would be detrimental to the industry. Its patent provisions certainly would take away much of the incentive for research. It is hard to believe that so obviously discriminatory a bill could get through Congress. But

even if it does not, the hearings have had serious fallout.

So far as the manufacturer is concerned, there have been changes in regulations that will increase the cost of doing business. Some of these regulations seem impractical. One of them make it necessary for the manufacturer to enclose in all commercial packages a brochure covering all the actions and reactions to be expected from a product. This same information has always been included in our promotional material to both pharmacists and physicians, whether distributed by direct mail or left by a detail man. We also distribute a product book giving complete information on our line.

The hearings have also stirred up agitation, on the part of some, to encourage doctors to prescribe generically. I believe most of us are convinced that there is a great deal of danger in prescribing potent drugs on a generic-name basis. Each manufacturer's product may work somewhat differently from another so far as absorption and efficacy are concerned even though both may meet United States Pharmacopeia standards. Extensive studies have repeatedly shown this to be a fact.

American Druggist points out that publicity from the hearings may have affected retail pharmacists in another way:

Only the fact that the total number of doctors in private practice increased last year—and the fact that the number of refills also increased—kept retail pharmacy from showing an overall loss in the total number of Rx's filled. As it was, the profession eked out only a 1 per cent gain over 1959, compared with a 7.9 per cent rise for 1959 over 1958.

So far I have mentioned only a few current developments. There are others. E. B. Weiss, Vice President of Doyle Dane Bernbach Advertising Agency, mentioned some of these in a talk before the American Pharmaceutical Association Convention last year. Mr. Weiss is a specialist on Pharmaceutical Advertising.

Here is a condensed version of his list:

1. Labor union drug stores
2. Mail-order drug sales

(Continued on page 13)

PHARMACEUTICAL MARKETING

(Continued from Page 11)

3. Competition of the hospital clinic pharmacy.
4. Food chains buying up drug chains.
5. Discount chains putting in drug departments.
6. New chains of low margin drug outlets.
7. Group medical centers, with pharmacy services.
8. In-home drug selling.
9. Sales of over-the-counter products by general retailers.

Mr. Weiss remarks: "Not all are low-margin competitors. But most are low-margin, or do a mighty convincing job of persuading the public that they are low-margin. All of them in total pose new competition for the traditional drug outlet on a scale such as you never have had to contend with before."

It's pretty clear, I think, that changes are taking place in the world of pharmacy. There is one other tendency that I have not so far mentioned—severe price competition.

One of the most significant facts about prescription prices in 1960 is that for the second year in a row the average price was lower in chain drug stores than in independents.

In 1959, the chain average was 1 cent below the independent; in 1960, it was 3 cents below.

For many years in the past, the average chain price had traditionally been a little higher than the independent average—probably because the chains tend to do considerable business with the more expensive medications for which people "shop."

American Druggist has expressed the opinion that the average price in chains is dropping because chains have decided to fight the new prescription "discounters."

The growth of the discounters has apparently caused chain drug executives to re-examine traditional prescription pricing practices. In the past, pricing has been based on identical margins applied to all medications. Such pricing, the chains are finding, gives the discounter a chance to pose as a benefactor of the public, especially when pricing the more expensive drugs.

It is also worth noting that between

1958 and 1960, the number of chain drug units increased from 3,751 to 4,044—a gain of 7.8 per cent. The number of independents dropped 1 per cent in the same period.

These are the highlights of the present. What about the future?

In January, the President of Smith Kline & French addressed financial analysts in New York. As you know, financial analysts are a pretty shrewd group. They always want to know what we think is going to happen in the future. President Munns outlined four principal problems that, in his judgment, will face the pharmaceutical industry in the years ahead. Here is what he said:

"It does not take much crystal-gazing to foresee that the road ahead has a few sharp turns. I think the drug industry can expect some rough spots, which I would group under four general headings."

"First, research will become more complex. Second, the cost of doing business will rise. Third, marketing will become more exacting. Fourth—but far from least—government regulations will become more burdensome."

Now, your first reaction may be that these are headaches of the pharmaceutical manufacturer alone, and that they have only marginal relevance for the wholesaler and the retailer. But I doubt if that is the case.

Let's think about these trends for a moment.

If research becomes more complex—and if the government continues to make it difficult to get new products on the market—the result will obviously be fewer new products. Fewer new products probably means fewer new prescriptions and more emphasis on refills. This problem could well lead to a slowdown in the upward trend of prescription writing.

But on the positive side, we can expect a growing demand for useful medicines stimulated in part by a rising standard of living.

The national birthrate remained level in 1960 instead of going up as expected. We can't count on the so-called population explosion to help prescription drug sales very much. Most of this explosion is taking place in other parts of the world. It is true,

(Continued on page 15)



ONLY A FEW DAYS BETWEEN SODAS

You see it happening to youngsters time after time—one day ill with fever, sore throat, chest pains... a short time later back at your store working on ice cream sodas. And almost always it is an antibiotic that turns the trick—Terramycin Syrup, for example.

For you, of course, these triumphs of modern drug therapy are nothing new. You know that the rapid recovery of these children, with less worry and economic strain for parents, follows a pattern that has become almost commonplace with the availability of modern antibiotics. You can remember when recovery itself was more uncertain, convalescence more extended, cost and care more burdensome. Do all of your customers appreciate the significance of these advances?

Terramycin[®] OXYTETRACYCLINE WITH GLUCOSAMINE | FULL PRODUCT INFORMATION ABOUT THE VARIOUS DOSAGE FORMS OF TERRAMYCIN IS AVAILABLE IN BLUE BOOK, RED BOOK, IN THE PRODUCT BROCHURES ENCLOSED IN PACKAGES, AND FROM YOUR PFIZER REPRESENTATIVE.

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PHARMACEUTICAL MARKETING

(Continued from page 13)

however, that people are living longer and the total population is increasing.

Despite the complexity of future research, the technical know-how of the American drug industry will, I believe, be quite able to cope with it. There is really no reason, therefore, why the achievements of the past should not be matched by equally remarkable discoveries in the future.

Just consider one big possibility—new dosage forms. One of the problems now with dosage forms is to find a way of getting drugs through the barrier of the gastrointestinal mucosa. Many drugs must be taken by injection today because they are either not readily absorbed in the intestinal tract or else because the body's chemicals break down or change the substance before it can act.

New dosage forms may be evolved to solve these problems. If they are, we may expect to see a whole new armamentarium of products, many of them new forms of drugs now on the market.

I don't feel, therefore, that we need to be unduly pessimistic about the possibility of new products. I merely want to underline the fact that they are going to be harder to find.

Rising costs, the second problem President Munns mentioned, are obviously going to affect all of us. The manufacturer will have to tighten up his operation in every way to keep costs level. He will probably resort increasingly to automation, because labor costs are a large part of the cost burden.

At the retail level, pharmacies will also need to cut costs. Larger operations are probably in a better position to keep costs down than are independents. Some people feel there are too many retail pharmacies in this country, and they may be right. Personally, I doubt whether there will be fewer stores; but I am certain there will be fewer of the small, marginal operations that fill less than ten, or even less than twenty, prescriptions a day. I see a trend toward larger prescription departments rather than toward smaller ones.

The profit squeeze is going to have other effects on retail pharmacies. Total retail

drug store sales have failed to keep pace with general business increases, and I think we all know why. The shelves of any supermarket give the answer.

A few drug stores located in areas of heavy traffic have successfully met the competition of the supermarkets by expanding their stocks of general merchandise, by self-service and by aggressive promotion. But expansion of this kind does not seem to be the answer to the average retail pharmacist's problem.

A better answer might be specialization and greater concentration on the professional aspects of pharmacy, not only in the prescription department, but also in non-prescription health needs, such as sick-room supplies and surgical appliances. Some stores will also have large physician supply departments.

But this fuller line operation requires good volume to carry the inventories necessary for proper service. The outlook is not rosy for the store with small volume. The trend will probably be towards more emphasis on professional pharmacy and less on the merchandising of sundries.

It is clear that as competition for the consumer dollar increases, marketing will also become more competitive. An example of what the chains are now doing to combat the discounters is an announced new policy of Walgreen. The plan will be varied to fit local conditions, but in general prescriptions with ingredient costs under a certain level, are priced to produce a specified gross margin. Prescriptions with ingredient costs above that level are priced at cost plus flat fee.

It is not unlikely, then, that one of the trends of the future will be changes in methods of pricing.

Finally, there is the question of government regulation. We have some fairly good ideas of how it will affect the manufacturer. But, what will intensified government controls over the pharmaceutical industry do to the wholesaler and retailer?

Perhaps the most noticeable effect of the Kefauver hearings was the attention they focused on generic drugs.

Generic prescribing has been urged at different times for different reasons. Some

(Continued on page 17)

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Sealtest Ice Cream—in dishes, cones and cartons—brings customers in, sells the ones that came for other products, and makes your cash register ring.

Well-known quality keeps Sealtest preferred. National and local advertising keeps Sealtest pre-sold. And regular special flavors help keep Sealtest predominant.

So, stock up with Sealtest Ice Cream. Display the Sealtest sign of quality. Then, count up your extra Sealtest profits!

* * * * *

And be sure to Feature this Special Flavor
BERRY PATCH

for your Fountain and Take-Home Customers!



PHARMACEUTICAL MARKETING

(Continued from page 15)

retail pharmacists have favored it because it appeared on the surface to simplify their inventory problems with so-called duplicate products.

I realize that so-called duplicate products can be a problem to the retail pharmacist, but there is a tendency to magnify the importance of this problem—a tendency to overemphasize the relatively few cases of real duplication. If the typical pharmacy removed from its inventory all of the true duplicates (and I don't mean merely similar products or products with similar therapeutic actions), I doubt whether this would result in any substantial decrease in investment or any significant increase in turnover.

From a therapeutic point of view, there is no doubt that generic equivalents are not really equivalent in all cases. Good proof of this fact comes from a recent experience in Los Angeles.

On January 18, 1962, the *New England Journal of Medicine* published a study explaining why the Los Angeles County Hospital System had gone back to buying thyroid from a brand-name supplier.

"A thyroid preparation supplied as a nonbrand name was shown to be ineffective clinically," the study reported. Physicians wondered why, since the generic product was labeled as meeting U.S.P. standards. And a chemical assay showed it contained the amount of iodine required by the U.S.P. Nevertheless, symptoms of thyroid deficiency persisted in patients using it, and the patients improved when switched to a brand-name thyroid.

In this instance, a brand-name thyroid was clearly superior, even though a generic "equivalent" also met U.S.P. standards. For thyroid, U.S.P. standards required only that a preparation contain a specified amount of iodine. "Equivalents" are not necessarily equivalent simply because both meet U.S.P. requirements.

Even if they were equivalent, it is doubtful if across-the-board generic prescription writing would save the public much money. As claimed we have gone through an exercise in our company to estimate what savings might be realized if the pharmacist dis-

persed generic instead of trademark name products. Using different assumptions, we've arrived at estimates as low as 3 per cent and as high as 7½ per cent.

Far overbalancing the savings to the consumer are the risks inherent in dispensing so-called generic equivalents. We have examined collections of generic "equivalents." It is interesting how often the label reads "distributed by (blank) laboratories." Please note the difference—"distributed by," not "manufactured by." In such cases, an unknown source is obscured by a little-known distributor.

I am not suggesting that these products are always either impure or substandard. Many of them meet specifications. On the other hand, where any degree of risk is involved, we must ask ourselves whether it is worth taking.

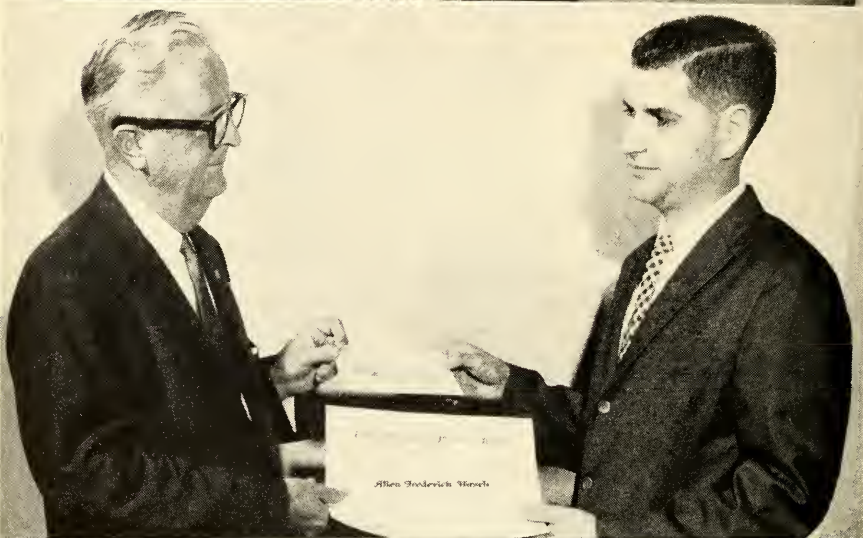
I do not want to deliver a lecture on the dangers of generic prescribing, but I feel certain that this is one of the chief matters in which government planners are interested. Even if the Kefauver-Celler Bill should die in committee it is likely that another bill will be proposed. In fact, we know now that Mr. Kennedy has recommended generic prescribing in his recent Message on Consumer Protection.

I believe the trend towards generic prescribing is real. There are certainly powerful forces trying to make it a reality. It seems to me that all of us—manufacturer, wholesaler and retailer—must stand together against any attempt to cheapen the quality of the medicine and pharmacy practiced in America today.

And so I come to the end of my prophecy. I hope you have not found my predictions too gloomy. The truth is that, in spite of our problems, I am optimistic about the future. I have every confidence—as I am sure you have—that American know-how will be able to find important new medicines for sick people. I am also confident that we have the ingenuity to find ways of solving our marketing problems.

But I must leave with you one last thought—an idea that I believe may be the clue to the future. While we await what tomorrow has to bring, we should be hard

(Concluded on page 32)



Pharmacy Awards at UNC

Top—E. A. Brecht, Dean of the School of Pharmacy, presenting the Distinguished Teaching Award to Dr. H. R. Totten, Professor of Pharmacy.

Center—George C. Eichhorn, President of the Manufacturing Division of the Vick Chemical Company, Greensboro, presenting Honorable Mention in the Lunsford Richardson Pharmacy Award national contest along with \$100 check to Allen Frederick Hirsch, graduate student majoring in pharmaceutical chemistry at the University of North Carolina.

Bottom—The following were honored by awards at the School of Pharmacy of the University of North Carolina on May 15: (first row, left to right) Dr. H. R. Totten, Distinguished Teaching Award; William Fred Harriss, Faculty Valedictorian Award and Bristol Award; Beverly Carol Thompson, The Buxton Williams Hunter Medal; Larry Kent Neal, Pharmacy Student Body Award and Outgoing Student Body President Key; Rebecca Harper Elliott and Ellen Louise Pike, Merck Awards; and Mary Lou Johnson,

Rho Chi First Year Award; second row, Allen Frederick Hirsch, Honorable Mention in Lunsford Richardson Pharmacy Award; William David Medlin, Rexall Pharmacy Administration Award; William Thurston Williams, Pharmacy Senate Award; Larry Edward Denning, M. L. Jacobs Memorial Award; Frederick Clifton Chamblee, Phi Delta Chi Outstanding Award; and Joseph David Runnion, McKesson and Robbins Gavel Award to president of the Student Branches.

Not pictured: Emil Lewis Cekada, Lehn & Fink Gold Medal Award.

Pharmacies Closed

These retail and hospital pharmacies have surrendered their pharmacy permits during 1962:

Southside Pharmacy, Charlotte
 Lincoln Cut Rate Drugs, Lincolnton
 Wilson & Holmes, Charlotte
 Lincoln Hospital Pharmacy, Durham
 Albemarle Drug Company, Albemarle
 Olivers Drug Store, Greensboro
 Johnson Drug Company, Murfreesboro
 Knightdale Pharmacy, Knightdale

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Chapel Hill, North Carolina



A daughter, Shannon Suzanne, to Mr. and Mrs. Edward Smith, April 27th. Mrs. Smith will be remembered as Sue Ballantine. Both parents are UNC School of Pharmacy graduates, and Mr. Smith is now in graduate school at Tuscaloosa, Alabama.

To Mr. and Mrs. Charles Glenn Barger, a son, Charles Glenn, Jr., born April 28th. Mr. Barger is with Kerr Rexall Stores of Durham.

A daughter, Bess Adair, to Mr. and Mrs. Seymour Holt, May 5th. The Holts are living in Jacksonville, Florida, where Mr. Holt is associated with the Eli Lilly Co.

A daughter, Linda Carol, born May 11th to Mr. and Mrs. Donald J. Deaton, now of Martinsville, Virginia. The Deatons have one other child, a son.

A daughter, Jo Lynn, born May 20th to Mr. and Mrs. Gordon O'Briant of Durham, weighing 6 lb. 3 oz. Mr. O'Briant is with Kerr Rexall, Lakewood Shopping Center, Durham.

Engagements

The May 20th edition of the Raleigh *News and Observer* announced the engagement of Miss Linda Ann Cromley, daughter of Mr. and Mrs. Robert I. Cromley of Raleigh, to Hamilton E. Hicks, Jr., son of Mr. and Mrs. Hicks of Wilmington. A July wedding is planned.

Deaths

L. J. LEA

Lumartin J. Lea, 77, of Laurinburg, died May 13 at the Scotland Memorial Hospital.

From 1935 to his retirement in the spring of 1959, Mr. Lea was associated with the Scotland Drug Company of Laurinburg. At one time (1927) he operated the Lea Drug Company of Burlington.

J. H. BIGHAM

J. H. Bigham, associated with Eckerd

drug stores of Charlotte for the past 12 years, died May 12.

MYRA KINLAW

Miss Myra Kinlaw, a senior pharmacy student at the University of North Carolina School of Pharmacy, was killed May 19 in an automobile accident near Chapel Hill.

Miss Kinlaw was the daughter of Mr. and Mrs. Mark Kinlaw of Lumberton.

The driver of the car, C. B. Siedler, III of Washington, D. C., also was killed in the accident. A third University student, Lawrence Malouey of Long Island, New York suffered severe cuts and a broken arm when thrown 162 feet from the auto.

The accident occurred near Chapel Hill's new Eastgate Shopping Center. The auto in which the students were riding hurtled out of control about 430 feet along the highway shoulder until it slammed into a bridge support. The engine was found about 100 feet from the wreckage.



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"From Beer Bottles to Perfume Bottles for the Liquids"

By MRS. SARAH UPCHURCH BROWNING

Pharmacy Dept., N. C. Memorial Hospital, Chapel Hill

My husband, Bob, and I spent the past summer working in a mission hospital in Nigeria, West Africa. Our trip was made possible by a Smith Kline and French Foreign Fellowship for Medical Students which is carried out thru the Association of American Medical Colleges. (Bob is a fourth year medical student at the University of North Carolina.) These Fellowships provide for the wife to go with the husband and work if she is in a related medical profession. While we were in Nigeria, we were under the sponsorship of the Baptist Mission Board at the Baptist Hospital in Ogbomosho.

Nigeria is a Federation made up of three regions—the Northern (the largest), the Eastern, and the Western. Until October 1, 1960, Nigeria was a British Protectorate. On that date it became an independent nation of thirty-five million people with an area about one-third larger than Texas. The

structure of the government is patterned after the British Parliamentary System. Lagos, the capitol or federal district, is an island surrounded by a lagoon. The calm of the lagoon is created by a breakwater built by the British. This makes it the best closed port north of South Africa on the west coast.

There are four main tribes: the Ebo, Fulani, Yoruba, and Hausa. There are some 250 other smaller tribes and ten principal languages with scores of lesser dialects. The British began early to prepare these people for independence. They ruled that no white man could own land. Most Europeans are associated with a native of the country. Partly as a result of this and other wise policies of the British, the white man is made to feel very much at home. The people are very friendly and always speak a cheerful welcome. The government

(Continued on page 37)



Curious Children following Mrs. Browning in "Bush" Village

The most widely accepted pediatric vitamins are now available with 10 mg. prophylactic iron

TRI-VI-SOL[®]

VITAMIN DROPS WITH IRON

DECA-VI-SOL[®]

CHEWABLE VITAMINS WITH IRON

These two new formulations—one for infants, one for older children—are distinctive additions to the line of Vi-Sol[®] vitamins, which now provides a choice of Tri-Vi-Sol vitamin drops with and without iron and Deca-Vi-Sol chewable vitamins with and without iron. To help prevent iron deficiency anemia, "...the most common deficiency disease of infancy and childhood,"* both Tri-Vi-Sol vitamin drops with Iron and Deca-Vi-Sol chewable vitamins with Iron supply infants and children with the iron they need at the ages they need it.

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|---|---------------------|-----------|--------------|
| TRI-VI-SOL [®] vitamin drops with Iron | bottles, 30 cc. | \$1.60 | \$2.39 |
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Order these important new additions to your pediatric line from your wholesaler today.

**Mead Johnson & Company minimum resale prices established by retailer contracts under state Fair Trade Laws. In states not having Fair Trade Laws, these are suggested prices.

Note: Store Tri-Vi-Sol vitamin drops with Iron under refrigeration.

*Jacobs, I.: GP 21:93-97 (Jan.) 1960.

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Hicks Honored at Testimonial Dinner

By DON WHITLEY of The Goldsboro News-Argus

John E. F. Hicks, A Goldsboro pharmacist referred to by many as "Dr. Hicks," was honored as one of Wayne County's most outstanding citizens on May 8.

Tribute was given Hicks at a testimonial dinner at Goldsboro Country Club, under sponsorship of Wayne County Pharmaceutical Society.

Those attending the dinner praised Hicks as a great leader and a man who has contributed much to his fellowman and to society.

Included in tributes was a telegram from Gov. Terry Sanford and letters of recognition from noted personalities throughout North Carolina and other states.

Principal speaker was Dr. Coy W. Waller, vice president of pharmaceutical research at Mead Johnson and Company, Evansville, Indiana. Dr. Waller is a native of Smith Chapel in Wayne County. He was given his first job in a drug store on Walnut Street, Goldsboro. Hicks owned and operated the drug store.

"He always had three very strong objectives—getting a strong background, making sure students put their knowledge to work and always rendering service to the public," Dr. Waller said.

The former Wayne resident said Hicks helped to cultivate professional people about him and was never embarrassed to call on them for help.

Dr. Waller encouraged pharmacists to follow the example set by Hicks in setting goals high and dedicating services to the betterment of patients.

Goldsboro News-Argus Editor, Henry Belk described Hicks as a man of mixed emotions. "Few people have the varied interests that he has. Next to pharmacy would come the Episcopal Church of which he is a member," Belk said.

The editor continued that Hicks has many talents and a great love for music. He is a charter member of the Goldsboro Masonic Lodge, having served as Master and Secretary. "This is a deserving tribute to a splendid citizen that means much to phar-

macy and Goldsboro," Belk said.

Also on the speakers slate was E. I. Pilkington, past president of Wayne County Pharmaceutical Society. Pilkington was one of about 10 students in the first class of pharmacy taught by Hicks. The class was held in Hicks' drug store on Walnut Street.

Pilkington pointed out that the testimonial dinner afforded an opportunity for "Hicks' boys" to publicly express their feelings with regards to a wonderful man.

"Some of his boys (students) were me of the depression years that would not have benefited to higher education if it had not been for Hicks," Pilkington said.

The former student said further that "some men are able to serve mankind with a feeling of dedication and a sense of responsibility. They serve with inspiration first from God and second from man. Such a man is John E. F. Hicks," he said.

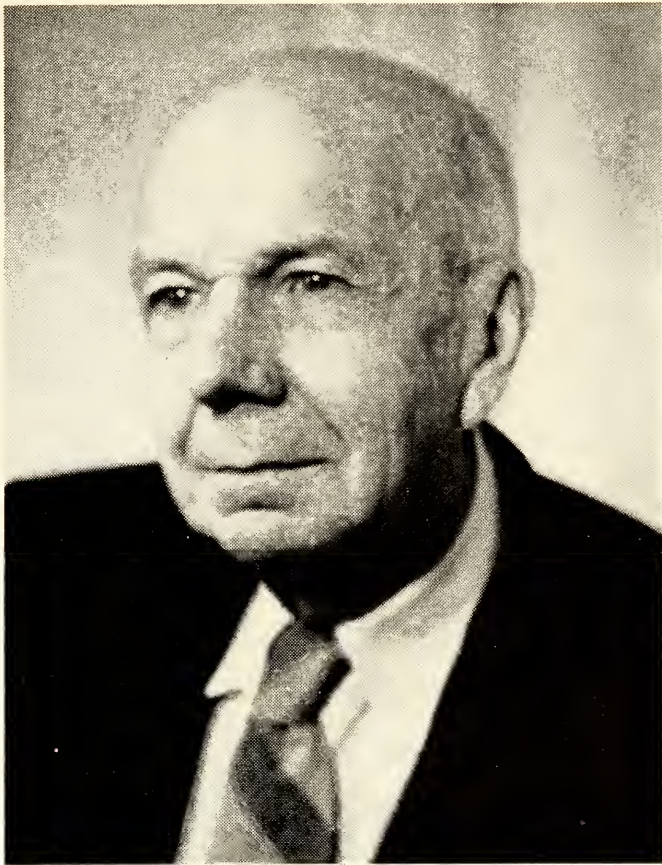
W. J. Smith, executive secretary of the North Carolina Pharmaceutical Association said Hicks represents an era between the old and the new. He is a man that knew and used home remedies and witnessed the advent of modern drugs of today. He is the only pharmacist in the State, still in active practice, who was a student of the late Professor Joseph Remington, the author of Remington's Practice of Pharmacy. Mr. Hicks is a graduate of the Philadelphia College of Pharmacy & Science, Class of 1909.

The State Pharmaceutical official announced the establishment of the "John E. F. Hicks Pharmacy Student Loan Fund" and assured that a loan will be made to student of pharmacy at the School of Pharmacy, Chapel Hill within 10 days.

Smith also presented a double pen set with a symbol of pharmacy to Hicks.

Dr. G. C. Dale said there were four great horsemen that had touched his heart and his career. He named them as Dr. William F. Smith, Dr. Donald Cobb, Dr. Henry B. Ives—the last name was John E. F. Hicks.

(Continued on page 27)



John E. F. Hicks: Goldsboro Pharmacist, Graduate of The Philadelphia College of Pharmacy & Science, Class of 1909, and President of the Wayne County Pharmaceutical Society.

SMITH WHOLESALE DRUG CO.
SPARTANBURG, S. C.

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Stanback Co., Ltd., Salisbury, N. C.

GREATER VOLUME
for you
MORE PROFIT
per sale
MORE ECONOMY
for your customer

HICKS HONORED

(Continued from page 24)

Dr. Dale pointed out that Hicks had descended from the noble, pioneer family of William Whitfield. He was a descendant, but he built his own environment. "He is a gentleman and a teacher of men," Dr. Dale said.

In responding to the tributes, Hicks said he was overwhelmed by the magnificent honors, but stated that any tribute to him should be shared with "His boys." He encouraged young pharmacists to keep abreast with research and new findings in drugs. "New products are developed every day that need to be studied and kept up with," he said.

Hicks is a native of Faison, Duplin County. He moved to Goldsboro as a child. After graduating from high school, he attended the School of Pharmacy, Chapel Hill, for one year. He entered service and served in the Navy Hospital Corps.

Hicks opened a drug store in Goldsboro in 1912. He began his first class with 10 students in 1935.

Special guests at last night's meeting were Mrs. John T. Stevenson, president of the Woman's Auxiliary of the N. C. Pharmaceutical Association; John T. Stevenson, president of the N. C. Pharmaceutical Association; Dr. Melvin Chambers, assistant dean at the School of Pharmacy, Chapel Hill. Dr. Jack K. Wier, member of the School of Pharmacy, University of North Carolina; and Dr. Jack K. Wier, a member of the faculty of the UNC School of Pharmacy and H. C. McAllister, secretary-treasurer of the N. C. Board of Pharmacy.

Tom Robinson, Goldsboro pharmacist and mayor pro tem of the town, served as toastmaster and chairman of the committee on arrangements for the testimonial dinner in honor of Mr. Hicks.

New Hotel for Chapel Hill

Plans have been announced for the erection of a 75 room "Royal Carolinian" hotel in Chapel Hill.

Of particular interest to pharmacists is that the hotel will be located near the Institute of Pharmacy, where meetings and Board

exams necessitate over-night accommodations. The near-by hotel will be a definite asset to the NCPA's program of seminars, symposiums, etc.

Initially, the hotel will have 75 rooms but later on plans call for a 50 room addition. Features include a roof-top pool, dining room, interior parking areas, elevators, an interior garden, air conditioning and wall to wall carpeting.

The \$1.5 million investment is being financed by an unidentified group of Chapel Hill residents.

**Justice Entertains
Graduating Class**

The annual dinner honoring the graduating class of the School of Pharmacy, University of North Carolina, under sponsorship of Justice Drug Company, was held at The King Cotton Hotel on May 2.

Prior to the dinner, members of the pharmacy graduating class and their wives visited the Justice Drug Company where they saw a wholesale drug operation at first hand.

Justice has sponsored similar dinners for the past fifteen years. The event is now one of the highlights of the pharmacy student's final years at Chapel Hill.

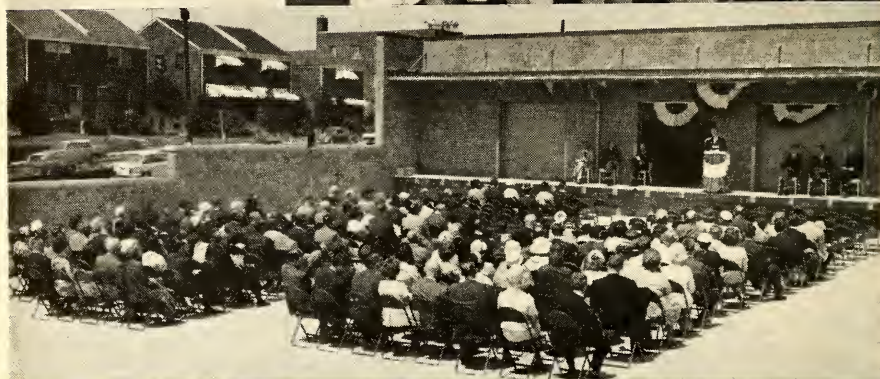
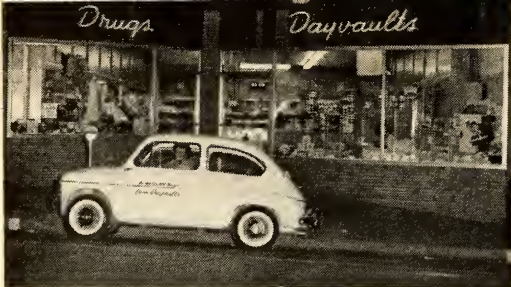
**Exhibit in Winston-Salem Pulls
75 Requests from Students
and Teachers**

More than 75 persons requested additional pharmacy career information as a result of an exhibit in Winston-Salem during a recent Career-O-Rama.

The pharmacy phase of the Career-O-Rama was under sponsorship of the Forsyth Pharmaceutical Society, with John W. Andrews in charge of exhibit arrangements.

Present at the exhibit, on a rotation basis, to answer questions and distribute literature were Ernest Rabil, Harry Wilson, James Way, Vaughn Bryson, Bill Northeott, Gilbert Hartis, Leslie Myers, Rufus Hairston, Arthur Johnson, A. C. Dollar and C. T. Dixon.

Dr. Melvin Chambers, Assistant Dean of the UNC School of Pharmacy, is handling the requests for additional information.



Carolina Camera

Top—Pictured in front of Frank Dayvault's pharmacy of Lenoir is the store's delivery car, named "The Medicine Dropper." Note the modern, open front to the pharmacy.

The pharmacy has ten employees—five men and five women. Dayvault's was established 25 years ago by Frank, who remains as owner-manager. Employee turnover is low; the pharmacy has set a record by going nine years without changing any of the women employees.

Center—Mrs. William B. Aycock, wife of the chancellor of the University of North Carolina, was guest speaker when wives of graduating students of the School of Pharmacy received special recognition during "graduation exercises" held at the Institute of Pharmacy, Sunday afternoon, May 20.

Mrs. Hunter Smith, retiring president of the Pharmacy Wives Organization, opened the program and introduced Mrs. O. O. Grabs, chairman for the day. Mrs. Grabs welcomed the guests, and introduced David Quackenbush, a junior in the School of Pharmacy, who sang the "Lord's Prayer" as an invocation. Following Mrs. Aycock's remarks, there was a report by the Pharmacy Wives Historian, Mrs. Thomas Lever III.

Diplomas awarding the "P.H.T." degree (*pushing hubby through*) to student wives were first presented to husbands, who in turn, gave them to their wives.

Following the program, a reception was held honoring the new graduates.

Seated, left to right: Mrs. Roy W. Collette, Jr., Mocksville; Mrs. William B. Aycock, Speaker; Mrs. C. M. McGee, Charlotte; Mrs. Burwell Temple, Jr., Kinston.

Middle row, left to right: Mrs. Hunter Smith, Fayetteville, retiring president; Mrs. Gary Roberson, Draper; Mrs. William D. Medlin, Durham; Mrs. George W. Davis, Jr., Fremont; Mrs. Francis E. Raper, Rocky Mount; Mrs. Hayes E. Hall, Whittier.

Back row, left to right: Mrs. William G. Thames, Hope Mills; Mrs. Harold Little, Oakboro; Mrs. James B. Davis, Oakboro; Mrs. Gary Cloninger, Dallas; Mrs. David R. Lewis, Goldsboro.

More than 500 persons attended the dedication of the new Washington Building

(910 Southern Avenue) of The Henry B. Gilpin Company on May 6. At the lectern is James E. Allen, president of the company.

At the dedication ceremony a guest speaker was Dr. William S. Apple, Executive Director of the American Pharmaceutical Association, who said:

"The Gilpin Company has achieved an honored place among the pharmaceutical wholesalers of America. This group renders a comprehensive social and economic service by serving as the link between the pharmaceutical manufacturer and the pharmacy. Because of your work, the wonders of science and medicine are immediately available through professional channels to every man, woman and child in this area."

Gold Bottle

Furman Wilson, Rexall Representative, presents gold bottle to S. C. Hall while his brother, J. P., looks on. Presentation of the gold bottle was in recognition of 83 years of service by Hall's Drug Store to the citizens of Oxford and Granville County. Hall's Drug was established in 1879 by the late J. G. Hall, father of the two brothers now operating the pharmacy.

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DOINGS

OF THE AUXILIARIES

- Charlotte—Mrs. C. H. Smith
- Greensboro—Mrs. James M. Waugh
- Gaston—Mrs. Jack Friday
- High Point—Mrs. Zollie A. Collins, Jr.

High Point

The High Point Pharmaceutical Auxiliary met for dinner Tuesday evening, May 1st at Al Boling's Steak House, for the election of new officers.

Selected to serve for the new year are Mrs. Al Bundy, President; Mrs. William Shoemaker, Vice-President; Mrs. Joe Bland, Secretary-Treasurer; Mrs. S. O. Bailey, Sunshine Chairman.

Members viewed their accomplishments for the year in a scrapbook which was passed around during the meeting.

Mrs. Cecil Branan and Mrs. Zollie Collins, Jr. were presented door prizes.

The next meeting was announced for September.

Gaston County Pharmaceutical Auxiliary

Mrs. William G. Forrest was elected president of the Gaston County Pharmaceutical Auxiliary at the monthly meeting held May 17th. Mrs. Jack Friday, the outgoing president presided and installed the new officers who are Mrs. Forrest, president; Mrs. Richard Curtis, vice-president; Mrs. Earl Williams, secretary; Mrs. Truman Hudson, treasurer; and Mrs. John O. McDonald, historian.

Announcement was made that a cash donation will be sent to Gaston County Pharmacy Scholarship fund.

The meeting was held at the home of Mrs. Forrest with Mrs. Wilbur Blanton and Mrs. Wade Carter serving as joint hostesses.

Pharmacy Wives

The Pharmacy Wives, at their May 8 meeting, held their annual election of officers, and the following were named to serve for

the new year: President, Susie Grabs; Vice-President, Evelyn Miller; Secretary, Mary Lou Kennedy; Treasurer, Grace Brown; Historian, Anne Lever; Refreshment Chairman, Joanne Keith; Hospitality chairman, Nan Alexander; Publicity chairman, Judy Quackenbush.

Plans were discussed for the Senior Tea to be held May 20th and for a picnic at the home of Mr. and Mrs. W. J. Smith on May 19th.

Charlotte

The Charlotte Woman's Druggist Auxiliary held their final meeting of the year May 8th at the Kirkwood Room. Annual reports were heard, and a convention report was given.

Mrs. A. K. Hardee, President, presided. Mrs. L. E. Barnhardt installed officers for the new year as follows: President, Mrs. Ross L. Cooper; first vice-president, Mrs. Worth Blackmon; second vice-president, Mrs. J. O. Parks; recording secretary, Mrs. T. K. Steele; corresponding secretary, Mrs. Gilbert Colina; treasurer, Mrs. Leonard House; advisor, Mrs. A. K. Hardee.



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Greensboro

The Greensboro Drug Club Auxiliary held its last meeting of the 1961-62 year at the Mayfair Cafeteria on May 22, 1962.

Mrs. Doris Collins, president, called the meeting to order. A prayer for a new year was offered by Mrs. Jean Andrews.

Mrs. Collins expressed her appreciation to all the committee chairman and those who had served with them during the year.

After the various committee reports were heard, Mrs. Jean Andrews installed the following officers for 1962-63: President; Mrs. Lon Russell, Vice-president; Mrs. M. B. McCurdy, Secretary; Mrs. D. C. Dowdy, Treasurer; Mrs. R. L. Lane, Chaplain; Mrs. D. W. Montgomery, Historian; Mrs. J. V. Farrington.

The meeting was then turned over to the new president, Louise Russell, who presented Doris Collins with an engraved Paul Revere bowl.

The door prize was won by Mrs. White. Hostesses for the day were Mrs. G. H. Steele, chairman, Mrs. O. W. McFalls, Mrs. James Waugh, and Mrs. Steve Frontis.

There being no further business the meeting was adjourned until the fall.

Howle Opens Pharmacy in Marion

Grand opening of the new Marion Pharmacy, located in Marion at 6 North Main Street, was observed in early May. Favors and prizes, including a TV set, were given away during the opening event.

The pharmacy is owned and managed by W. W. Howle, formerly employed by Evans Rexall Drug Store. Mr. Howle is a graduate of the School of Pharmacy, University of South Carolina, and for four years was a medical service representative for Eli Lilly & Company in Columbia, South Carolina.

PHARMACEUTICAL MARKETING

(Continued from page 17)

at work telling the public the value of the services we have today. The inner workings of our industry have been grossly distorted. People have been given false ideas about drugs and the manner in which they are made, priced and dispensed.

Our task for the present, as I see it is to tell our story to the public. And I think this is a task in which you must share, for every branch of pharmacy, stands to gain or lose by how clearly and forcefully we state our case.

The pattern of pharmaceutical marketing tomorrow may well depend upon how well we accomplish this task today.

FROM BEER BOTTLES

(Continued from page 39)

sonnel, especially pharmacists, and speaking from experience, I can truly say that it is a most fulfilling and rewarding experience.

While we were in Nigeria, we were fortunate enough to be able to travel over a large area of the country and see for ourselves what a vast land of contrast it is. We visited the delta region with its many streams and isolated villages accessible only by canoe; the capital region with its bustling cosmopolitan business district; and the northern region on the edge of the Sahara with its vast expanses of sand, its camel caravans and its cattle herders. It is only through wise leadership and a real desire to understand each other and to cooperate that a nation with such widely divergent interests and tribal backgrounds can stay united. This was truly a wonderful and enlightening experience for us.

When it was time to leave Nigeria many of the people came to ask if we would ever return to Nigeria to help their people's needs. Others asked if we would speak favorably of their country, in hopes that others might come. The time had passed so fast, and yet we had learned so many things about a fascinating country and its people. Our attachment was great, and it was much harder to leave than I had ever anticipated.



TOE HEEL DIGEST

Greensboro—William P. Brewer of Justice rug Company is a candidate for a director of the State College Alumni Association.

Coats—L. E. McKnight is chairman of the cats' Annual Tractor Rodeo, which is scheduled for Sept. 14-15. Prizes totaling \$400 will be given away.

Charlotte—Guest speaker at a recent meeting of the Charlotte Eastern Kiwanis Club was Roy M. Moss, local medical service representative of the A. H. Robins Company.

Greensboro—Burglars visited the Elam rug Company on the night of May 13 leaving with about \$200 of J. V. Farrington's merchandise. Entrance was gained by breaking a glass in the front door.

Waynesville—Don Leatherwood, until recently a MSR for Eli Lilly & Company in Knoxville, Tenn., has accepted a position with Smith's Drug Store.

Charlotte—A mural designed to make patients more comfortable while alone in Presbyterian Hospital's lead-shielded cobalt room is being painted by John H. Rosser, the hospital's chief pharmacist. So far the mural is composed of mountains and trees; it will take Rosser 6 to 9 months to complete working a few hours each week.

Charlotte—Robert M. Styles has been promoted to field sales manager with the Atlanta Branch of Parke Davis & Company. He will have headquarters in Charlotte and will supervise PD sales in North Carolina.

Weldon—Joe Selden, Selden's Pharmacy, was program chairman for the June 14 meeting of the Weldon Rotary Club.

Lenior—While in Las Vegas for A.Ph.A. meeting, Frank Dayvault added some extra time for a visit to California, Oregon and Washington.

Raleigh—Woodrow Price, Managing Editor of the *Raleigh News & Observer*, is also reporter for the NARD Journal.

Spring Hope—The Weaver and May Pharmacy has closed. Van Weaver, one of the owners of the pharmacy, has moved to Wilson.

Valdese—Joe E. Smith, chief pharmacist at the Valdese General Hospital, has returned to the University of Michigan, where he will continue his graduate studies. He plans to do graduate work in hospital pharmacy.

Extension Committee Meets

The NCPA Extension Division Committee met in Chapel Hill on June 6. Purpose of the meeting was to plan the committee's program for the year.

M. A. Chambers is chairman of the committee. Other members are:

Harry A. Barringer, Concord; V. L. Faircloth, Charlotte; Oliver Fleming, Smithfield; C. B. Hawkins, Bryson City; John Martin, Pinetops; Ernest Rabil, Winston-Salem; W. Moss Salley, Jr., Asheville; Gerald M. Stahl, Durham; and James E. Williams, Rockingham.

Dr. Totten Honored at UNC

Chapel Hill—The annual Awards Night program was held at the School of Pharmacy of the University of North Carolina on Tuesday, May 15. Dr. H. R. Totten, Professor of Botany, received the Distinguished Teaching Award consisting of an engraved mortar and pestle. The winner of this award was selected by the pharmacy faculty from

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the faculty of the General University for inspiring teaching to pharmacy students. Professor Totten was appointed to the Department of Botany in 1913 and taught courses in botany and pharmacognosy to pharmacy students. It is a true statement to say that Dr. Totten has taught more pharmacists in North Carolina than any other teacher.

William Fred Harris, High Point, received the Pharmacy Faculty Award consisting of a mounted mortar and pestle for the highest scholastic average for a graduating student. He also received the Bristow Award in Pharmacy, a medical dictionary for noteworthy achievement in pharmacy.

The Buxton Williams Hunter Medal in Pharmacy for scholarship and campus citizenship was presented to Beverly Carol Thompson, daughter of Professor Herman O. Thompson of the pharmacy faculty.

The Pharmacy Student Body Award was received by Larry Kent Neal of Kannapolis as being the outstanding graduating student selected by a student committee. Mr

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deal also received the Key for the Outstanding Student Body President.

Emil Lewis Cekada, Durham, received the John and Fink Gold Medal Award for noteworthy achievement. The Merck Awards in pharmacy for noteworthy achievement were presented to Mrs. Rebecca Harper Elliott of Hendersonville and Miss Ellen Louise Pike of Concord. Miss Pike also received the Cappa Epsilon Award presented by the local chapter of this national sorority for pharmacy students.

The Pharmacy Senate Award for loyalty and service was presented to William Hurston Williams, Wilson.

William David Medlin, Durham, received the Rexall Award, a mounted antique mortar and pestle reproduction, presented for excellence in pharmacy administration.

The M. L. Jacobs Memorial Award, a key presented by the Rho Chi National Honor Society, was presented to Larry Edward Denning, third-year student from Coats, for

excellence in Organic Pharmaceutical Chemistry.

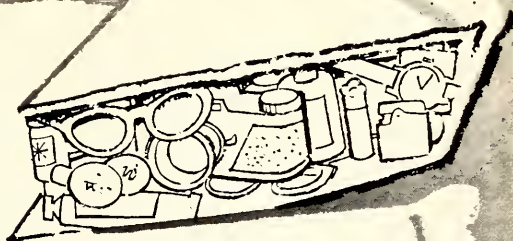
The Rho Chi First Year Award was presented to Mary Lou Johnson, Clayton, for the highest scholastic average during the prepharmacy year of study in the General College of the University.

The McKesson and Robbins Gavel Plaque was presented to David Runnion of Lenoir for serving as president of the Student Branches of the North Carolina Pharmaceutical Association and the American Pharmaceutical Association by Reuben Russell of the Charlotte division of the company.

Allen Hirsch, graduate student majoring in pharmaceutical chemistry, was presented with an honorable mention and a check to amount \$100 in the national competition for the Lunsford Richardson Pharmacy Award. The presentation was made by Mr. George C. Eichhorn, president of the manufacturing division of the Vick Chemical Company, Greensboro, N. C.

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Weldon Drug Has New Home

The Weldon Drug Company, Weldon, has moved into its new building on the corner of Washington Avenue and Fourth Street.

The pharmacy was purchased by Kell Turner on May 7, 1951 and since that time has shown a steady growth.

Historical Collection

The Sunday, May 6 issue of *The Concord Tribune* featured Pharmacist Charles Porter's historical collection, which includes old letters, coffee grinders, Edison phonograph as well as show globes, mortar & pestles and other pharmaceutical equipment with a particular appeal to pharmacists.

Geer Drug Announces Plans for New Distribution Center in Greenville

Plans for construction of an extensive new distribution center in Greenville for The Geer Drug Company, representing an investment of more than a half million dollars, were announced today by B. Owen Geer, president of the statewide wholesale drug firm which also serves parts of Georgia and North Carolina.

The 55,000 sq. ft. building will be constructed on the north side of University Ridge between Church Street Expressway and Cleveland Street, near the proposed new Bell Tower Shopping Center on the old Furman University campus and the new Citizens and Southern National Bank building. Land for the new building was purchased from Furman University.

The South Carolina firm has three divisions—Charleston, Greenville and Spartanburg with home offices in Charleston, where the company was founded by Dr. Andrew J. Geer, native of Anderson County, in 1896. The company began its Spartanburg operations in 1910 and first opened its Greenville offices in 1919.

Off Sick List

Miss Virginia Caudle and Frank Lowde have returned to their work at City Memorial Hospital, Winston-Salem, following illness. In their absence, the pharmacy was operated by Kent Huffman, Mrs. Phebe M. Kirkman with an occasional assist by Charles Dixon who is in the regular employment of Bobbitt's College Pharmacy.

FROM BEER BOTTLES

(Continued from page 22)

appears quite stable, and the leaders are sincere in pursuing progress toward a higher standard of living for the people. The greatest need of the country is the creation of an informed middle class which would provide a stabilizing influence.

The medical facilities of the country are administered by the government except for the mission hospitals. There is a real need for trained physicians in this area. There is a ratio of one physician per 60,000 people as compared with one per 750 in the United States.

Motor transportation is limited except in the few large cities, but the number of cars is increasing rapidly. Most people travel by lorry which is a large enclosed truck with benches in the back. These trucks are used to carry both passengers and freight as they jostle up and down the road with various mottos on their cabs such as: "Live and Let Live," and "Here I Come Oh Lord." Bicycles are a popular means of local travel. There are small donkeys in the North, but it is unlawful to have horses or cattle in the South because they provide a reservoir for the dreaded sleeping sickness transmitted from cattle to man by the tsetse fly.

Malnutrition is prevalent everywhere. This is caused mainly by a protein deficient diet. This protein deficiency often leads to a disease called kwashiorkor. Bob made a special study of this disease while we were there. The children are breast fed until two to four years with little or no supplementary feeding. When the breast feeding is discontinued, the child is given yam, casava (similar to Irish potato) and eko (grits) with little or no protein foods. Protein foods such as meat, eggs, beans, peas, and bananas were readily available, but the people were just not accustomed to giving them to the children. In addition to the study of kwashiorkor, Bob saw patients in the clinic and in the hospital and assisted with surgery, tuberculosis clinics, and baby clinics.

Ogbomosho, where we worked for the summer, is Nigeria's third largest town with a

population of approximately 200,000. It is nothing like a city as we think of one. There are no houses more than two stories. Most are mud dwellings with thatched or tin roofs, and there is no pure water supply or sewage disposal. Most of the people make their living farming or trading.

The Baptist hospital in Ogbomosho was begun in 1907 and rebuilt in its present site in 1959. It has 65 ward beds and 25 maternity beds; two operating rooms with an adjoining sterilizing unit; a pharmacy; a laboratory and small blood bank; emergency out-patient surgery room; X-ray unit; large waiting room chapel; and three out-patient rooms for doing dressings, weighing babies, and giving medication. There are seven missionaries on the staff—three doctors, three nurses, and a business manager. There is also a staff of about thirty native workers including midwives, registered nurses, nurses aides, laboratory technician, X-ray technician, cashier, chaplain, and record room personnel. The pediatric, men's and women's ward and operating buildings are built in a quadrangle. Each unit has about twenty ward beds and five semi-private or isolation beds. The wards are about twenty yards apart and are connected by covered walkways. A latrine is attached behind each unit. The units are required to be separate by the Ministry of Health. Some diseases most frequently seen are vulvo-vaginal fistulas, filaria, malaria, gastritis and duodenal ulcer, inguinal hernias, tuberculosis, protein deficiency in children, tetanus, snake bites, and sickle cell anemia.

About a week after we got to Ogbomosho, the nurse who was in charge of the pharmacy was called home because of illness in her family. This left me in charge of the pharmacy. Since most of the drugs were from British Drug Companies with British trade names, I was at somewhat of a disadvantage. Luckily at North Carolina Memorial Hospital where I served my apprenticeship, they operate under the generic system of nomenclature. This training was of great help to me in learning the contents of all of the unfamiliar trade names.

Working in the pharmacy with me were three Nigerian helpers—Ladoyin, Sam, and

(Continued on page 39)



Child with Kwashiorkor,
Showing Edema of Legs
and Feet, Dermatitis,
Pot-Belly and Sagging
Jaws.



Bob Browning with Patient. Interpreter in right foreground.

FROM BEER BOTTLES

(Continued from page 37)

Suberu. They know their jobs quite well and were a great help to me. The pharmacy contained a quite adequate stock with, of course, the main emphasis on antihelminthics, antimalarials, and antibiotics.

The pharmacy service consisted of three parts: in-patient dispensing, out-patient dispensing, and supplying smaller mission dispensaries. Sam was in charge of the in-patient dispensing and Suberu the out-patient dispensing. In each case they filled all the orders for items such as vitamins, worm medicine, and antimalarials which were not for Dangerous Drugs, a British classification similar to our prescription drugs as opposed to over-the-counter drugs. I filled the Dangerous Drug orders. Suberu gave the drugs to the out-patients with instructions in their native dialect.

On busy clinic days (Monday, Wednesday, and Friday), we would fill 300 to 400 "prescriptions" (orders written on the patients chart by the doctor) a day plus the orders from the wards. Because of this large volume, it was necessary to "pre-package" as many items as we could. This was one of Ladoyin's main jobs. Tuesday,

Thursday, and Saturday were spent getting ready for the busy clinics and supplying the hospital and the dispensaries.

Since glass bottles and containers were still very scarce and expensive, we had to use paper envelopes for the tablets and capsules and everything from beer bottles to perfume bottles for the liquids. The envelopes were especially bad because of the extremely humid climate which encouraged the deterioration of the medicine. Prescription bottles are becoming more readily available now though.

Although some supplies were difficult to obtain at times, in general the drugs could be obtained more readily than I had anticipated. Many of the British drug concerns have wholesale houses in Nigeria and delivery could usually be expected in two or three weeks from them.

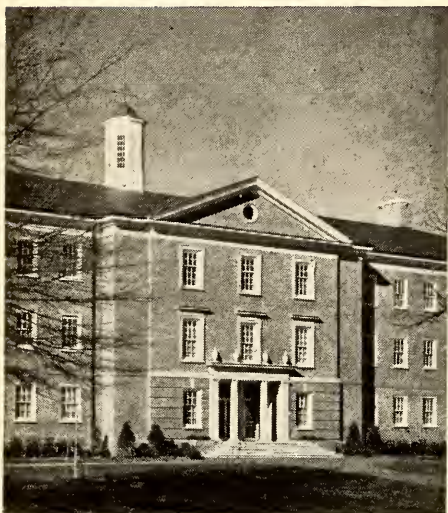
It was hard for me to leave the pharmacy without anyone in charge except the doctors and nurses whose time is needed so much in their own work. After we left, we received word that the government had given the hospital three months to find a pharmacist or close. There is a great need in this country and others for trained medical per-

(Concluded on page 32)



One of Village Water Faucets in Ogbomoso

UNC PHARMACY SCHOOL NOTES



It was a great loss to the School of Pharmacy when Professors Earl T. Brown and Paul J. Wurdaek resigned from the faculty for the coming school year. Dr. Brown was Associate Professor of Pharmacy and joined the faculty in 1956. He plans to return to western North Carolina. Dr. Wurdaek, Assistant Professor of Pharmacy, joined the faculty in 1961. He taught *Materia Medica* and part of the dispensing laboratory during the fall semester and *Pharmaceutical Preparations* during the spring semester. He plans to return to the School of Pharmacy of the University of Pittsburgh.

The School of Pharmacy was pleased to receive the generous gift of a silver bon bon dish and server from the senior girls of Kappa Epsilon.

The term papers in the senior course of Pharmacy Management II taught by Dr. A. W. Jowdy were placed in the Pharmacy Library as valuable references for future students and pharmacists.

May 9 was a noteworthy date because offers for summer positions for undergraduate students were received on the same day from two North Carolina pharmacies. Information on these two positions were the only ones received this year, and each

summer some of the beginning pharmacy students find it impossible to gain experience credit due to lack of positions for the purpose.

The School of Pharmacy obtained a new degree of international recognition with the publication of a four-page article about it in the Korean language written by Yoon Chin Kim, graduate student. A number of illustrations were included in the article as published in "Pharmaceutical Garden," the journal of the student body, College of Pharmacy, Seoul National University.

John A. Mitchener, III, rising fourth-year student from Edenton, was appointed to serve for a second year on the Men's Honor Council of the University of North Carolina.

The graduating students were honored by the Durham-Orange Drug Club at a dinner meeting held at Schrafft's Country Inn on April 26.

The 14th annual Justice Drug Company banquet honoring the graduating student was held at the King Cotton Hotel in Greensboro on May 2. During the afternoon the students toured through the modern plant of the company.

The annual election of officers for the student body of the School of Pharmacy was held on May 8: President, Tom Smart of Hamlet; Vice President, Heyward Hull of Shelby; and Secretary-Treasurer, Lynda Cauble of Cliffside.

Seventeen new Instructors of First Aid for the American Red Cross were authorized on May 8 by completing the course taught by Instructor-Trainer E. A. Brecht. The new first aid instructors were: fourth-year pharmacy students Donald Beaver of Concord, George Ronald Buchanan of Greensboro, Joe David Greeson of Burlington, Gilbert Max Hatley of Oakboro, Connie Mae McGee of Charlotte, Gary Walker McKenzie of Fairmount, and Albert Hunter Smith of Fayetteville; third-year pharmacy students Deane Hughes Bender of Chapel Hill, William Elliott of Forest City, Larry McCoy of Cove City, John Myhre of Overland Park, Kansas, David Quackenbush of Charlotte,

Gary Stamey of Asheville, Lewis Henry Stocks of Hookerton; and three residents of Chapel Hill, Garrett Aldridge, Loyd George Kasbo, and Samuel Webster Wilburn.

Dr. M. A. Chambers, Assistant Dean, and Dr. Jack K. Wier, Assistant Professor of Pharmacognosy, represented the School of Pharmacy at the testimonial dinner honoring J. E. F. Hicks given by the Wayne County Pharmaceutical Society at Goldsboro on May 8.

Dean Chambers represented the North Carolina Pharmaceutical Association at the annual meeting of the North Carolina Academy of Science on May 11 in Winston-Salem.

Pharmacy Week-end was held May 11 and 12. Fraternity dinners and a semi-formal dance at the American Legion Hut were held on Friday. On Saturday pharmacy students and faculty members played in a golf tournament in the morning. In the afternoon Phi Delta Chi won the softball game against Kappa Psi by a score of 11 to 10. This was followed by a picnic and an informal dance at the Legion Hut.

On May 14 Mr. H. C. McAllister, Secretary of the North Carolina Board of Pharmacy, addressed pharmacy students on the purposes and requirements for practical experience credit.

The Awards Night program was held on May 15. A complete list of the awards is published elsewhere in this issue of the CAROLINA JOURNAL OF PHARMACY. Alumni will be pleased to learn that Dr. H. R. Totten was honored with the Distinguished Teaching Award for a member of the General University faculty who has inspired and stimulated students in his Botany courses through the years. Last year Dr. J. T. Dobbins of the Chemistry Department received this award. Thoughtful gifts to the members of the graduating class were distributed from the following firms: Eli Lilly & Company, Brockway Glass Company, Burroughs-Wellcome & Company, The Chapstick Company, Merck, Sharp & Dohme, Owens, Minor & Bodeker, The Pangburn Company and The Upjohn Company.

Dean E. A. Brecht was installed as president of the Chapel Hill-Durham Chapter of the Torch Club on May 16.

Sorrow was felt in the whole School of

Pharmacy when graduating student Myra Kinlaw, from Lumberton, lost her life in an automobile accident on May 19.

Rho Chi

The following officers were elected for the coming school year by the Xi Chapter of the national honorary pharmaceutical society: President, Billy Mac Smyre, Newton; Vice President, Meredith Patton, Hickory; Secretary-Treasurer, Margaret McCann, Mount Airy; and Historian, William Patterson, Greenville, S. C.

Kappa Epsilon

Founder's Day Tea was held in the Student Center of Beard Hall on Sunday, May 13.

Kappa Psi

Reported by FRANK FREEMAN,
Public Relations Chairman

On Friday, May 11, Beta Xi Chapter held its annual banquet in conjunction with Pharmacy Week-End. Present at the banquet were active members and a majority of the faculty. Bill Fuller, regent, opened the proceedings with a short speech and an introduction of the faculty and other guests. Following this was the annual presentation of awards. The first award presented was the Past Regent's Award, presented to Bob Gibson. The Achievement Award was presented to Larry Neal. Larry Denning, recently initiated into Rho Chi, received the Scholarship Award for having achieved the highest scholastic average among the active members. The Best Pledge Award was presented to Frank Freeman. The Reginald Ferrell Award was presented by David Runnion, outgoing chairman of the awards committee, to Bill Fuller.

Following the awards, a steak supper was enjoyed by all. Following the supper, everyone attended and enjoyed the dance sponsored by the Pharmacy School.

On Saturday, May 12, Beta Xi attended the annual picnic and following the picnic, the dance featuring the Rhythm Rockers from Virginia Beach, and a good time was had by all.

Beta Xi would at this time like to thank the Pharmacy School and the various committees responsible for the past week-end.

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We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-third volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Phi Delta Chi

Mr. Gilbert Clyde Hartis of Winston Salem was initiated into honorary membership in the Alpha Gamma Chapter at a dinner meeting held at Brady's on May 7.

The Outstanding Senior Award was presented to Brother Fred Chamblee of Carrboro at the Awards Night program.

Student Branches—N.C.P.A. and A.Ph.A.

The election for student branch officers was held on May 8 with the following results: President, John Myhre, Overland Park Kansas; Vice President, L. H. Stocks Hookerton; Secretary, Linda Tennant, Crossnore; Treasurer, Hal McKinnon, Lumberton; Assistant to the President, Bob Lafferty Concord; and Executive Committee Member Frank Freeman, Louisburg. The new officers were installed at the Awards Night program.

Historical Note

By ALICE NOBLE, *Research Historian*

North Carolina pharmacy is proud of the service records of the members of the profession who fought for the South in the War Between the States. I am happy this month to pay tribute to four Confederate soldiers who practiced pharmacy long ago.

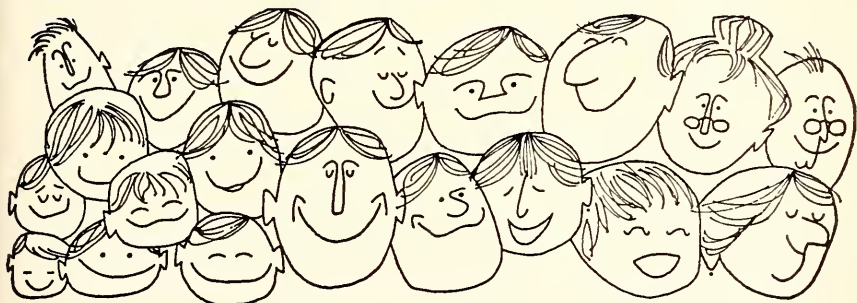
(1) J. S. M. Davidson (b. Quincy, Fla. Sept. 27, 1830-d. Charlotte, Jan. 16, 1889) who practiced pharmacy in Quincy before the War. During the conflict he was an active participant attaining the rank of Major. When peace was declared he moved to Charlotte, where he had married, and engaged in the drug business. (2) Henry S. Furman, of Franklinton (b. May 9, 1832-d. about 1907). With the outbreak of the War "feeling the obligations of a patriotic citizen, he volunteered in 1862 as a private in Company I of the Fifty-Fifth regiment, the command in which he was associated during the remainder of the four years' struggle. After about six months' service in the line, his business experience and training were availed of by his regiment and he was promoted to the rank of quartermaster-sergeant, in which capacity he rendered faithful and efficient service. He fought at Gettysburg and saw service in the siege of Richmond and Petersburg, and finally was surrendered at Appomattox."

or many years after the War he conducted successful drug store in Franklinton. (3) Absolom Lindsey Grimes (b. Davidson Co., Oct. 10, 1843-d. in Thomasville, June 4, 1889). "When the tocsin of war sounded in 1861 he was among the earliest volunteers. He was engaged in many a battle, and was commissary Sergeant of the 10th Battalion of North Carolina artillery when the banner of the South was furled at Appomattox . . . No citizen of the county was more beloved than he . . . He was an original member of the N.C.P.A. and took much interest in it, rarely failing to attend a meeting." (4) John Buxton Williams, M.D. (b. 1884-d. August, 1887)—a native of Warren Co. and later of Oxford, where he was associated with I. O. Furman in the firm of Williams and Furman, Druggists. He served in the Confederate Army with the 43rd N. C. Regiment, both in the heavy artillery and in the signal corps. He received the degree of A.B. from the University of North Carolina in 1864 and that of M.D. from the University of Maryland in 1868. For ten years he practiced medicine in Franklin Co. and then moved to Oxford, where he was not only

regarded as a medical practitioner of skill and experience, but also operated successfully the pharmacy previously mentioned.

* * * *

Recently a friend in New Bern sent to me for the museum a copy of the *National Almanac* for the year 1863, published by the Gargling Oil Co., of Lockport, N. Y. It is an interesting pamphlet. It states that the composition and manufacture of the oil (characterized as a liniment) were the "results of study and application by a practical and theoretical chemist, Dr. Geo. W. Merchant, diplomated (I never heard the expression before) by the Philadelphia College of Pharmacy." The company adds that it paid Dr. Merchant \$50,000 (no small sum even for those days) for the recipe with the trade-mark. "G. W. Merchant, Lockport, N. Y." was blown into each bottle and his signature was over the cork. I counted 50 diseases for which the liniment was recommended. The almanac calendar included not only the customary data, but listed important occurrences both past and present under the heading, "phenomena."



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CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

BALANCES—Prescription balances repaired. Contact Phipps & Bird, Inc., P. O. Box 2V, Richmond 5, Virginia. Telephone MI 4-5401.

FOR SALE—Remington's Practice of Pharmacy, 12th Edition. (1961). 1,866 pages. Price \$22.50. Available from NCPA, Box 151, Chapel Hill, N. C.

FOR SALE—Oliver's Drug Store, 457 West Market Street, Greensboro, N. C. Price: Stock at inventory cost plus fixtures. Ideal location near Greensboro College and The New Towne Motel. Please reply to above address.

New PR Film Available from Lilly

The importance and necessity of quality control in the pharmaceutical industry are highlighted in a new motion picture entitled "Quality and People." Emphasizing the role of people rather than regulations, the film shows both the man on the street and the man on the health team how and why pharmaceutical products are subject to rigid control procedures.

A 16mm color film "Quality and People" brings into focus many of the problems responsible manufacturers face in developing raw materials into finished and safe medicines. The film also points out that quality control does not end when a product is packaged. The drug service wholesaler, pharmacist, and physician all have an equally important part in assuring a patient that he receives a quality medicine in exactly the right amount and at exactly the right time.

Filmed at the Indianapolis manufacturing and control facilities of Eli Lilly and Company, "Quality and People" is presented as a public service. Contact your Lilly salesman for further information regarding showing of this 25-minute film.

Jenkins Buys Johnson Drug

Ronald Jenkins, owner of the Murfreesboro Pharmacy, has bought out the Johnson Drug Company of Murfreesboro and is now operating the business under the name Chowan Sundry Shop, Inc.

Wilson Johnson, Jr., who has operated the Johnson Drug Company for the past three years, will continue to work with Mr. Jenkins at the Murfreesboro Pharmacy.

Represent NCPA

The North Carolina Pharmaceutical Association was represented at

- (1) The Regional Conference on Aging, Charlotte, April 13-14, by Jesse M. Pike of Concord. The conference was sponsored by the American Medical Association's Council on Medical Service, Committee on Aging.
- (2) The Chapel Hill (April 13) meeting to hear Philip Desmairais, Deputy Assistant Secretary of the U. S. Department of HEW, present President Kennedy's program for health "insurance" through Social Security by W. L. West of Roseboro and NCPA secretary W. J. Smith.
- (3) The 59th annual meeting of the North Carolina Academy of Science, Winston-Salem, by Dr. Melvin A. Chambers of Chapel Hill.
- (4) The Conference on Health Careers, Winston-Salem, May 22, sponsored by the N. C. Health Council, The Bowman Gray School of Medicine and The Nemours Foundation, by Wade A. Gilliam of Winston-Salem and Dean E. A. Brecht, Dr. M. A. Chambers and W. J. Smith of Chapel Hill.

The keynote address at this Conference was by George B. Griffenhagen, Director, Division of Communications, American Pharmaceutical Association



normal demand

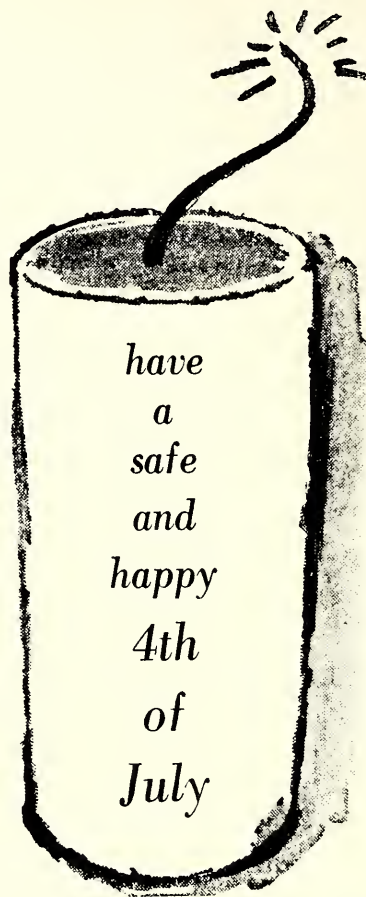
The future holds little opportunity for success for the entrepreneur who lacks knowledge of business economics. Direct quantity purchasing often results in exceeding the normal demand of adequate inventory requirements. Frequently, overstocking necessitates disposing of these commodities at a loss.

In contrast, normal demand is the amount of merchandise that can be bought, sold, and paid for within prescribed credit limits. Purchasing through us, your service wholesaler, permits suitable inventory to be obtained in accordance with normal demand and avoids economic chaos. Take advantage of our comprehensive stocks and order from us today.

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To help you **O**WENS, *Obtain* **M**INOR & *More* **B**ODEKER *Business & profits*

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The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

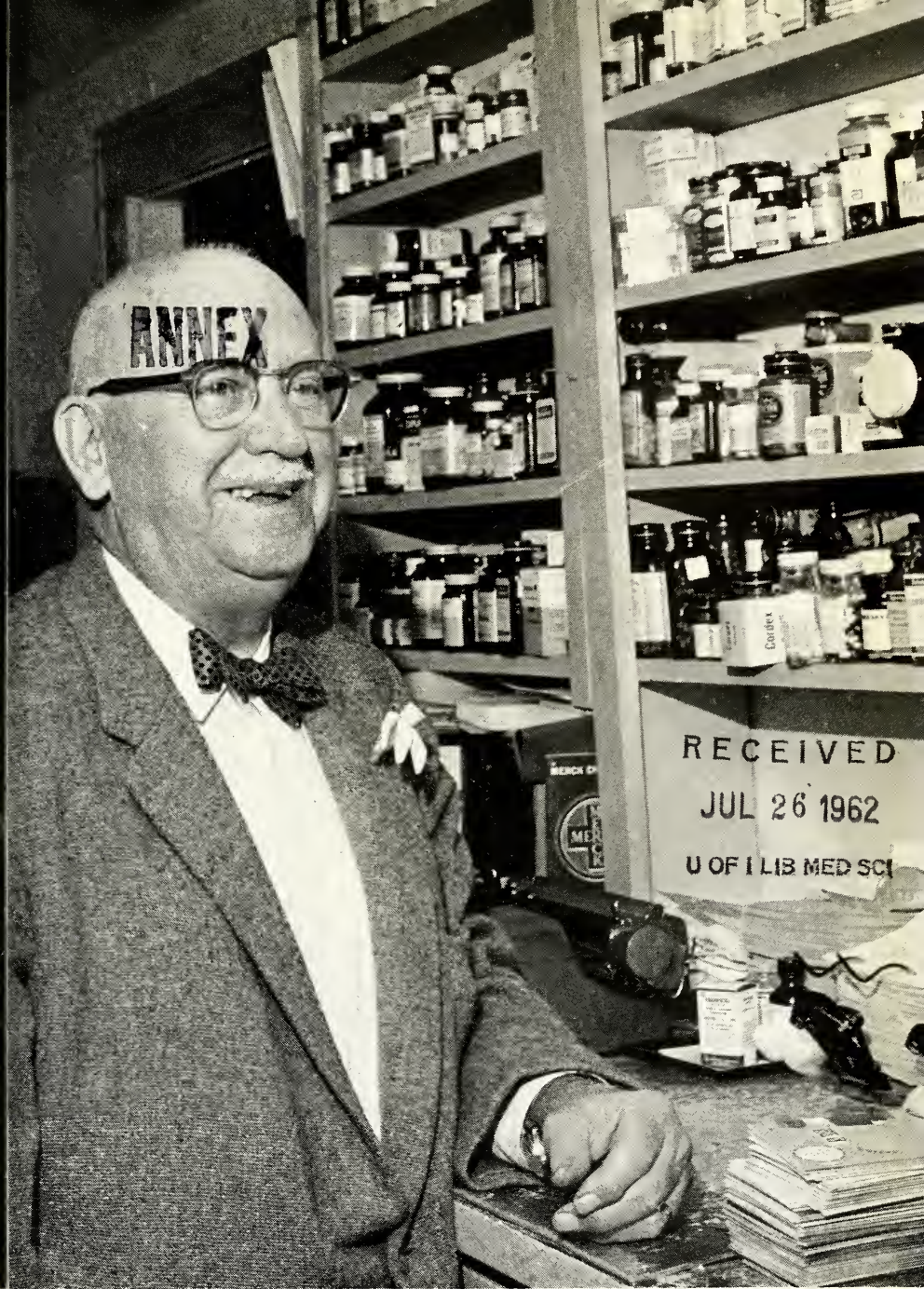
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The Carolina **JOURNAL OF PHARMACY**

Volume XLIII

JULY, 1962

Number 7



Summer calls
for **SURFADIL**®

(cyclomethycaine and methapyrilene, Lilly)

When your customers are plagued with summertime skin problems, you can turn their frowns to smiles with Lotion Surfadil.

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Available in 75-cc. spillproof plastic containers in appealing counter-display cartons of ten bottles.

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To Make Your Plans to Attend

The Sixth Annual

Justice Holiday Gift Show

SUNDAY-MONDAY-TUESDAY

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Hours: 2:00 P.M. to 9:00 P. M.

Dinner: 6:00 P.M. to 7:00 P.M. Each Day

Smorgasbord by King Cotton Hotel

Twenty-five manufacturers' representatives, your Justice salesman, our Justice staff and a complete selection of back-to-school and Christmas gift merchandise await your presence.

Come early and allow plenty of time for shopping our thirty-five booths of merchandise.



JUSTICE DRUG COMPANY

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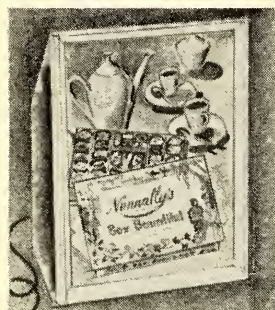
64 Years of Service to North Carolina Retail Druggists

LOOK

Oct. 23, 1962



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there's more than profit in **MYADEC**[®]
it's the high-potency vitamin supplement
you can recommend with confidence

Nine vitamins with 11 minerals and trace elements formulated to rigid quality standards by Parke-Davis. MYADEC is designed for use in prophylaxis or treatment whenever vitamin requirements are increased.

To make more sales and serve your customers better . . . stock and display all 3 sizes. MYADEC is supplied in bottles of 30, 100, and 250 capsules.

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The Carolina

JOURNAL OF PHARMACY

July, 1962

VOL. XLIII

No. 7

★

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PHARMACEUTICAL
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APHA ANNOUNCES NEW PUBLIC RELATIONS SERVICE

The American Pharmaceutical Association has announced the establishment of a new Public Relations Service on a year-round subscription basis to help pharmacists explain and gain community recognition for their professional responsibilities and training.

Although public relations aids have been available on a limited, sporadic basis from the APh.A., other organizations and pharmaceutical firms, this year-round subscription program is a new concept in pharmaceutical public relations which warrants the unqualified support of all pharmacists. To be emphasized will be the professionalism of practice and the basic reason pharmacists are entitled to respect and just remuneration.

The first year's service will stress "Your Route To Good Health Is Through Your Pharmacist." To be highlighted will be the pharmacist's role as a

- dispenser of prescribed medication including all the necessary professional services involved,
- advisor to his community on household health needs including the use of his pharmacy as the health education center,
- authoritative source of drug information for physicians and others who prescribe medication,
- a key member of the world's finest health team.

Pharmacists who subscribe to the Service will receive a basic program supplemented by new materials every four months—all for \$5.00 a year. All "charter subscribers" will receive a beautiful 3 ring vinyl binder with two pockets for keeping their PR Service materials, subsequent supplements and the monthly APh.A. Journal feature PRx Notes.

To qualify as a "charter subscriber" mail your \$5.00 check to: American Pharmaceutical Association, Public Relations Service, 2215 Constitution Avenue, NW, Washington 7, D. C.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Moose President-Elect NCPA

Hoy A. Moose of Mount Pleasant has been elected president of the North Carolina Pharmaceutical Association for 1963-64 and will be installed at the Association's annual convention scheduled for Pinehurst, May 12-14, 1963.

Other officers-elect, who were chosen in mail balloting which has been underway for the past thirty days, are Harry A. Barringer of Concord, first vice president; W. T. Boone of Ahoskie, second vice president; Earl H. Tate of Lenoir, third vice president; and John T. Stevenson of Elizabeth City, currently serving as president of the Association, member of the executive committee for a three-year term.

W. J. Smith of Chapel Hill continues as executive secretary and managing editor of THE CAROLINA JOURNAL OF PHARMACY.

David D. Claytor of Greensboro will be recommended by the Association for appointment as a member of the State Board of Pharmacy. He will succeed Roger A. McDuffie of Greensboro who is retiring after serving as a member of the Board since 1933.

F. J. Andrews of Durham, J. C. Jackson of Lumberton, Roger A. McDuffie of Greens-

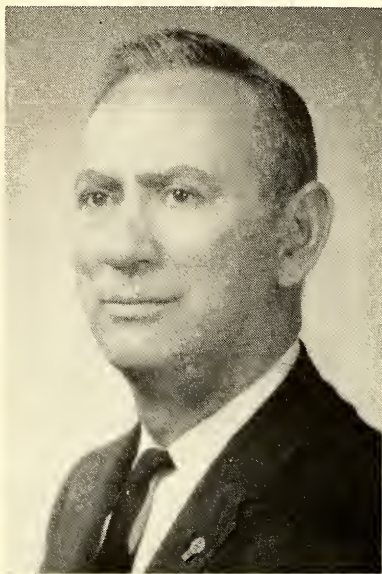
boro and T. M. Stanback of Salisbury were elected directors of the North Carolina Pharmaceutical Research Foundation.

Results of the mail balloting were tabulated and announced by an elections committee consisting of Mrs. Jean Bush Provoy of Raleigh, chairman; James L. Creech of Smithfield, C. E. Page, Jr. of Henderson and Roger H. Sloop of Winston-Salem.

President-elect Moose is a graduate of the School of Pharmacy, University of North Carolina, and operates the Moose Drug Company of Mount Pleasant.

He is mayor of Mount Pleasant and has been serving as town treasurer and a commissioner for the past twenty years. Other activities include director of the Piedmont Bank & Trust Company, director of Civil Defense, member of the Cabarrus County Morehead Scholarship Committee and treasurer of the Boosters Club of Mount Pleasant since its organization in 1955.

Currently, Moose is serving as first vice president of the North Carolina Pharmaceutical Association. He is a member of the North Carolina Academy of Pharmacy and a past secretary-treasurer of the Cabarrus County Pharmaceutical Society.



HOY A. MOOSE

Cover Page

Kelly E. Bennett of Bryson City, who is not in his prescription department, is out on some mountain top singing the praises of Western North Carolina. He is a 1-man chamber of commerce for the mountain region.

Kelly went to work for a dollar a week and helped his father set up a pharmacy in 1905; was serving in the N. C. Senate in 1917 (youngest member during that session). Served as mayor of Bryson City for 14 years; is a "Pharmacist of the Year" (1954).

After passing the 70 mark, Kelly is still active in many areas of the religious, civic and business life of Western North Carolina. He has been characterized as the "Apostle of the Great Smokies" but he prefers the simple designation—Mountaineer.

North Carolina Newsmen Visit Eli Lilly and Company

In a mutual effort to improve the public's knowledge of the drug research and development, newsmen from all sections of the state recently returned from a three-day visit to Eli Lilly and Company, Indianapolis.

The N. C. Pharmaceutical Association, local pharmaceutical societies, individuals and Lilly cooperated in sponsoring the trip. The newsmen toured the vast Lilly research and manufacturing facilities and met with the industry's top executives, both informally and for a regular press conference.

It was the first time the \$200 million dollar-a-year drug firm had opened its facilities to an out-of-the-state press group. Spokesman for the industry and for the North Carolina pharmaceutical representatives declared the trip quite successful.

Pictured below and next page are some of the individuals who made the trip, which was by Piedmont Airlines charter plane from Winston-Salem to Indianapolis on June 13 and return on June 15.

Since the return of the newsmen to North

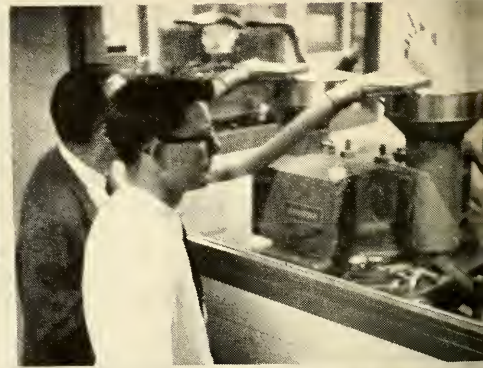
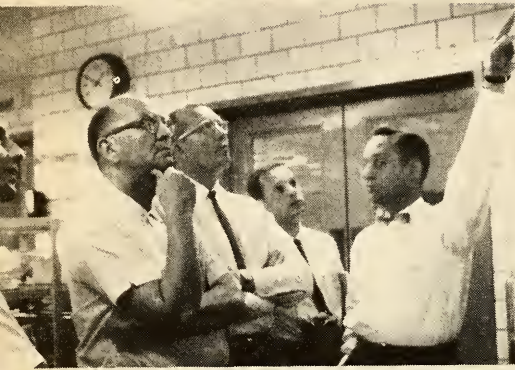
Carolina, several news and feature stories have appeared. To mention a few: "About Medicine, Doctors and Such" by Willard G. Cole in the Lumberton Post; "Pharmaceutical Learning" by Jiggs Powers in the Whiteville News Reporter and the State Port Pilot of Southport; "Quality, Research and Integrity Are Watchwords of Miracle Medicines" by Don Whitley in the Goldsboro News Argus; "Manufacture of Drugs Is Time-Consuming, Expensive" by L. F. Amburn, Jr. in the Statesville Record & Landmark; "Newsmen of State Tour Labs and Production Lines of Drug House" by Bill Wright in The Fayetteville Observer; "Newspapermen Get Behind The Scene Look At Eli Lilly Firm" by Fred O. Sink, Jr. in The Lexington Dispatch and 2-col. story in the High Point Enterprise by Braxton Younts.

One of the newsmen was so impressed with his brief visit to the Lilly Laboratories that he intends to return for a longer stay to pick up sufficient information for a series of feature stories.

(Continued on page 9)



LILLY PRESS GROUP. (Left to right) W. J. Smith, NCPA; Bill Noblitt, Shelby Daily Star; Tom McIntyre, Gastonia Gazette; L. F. Amburn, Jr., Statesville Daily Record-Landmark; Bill Wright, Fayetteville Observer; Don Whitley, Goldsboro News-Argus; Don Seaver, Charlotte Observer; Braxton Younts, Jr., High Point Enterprise; Charlie Cross, Piedmont Airlines; Penn Gray, Lumberton Robesonian; Pete Dickens, Piedmont Airlines; Jiggs Powers, Whiteville News Reporter; Peter B. Young (with bag), Raeford News-Journal; Stanley Anderson, Piedmont Airlines; Willard G. Cole, Lumberton Post; Fred O. Sink, Jr., Lexington Dispatch, David McGowan, Lilly MSR; and Arnold Kirk, Kannapolis Daily Independent.



N. C. Newsmen Visit Lilly Laboratories

NEWSMEN VISIT LILLY

(Continued from page 7)

Top: Some of the Lilly executives are shown during a press conference set up especially for the visiting newsmen. **Right:** Fred O. Sink, Jr. of the Lexington Dispatch checks out a capsule-filling operation with one of Lilly's tour guides.

Second Row: Four of the visitors (Jiggs Powers of the Whiteville News Reporter in center) listen intently to guide's explanation of a flow chart. **Right:** Don Seaver of The Charlotte Observer, W. J. Smith of the NCPA, David McGowan, Lilly MSR, and Piedmont's Charlie Cross prior to departure for Indianapolis.

Third Row: Penn Gray (center) of the Lumberton Robesonian with a handful of gallstones. **Right:** Don Seaver gets a close-up view of one of Lilly's numerous mechanical devices on the production line.

Bottom: NCPA's W. J. Smith with George Finney, Lilly's assistant director of guest relations, who was directly in charge of the press group while in Indianapolis.

Right: Fred O. Sink, Jr. of the Lexington Dispatch, Braxton Younts, Jr. of the High Point Enterprise and L. F. Amburns, Jr. of the Statesville Daily Record and Enterprise view a pictorial chart involving the production of ampoule medication.

All pictures by Roland Giduz of the News of Orange County.

Typical of some of the comments:

Braxton Younts in the High Point Enterprise: "For one whose previous association with the manufacture of pharmaceuticals had consisted in getting an occasional prescription filled, the trip was most educational."

L. F. Amburn, Jr. in the Statesville Record & Landmark: "It was the most educational day and a half I have ever spent. The tour made "believers" of everyone in the group, and it was not filled with propaganda. They explained the reasons for the cost of drugs and then let the newsmen see for themselves how the drugs are produced—from the research stage on up through shipment to points worldwide. The trip would have opened the eyes of Senator Estes Kefauver."

Bill Wright in The Fayetteville Observer: "There was the feeling this was an attempt by the drug house to bring the public microscope on its operations into clearer focus; to correct the image of those from whom the public must get its information. To do this the company pulled out all stops on candidness."

Jiggs Powers in the Whiteville News Reporter: "We feel sure we speak for all members of the N. C. fourth estatemens who made the trip when we say our trip to the fine Eli Lilly and Company plants in Indianapolis will never dim in our memories. The hospitality of Lilly and associated sponsor, NCPA, and local pharmacists will never be forgotten."

Pharmacist of the Year Dinner Scheduled for Yanceyville

Plans for the "Pharmacist of the Year" dinner, scheduled for Yanceyville on Wednesday night, July 25, 7 P.M., at the Bartlett Yancey School Cafeteria, have been announced by the NCPA. To be honored as "Pharmacist of the Year" is Thomas J. Ham, Jr., a past president of the NCPA and presently Chairman of the NCPA-Institute Endowment Fund.

Guest speakers include S. M. Bason, President of the Bank of Yanceyville; Erwin D. Stephens, Editor of the Caswell Messenger; Dr. Houston L. Gwynn, a local physician; and J. C. Jackson of Lumberton, who will cover Mr. Ham's efforts in advancing Pharmacy in North Carolina.

Dinner tickets (\$4) may be obtained from the NCPA, Box 151, Chapel Hill, N. C. Ladies are most welcome—many will attend. Dress will be informal.

WHO PUT THE **ALL** IN FALL PROFITS?

Hollingsworth's
UNUSUAL CANDIES

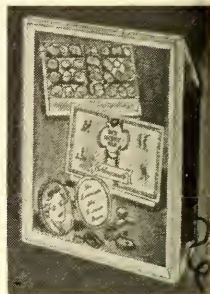
FALL PROMOTION IN

The Saturday Evening

POST

October 20, 1962

FEATURING . . . **MY HOBBY BOX** — stock all sizes for maximum sales this Fall!
MONTREAT CHOCOLATES — a new design for new sales!
GET ALL YOUR FALL PROFITS . . .



SHOW HOLLINGSWORTH'S NEW SHADOW BOX — dramatically feature your best selling chocolates . . . as seen in THE SATURDAY EVENING POST . . . in this new illuminated display!

SEE YOUR HOLLINGSWORTH'S REPRESENTATIVE — for the best selection of your most profitable chocolates, order early and assure best Fall delivery. A complete POST Promotion sales kit is yours for the asking.

START THIS BIG POST PROMOTION SELLING FOR YOU . . . EARLY! HOLLINGSWORTH'S PUT THE ALL IN FALL PROFITS!

HOLLINGSWORTH'S UNUSUAL CANDIES • AUGUSTA, GEORGIA

Hogan Named Vice President of BC

Milton E. Hogan, Jr., vice president and trust officer of the Durham office of the North Carolina National Bank, has accepted a position as vice president of the B. C. Remedy Company, effective July 1, it was announced today by B. C. Remedy's President Dewey S. Mims.

Hogan, a native of Chapel Hill, came to Durham in 1948 as comptroller with Depositors National Bank, which through merger is now North Carolina National Bank.

As trust officer he has been closely connected with the B. C. Remedy Company, and has served as a member of the Board of Directors of the Company for the past two years.

Hogan graduated from the University of North Carolina in 1939. For two years he was associated with the Planters National Bank and Trust Company in Rocky Mount. In 1941 he was named a bank examiner with the U. S. Treasury Department, working in the Fifth Federal Reserve District out of Richmond.

On leave of absence from the Treasury Department, he enlisted in 1942 as a private in the U. S. Army. During four years of Army service, he was commissioned an officer in the Anti-Aircraft Artillery and was later assigned to the War Department under the Adjutant General.

Since coming to Durham, Hogan has been active in many community activities including treasurer and director of the Cancer Society and the Child Guidance Clinic; president of Durham-Orange County Heart Association, member of the United Fund Budget Committee, Allied Arts, Occaneechee Boy Scout Council Finance Committee, and chairman, Tobacco Market Promotion Fund.

He is presently affiliated with a number of organizations including the Sales Executive Club, Lions Club, Chamber of Commerce, Raleigh-Durham Bond Club, and the Trust Section of the North Carolina Bankers' Association.

He is a member of St. Philips Episcopal Church.

Hogan is married to the former Edith Horsfield. They have two children, Alice Holt and Richard. The Hogans live at 1500 Alabama Avenue in Durham.

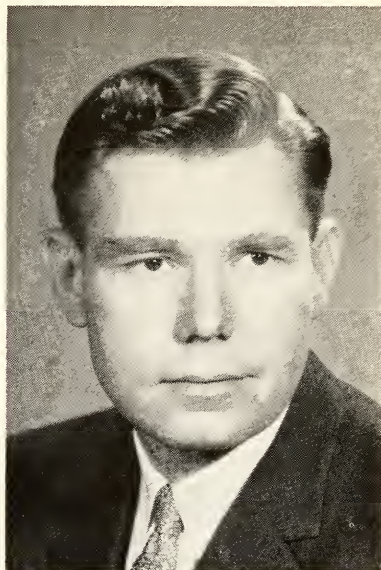
Sue over Name, Mark

Hart Laboratories, Inc. of Clemmons has instituted legal action in the Forsyth Superior Court to prevent a retail pharmacy of Winston-Salem from using the trade name (Hart Drug Company) and a trade name (a red heart).

Originally, Hart Drug Company operated in Winston-Salem as Dart Drug Company.

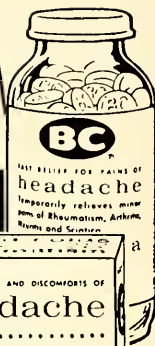
Hart Laboratories, Inc. is suing for \$50,000 and an order restraining Dart Drug from doing business as Hart Drug Company.

Hart Laboratories alleges it was the first and original owner of the trade name "Hart" and that it spent time and care in building a reputation. It is also claimed the defendant advertises and uses a red heart with the name "Hart" written thereon, almost identical to the plaintiff's mark.



MILTON E. HOGAN, JR.

BC



New bottle packaging

Time-tested formula

Time-tested acceptance

Time-tested profit-maker



Your customers have a choice when they buy "BC". America's fastest-selling headache powders or the popular "BC" tablets

*Over 100 Million Packages Per Year
backed by concentrated local and
national advertising*

B. C. REMEDY COMPANY

DURHAM, NORTH CAROLINA

How to Profitably Sell to Your Pharmacy's Customers While Gaining Physician and Public Respect

By DAVID R. URAN

Anyone who waits on a customer in a pharmacy can cause that customer to come back often. . . . or never return again. Each sale can be more or less profitable, depending on the knowledge, ability and personal interest of the sales person.

The sales made can increase the reputation of the pharmacy or can damage it by eventually offending physicians and customers. When selling proprietary or home treatment medicines, unless certain rules and precautions are followed, the impression of being a counter-prescriber may be given.

Every time a sale is made of such commonly sold products as laxatives, indigestion or headache remedies, unless certain selling rules are followed, any pharmacy can lessen its professional reputation. It is possible to sell such products in a way that protects your customers against harm, increases physician and customer respect and at the same time helps to increase prescription volume.

All this factual information is gathered from data secured from observations of selling methods of more than 2000 pharmacies; among them some of the most successful in the United States and Canada.

When a pharmacist receives his license to practice pharmacy he is granted certain privileges and in return assumes definite responsibilities. One of them is the selling of home treatment drugs that may be potentially dangerous if used improperly.

An important problem affecting the future success of every pharmacy is the growing tendency for people to buy medicines from other sources than a pharmacy. If you permit soda clerks, delivery boys, cosmetic girls or the porter to sell medicines, then your customers will assume that the immediate supervision of a pharmacist is not needed. If they believe this to be a fact, is there any good reason why they should not purchase medicines anywhere?

But, the knowledge of a pharmacist, properly used, is essential for the safety of the public. Otherwise great harm can be caused by improperly using many of the medicines now being advertised for over-

the-counter sale. Many of your customers are over-dosing themselves with headache remedies, cough medicines, laxatives or stomach mixtures—getting a temporary relief while masking a serious problem. It is the duty of a pharmacist to search out these people and properly advise them to go to a physician.

Recently, in New York State, Kenneth S. Griswold, Secretary of the Board of Pharmacy, used his influence to have a regulation approved which forbids anyone but a pharmacist or a senior or junior pharmacy student, under the immediate supervision of a licensed pharmacist, to sell certain proprietaries, including aspirin and its compounds. Whether or not you have such a law, it is sound judgment to follow this procedure. Let your customers see that you are trying your best to protect their interests. If you do, then you can rightfully expect them to secure all their medi-

(Continued on page 14)

DAVID R. URAN

The author of this paper, David R. Uran, spent eight years with an advertising agency as a copy writer and promotional manager. He is president of the Ethical Drug Advertising Company, which he founded in 1946.

He is a member of three national pharmaceutical societies and is also executive secretary of two local ones.

Mr. Uran's ethical ads have set the standards for pharmacy publicity. His economic reports are frequently presented to national and state pharmaceutical conventions.

Recently, the headquarters of Ethical Drug Advertising Company were moved from New York to Atlanta, Georgia. Clients of the Company—there are many in North Carolina—have already been notified.

In addition to presenting this talk at the 1962 NCPA Convention, Mr. Uran addressed the annual meeting of the N. C. Academy of Pharmacy, which was scheduled as a part of the convention.

HOW TO PROFITABLY SELL

cines from you because you are a pharmacist, for to buy from anyone else might be dangerous.

In order to specifically illustrate how easy it is for any pharmacy to lose its professional reputation almost overnight, consider these facts before you sell your next obesity remedy. Recent harmful publicity about these products perfectly illustrates the inherent danger to prestige.

In 1956 I wrote the following report, which unfortunately received limited publicity:

Some Facts About Obesity and Reducing Remedies

There is so much publicity about being overweight that almost everyone in the drug industry is putting out a weight reducer. The opportunity to sell such products easily may cause you to overlook possible long-term loss of confidence by customers who do not benefit.

There are four types of reducing-aids now being advertised:

1. Candies, containing some vitamins, reported to lessen appetite by raising blood-sugar levels. There is no evidence of this because diabetics who have very high

level blood-sugar contents often have terrific appetites.

2. Bulk producing drugs, that swell when they absorb water and fill up the stomach to diminish hunger. Medical research discloses that these medicines, of the methylcellulose type, rapidly pass from the stomach to the lower intestines and then have little effect.
3. Various types of passive exercise or massaging equipment, advertised to reduce any part of the body to which they are applied.
4. Drugs which have some effect on the central nervous system to reduce appetite and burn up excess fat. The amphetamines are prescriptions restricted for good reasons but some products containing phenylpropanolamine can be sold over the counter. They work for a while, but the body builds up a tolerance to them and the larger doses then needed can cause harmful side effects.

(Note: This was written before Metracal.)

Many of your customers will tell you that, after taking these reducing remedies, they lost weight. Since a very small percentage are obese because of a glandular imbalance, any method that causes people to eat less will help. These advertised remedies claim, it is possible to reduce without dieting, but their instructions suggest a lower calorie intake.

People get fat because they eat more than they need. When they eat less they reduce. If they continue eating less they do not gain the lost weight back. Contrary to general belief, if excess weight is not more than 20% above ideal weight for height, no harm usually results. There is more danger reducing, then gaining back again and reducing and gaining constantly.

The ideal advice you can give any customer is to diet only under a physician's supervision. Unfortunately, all of them will not follow this advice. Therefore, when you sell any reducing remedy you should explain both benefits and disadvantages.

If the customer will follow the diet instructions it can be helpful. Anything that gives a definite plan to encourage regular proper dieting is beneficial. They can lose weight. Also explain that after a few months, if they go back to old eating habits they will gain the weight right back.

When you sell that way you will not be blamed by the customer who regains weight. Particularly if you state that a physician's guidance and prescriptions is a better and safer method."

Among the most popular remedies sold are products for indigestion. The public considers them to be harmless and therefore they can safely buy them at cigar

Make McCourt

Your "Buy-word"

**For Labels -in Rolls or Flats
Physicians Rx Blanks and Files
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*Prescription Labels
all Styles and Colors*



MCCOURT LABEL CABINET CO.

42-54 BENNETT STREET BRADFORD, PENNA.

Specializing in Labels for Drug Stores

**Clifford P. Berry, Representative
P. O. Box 306, Charlotte 1, N. C.**

counters, gas stations or any other location. These sales have been lost to pharmacy and many people rushed into an earlier grave because pharmacists have not taken the time to explain the possible dangers involved to those who repeatedly take them. Consider these researched facts:

What You Should Know When Selling Indigestion Remedies

Indigestion is not a disease, but a symptom. Nausea, vomiting, heartburn, pain in the chest, abdominal pain, gas or belching are all considered indigestion. The patent medicine advertisers talk about stomach upset and hyperacidity. They imply an antacid or alkaliizer drug can restore the digestive tract to normalcy and relieve indigestion.

But, modern research discloses any of the above symptoms can occur when the normal proportion of acid is present in the stomach juices and hyperacidity is not the chief cause of stomach distress.

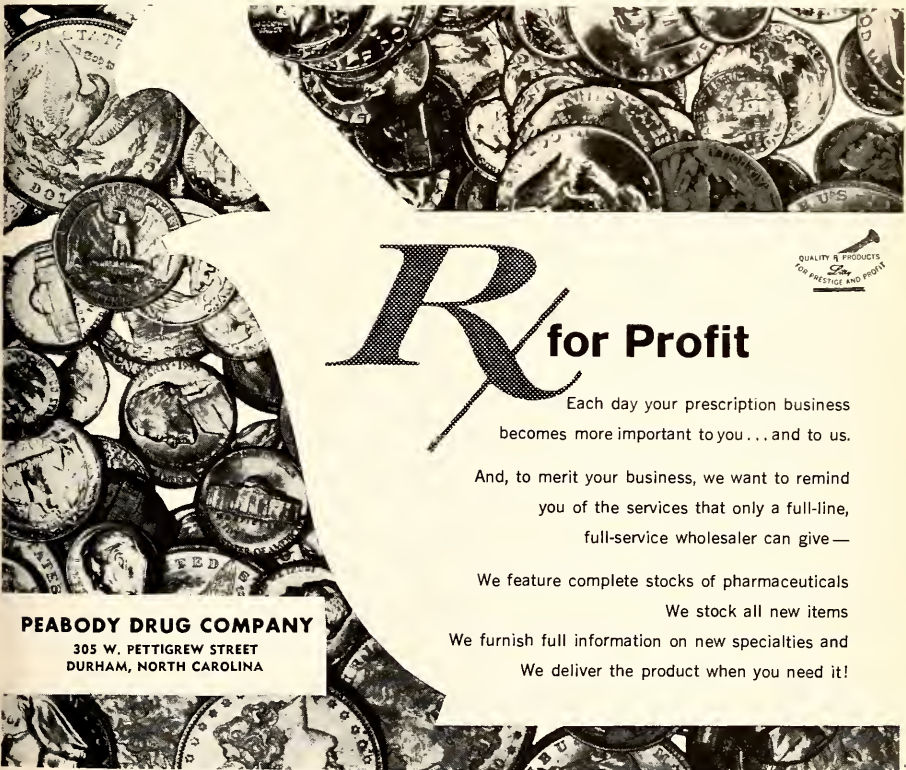
The average so-called indigestion is usual-

ly a temporary condition, generally due to a nervous reaction or something eaten. For such a condition most any of the packaged indigestion remedies are helpful. Relief is usually speedy and the patient gets better more quickly than without taking any medication.

Trouble develops when indigestion symptoms constantly re-occur; are temporarily relieved, giving a false sense of security, while a serious cause of these symptoms is being masked and great harm can develop. Indigestion symptoms may be caused by:

1. A gastric or duodenal ulcer.
2. Gall bladder or pancreas disease.
3. A remote sign of diaphragm, heart, liver or a brain disorder.
4. A systemic disease such as cancer or tuberculosis.
5. A reaction from antibiotic, hormone or tranquilizer medication.
6. Pelvic organ disorders.
7. The first symptom of a coronary heart

(Concluded on page 17)



R_x for Profit

Each day your prescription business becomes more important to you... and to us.

QUALITY & PRODUCTS
FOR SERVICE AND PROFIT

And, to merit your business, we want to remind you of the services that only a full-line, full-service wholesaler can give—

We feature complete stocks of pharmaceuticals
We stock all new items
We furnish full information on new specialties and
We deliver the product when you need it!

PEABODY DRUG COMPANY
305 W. PETTIGREW STREET
DURHAM, NORTH CAROLINA



WHAT'S IN A BOTTLE OF **100?**

Of course, there are 100 capsules by count. But are you sure they always add up to 100 per cent in quality?

Every time you need a drug for *your* family, don't you choose a brand name? And doesn't the reputation behind that name stand for top quality? When the product bears the Lederle name, you *know* the quality is 100 per cent. Do you honestly feel that way about a "just-as-good," cut-price generic?

The next time a patient comes in with a generic Rx, give him the benefit of your own personal trust... give him the full 100 per cent... a Lederle or other brand-name product.



LEDERLE LABORATORIES
A Division of
AMERICAN CYANAMID COMPANY
Pearl River, New York

HOW TO PROFITABLY SELL

(Continued from page 15)

attack, which can be an indigestion or pain in the pit of the stomach.

8. *Practically any serious or systemic disease may have indigestion as an accompanying symptom.*

All the above information is important to remember because every time you sell an indigestion remedy you are risking your reputation unless you observe certain precautions. If your customer happens to have a stomach upset due to a serious cause, when he finally does go to a physician for relief, both of them will blame you for not advising your customer to get there sooner.

You must sell packaged indigestion remedies, but sell them in this way:

1. Ask the customer if his indigestion occurs more than two or three times each successive month—
2. Or, if any vomiting symptom has lasted more than a few hours—
3. Or, if he has a single severe attack accompanied by much pain.

If the answer is yes to any of these questions—Advise him to go to a physician. This is not only your duty as a pharmacist but a protection against future severe criticism.

Do not get the impression that I am opposed to the sale of over-the-counter remedies. There are many occasions when the relief they offer is helpful, providing certain precautions are observed. The chief reason why people buy such products anywhere is their dangers have not been properly explained. And, people will not blame a supermarket if repeated purchases of headache remedies have masked symptoms and permitted a serious condition to take hold. But, they will lose faith in a pharmacist who has the knowledge to guide them and doesn't.

How Can You Sell Patent Medicines Without Offending Physicians, While Also Protecting Your Customers and Your Reputation?

Every thinking pharmacist, who notices customers repeatedly buying medicines, should advise them that they would be wiser to consult a physician, who can find out the cause of the trouble.

People want to buy home remedies and you just can't tell them not to get them and go to a physician for every minor discomfort or pain. Most patent medicines do offer some relief. Supplying pre-packaged medicines is not counter-prescribing, when the customer asks for them by name or requests a good product—if they tell you the purpose they want it for. You must never diagnose the condition.

But, always remember that every time you sell a packaged medicine, a certain percentage of the buyers will not be sufficiently helped and then will consult their physician. The first thing they will tell the physician is, "I got a bottle of Blank cough medicine from Blank's pharmacy and it didn't help me. What shall I do, Doctor?" They will not tell their physician they asked you for this product.

Then the physician—and who can really blame him—will say, "Don't you know better than to let a druggist prescribe medicines for you. Next time come to me right away before you become as sick as you now are." That physician has you in his mind as a counter-prescriber. Overnight, you can lose your professional reputation. This is most unfair to the pharmacy, but knowing an injustice is being done to you does not solve the problem. *You must sell in a way to prevent this trouble.*

Everytime you sell any packaged medicine, as you are wrapping up the package, you *Must* say to the customer, "*This is a good product and should help you. But, if relief does not come soon, go to your physician so he can find out what your trouble really is.*"

Now, if the customer has to go to the physician, she will say, "I bought a bottle of cough medicine from Blank's pharmacy and he told me to go and check with you if it didn't help." Your ethical reputation is secure. The physician and the customer will both like you more. If every pharmacy would sell in this manner, professional reputation and customer good-will would increase. Greater profits would result for people would realize the importance of securing all medicines from a pharmacist. And, most important of all, many lives would be saved.

NCPA Executive Committee Meets in Chapel Hill

The NCPA Executive Committee, meeting in Chapel Hill on June 27, heard reports from President Stevenson and Secretary Smith in the area of VA Pharmacy Service, the NCPA-sponsored newsmen visit to Lilly, Pharmacist of the Year program and new local-sectional pharmaceutical societies.

Local and national legislation, with emphasis on the Quality Stabilization Bill, was the subject of a lengthy report to be considered by the committee. Also discussed was a forthcoming program of the Extension Division Committee under the direction of Dr. Melvin Chambers.

Committee members present for the meeting in addition to President Stevenson, who presided, were Harry A. Barringer of Concord, W. T. Boone of Ahsokie, Robert B. Hall of Mocksville, Sam W. McFalls of Greensboro, Hoy A. Moose of Mount Pleasant and W. J. Smith of Chapel Hill.

Edwin R. Fuller of Salisbury was unable to attend. He was installed as president of the Salisbury Lions Club at the exact time the committee was in session in Chapel Hill.

Self-Policing Plan Endorsed

At the 2:00 P.M. session of the executive committee, officers and directors of the Cape Fear Pharmaceutical Society outlined details of a self-policing plan which the Society wishes to undertake in the 10 county area comprising the Society's membership area.

The proposal was unanimously adopted by the executive committee and the secretary instructed to transmit the committee's approval of the proposal to the State Board of Pharmacy.

Officers of the Society present for the meeting were Hubert Rogers of Lumberton, J. I. Thomas of Dunn, and Cade Brooks of Fayetteville. Directors present were Mrs. Herman Lynch of Dunn, J. C. Jackson of Lumberton, John Henley of Hope Mills and W. L. West of Roseboro.

Rules Adopted

The concluding business of the day was the adoption by the executive committee of eleven rules to implement the Association's

Code of Ethics. Present during this session were members of the NCPA State Judicial Council and officers-directors of the Cape Fear Pharmaceutical Society.

The eleven rules adopted by the committee will be published with a copy going to each member of the NCPA.

Also approved was a procedure setup (discipline) to be followed by the Judicial Councils at hearings involving alleged violations of the rules. Eventually it is anticipated the suggested procedure will be a part of the Association's by laws.

Another Loan Fund Established

Another non-interest pharmacy student loan fund has been established as a part of the Consolidated Pharmacy Fund of the N. C. Pharmaceutical Association.

The latest addition to the Fund has been named in honor of Stacy Buckner Hall, the father of Robert B. Hall, immediate past president of the NCPA.

Mr. Hall, a native of Cumberland County, received his license to practice pharmacy in 1925; has been in Mocksville since 1929, most of the time with the Hall Drug Company.

Two Tar Heels Appear on Virginia Program

Two North Carolina pharmacists—Thomas J. Ham, Jr. of Yanceyville and H. C. McAllister of Chapel Hill—were guest speakers on the recent (July 8-10) program of the Virginia Pharmaceutical Association, held at Roanoke, Virginia.

Mr. Ham's subject was "Patterns of Progress" which was part of the Association's Section on Pharmacy Economics. Pharmacy during the past 25 years—its problems and its progress—was discussed by Mr. McAllister under the title "Profession or Pandemonium."

Pays After 38 Years

Howard Yandle says his faith in humanity has been restored. Sutton's Drug Store, Chapel Hill, was established in 1923. Recently, a prescription filled and charged by Sutton's in 1924 was paid by mail. In going through some old papers, the customer came across Sutton's 38-year-old unpaid statement; mailed cash in settlement.

It was a 40¢ prescription.



**HELP
ITCHY
FEET
BEAT
THE
HEAT**

SELL SOPRONOL[®]

Propionate-caprylate Compound, Wyeth

relieves athlete's foot
quickly and safely

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your
profits
up to
54.6%^{0%*}



SOPRONOL DEAL BRINGS YOU THESE BIG PROFITS

| | get buy | free | POWDER 2 oz. | SOLUTION 5 oz. | 2 fl. oz. | OINTMENT 1 oz. | 4 oz. |
|-----|------------|------|-----------------|-------------------|-----------|-------------------|-------|
| 116 | 28 | | 53.1% | 54.6% | 53.1% | 53.1% | 52.8% |
| 60 | 12 | | 51.5% | 53.1% | 51.5% | 51.5% | 51.1% |
| 21 | 3 | | 49.1% | 50.7% | 49.1% | 49.1% | 48.7% |
| 11 | 1 | | 46.7% | 48.4% | 46.7% | 46.7% | 46.3% |

*Based on minimum direct order
\$50.00 when sold at R.F.T.



Wyeth Laboratories Philadelphia 1, Pa.



From SK&F—for the pharmacist overdosage information—one of the many services offered to pharmacists by SK&F

SK&F regularly supplies pharmacists with product information pages containing overdosage information. Other SK&F services available to you are:

- Pharmacy News—published expressly for pharmacists.
 - Medical films suitable for lay audiences—write for a copy of the SK&F Medical Film catalog.
 - Comprehensive physician's literature on new SK&F products.
 - Speakers Bureau—SK&F representatives speak before your organization on matters of medical and health progress.
 - Disaster assistance—if you become the victim of a natural disaster not normally covered by insurance—such as a flood, hurricane, or tornado—which damages SK&F products, contact your SK&F representative for assistance (the amount of consideration granted will depend on the circumstances in each individual case).
 - Newspaper mats—two-column advertisements (with ample space for your pharmacy's name and address) defending the profession of pharmacy—suitable for use in your local newspaper or for reprinting as handouts for your customers.
- To take advantage of these services yourself, write to Smith Kline & French Laboratories, 1500 Spring Garden Street, Philadelphia 1, Pa.

SMITH·KLINE & FRENCH LABORATORIES, PHILADELPHIA



Buy Interest in Main Drug

The interest of the late L. B. Joiner in the Main Drug Company of Salisbury has been sold to Bobby Clay Lindsey and Denham Holshouser.

Mr. Holshouser has been associated with Main Drug since 1941. Mr. Lindsey, a graduate in pharmacy from the University of Tennessee, started work with Main Drug when he was in high school. In recent years he has been employed by Purcell's.

Pharmacist W. A. Parks continues with Main Drug.

To Open in Mount Airy

Ernest Randleman has returned to Mount Airy from Washington, D. C., where he has been employed in recent years.

As soon as a new building is completed on West Lebanon Street in the north end of Mount Airy, Mr. Randleman plans to open Randleman Drugs.

Attend P-D Class in Washington

Among the 44 newly employed sales representatives who attend a week-long Parke-Davis medical and sales training class in Washington, June 17-23, were S. P. Vandiere of Chapel Hill and H. T. White of Salisbury.

New Pharmacy for Monroe

To celebrate the opening of their new pharmacy in Monroe—Faulkner's Drugs—Edward G. Faulkner and his son, Gary, gave away a riding lawn mower and a silver-plated tea service. In addition, visitors to the pharmacy during a 2-day period received gifts, including carnations to the first 100 women customers.

Open in Charlotte

Clarence L. Swearngan and James S. Thomas opened their new pharmacy—Eastwood Drug Center—located opposite the Eastwood Golf Course of Charlotte on June 15.

Prior to going into business for themselves, both pharmacists were associated with Walker Drugs of Charlotte. Mr. Swearngan is a graduate of the UNC School of Pharmacy and his partner graduated from Howard College in 1951.

Pharmacy Re-established in Oakboro

Jesse Pike of Concord has added a fourth pharmacy to his operation by re-establishing a pharmacy in quarters recently vacated by Tollison's Pharmacy of Oakboro.

Arthur R. Jones, who has been working with Mr. Pike in Concord, will manage the new pharmacy.

In addition to two pharmacies in Concord, a third member of the Pike group of stores is Pike's Drug Store of Locust. It is managed by Ellison Neal.

Service Pharmacy Closed

Donald Bissett has closed the Service Pharmacy (formerly Peacock Drug Company) and is now associated with Johnson's Drug Store, Lumberton.

Part of the drug stock was sold to the Benson Drug Company and part moved to Lumberton where it has been included as part of the inventory of Johnson Drug Store.

Mr. Bissett bought the Peacock Drug Company last year from the heirs of the late Moses Peacock, who founded the pharmacy more than 50 years ago. Prior to locating in Benson, Mr. Bissett was manager of a Garner pharmacy.

STROTHER DRUG COMPANY

of Richmond, Inc.

3700 Saunders Avenue

POWERS-TAYLOR DRUG CO.

Richmond, Va.

WHOLESALE DRUGGISTS

Full Line

Full Service

Member of

Druggists Service Co.

National Wholesale

Druggists Association

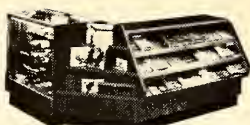
For Best Service Call Us

Collect

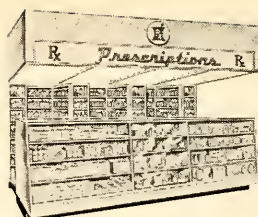
353-2771

After Hours Call

353-2777



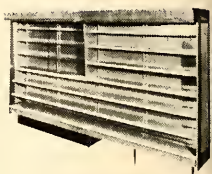
A Check-out Section with Confections, Gifts and impulse items at point of sale.



The Lumilite Conop spotlights your Professional Service and adds prestige to the most important department.



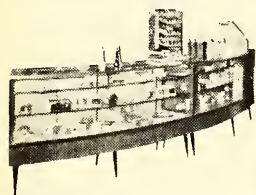
Self-Service for Hair Needs and Toiletries well displayed for quick sales.



Self-Service Wall Displays with glass enclosed Cosmetic Section.

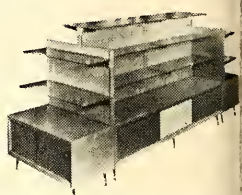
The "KEY" Word
in Modern Store
Fixtures is . . .

VERSATILITY

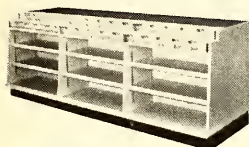


A Curved Glass Showcase for your Gift or Cosmetic Section lends Glamour to your displays.

These merchandisers and many more are produced on a quantity basis to give you quality displays at lowest possible prices.



Gondolas with Glass Shelves and carton storage below for your finest self-service displays.

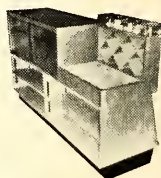


Display Front Wrapping Counters increase impulse sales.

We are planning to

Modernize
 Expand
 Build New Store

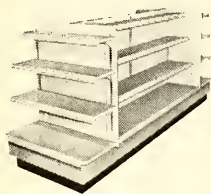
Name _____
Firm Name _____
Street Address _____
City _____ State _____



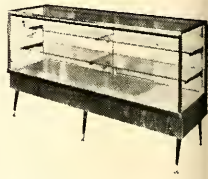
Special Design for increasing Camera and Film sales.



GRANT E. KEY, Inc.
Manufacturers
LYNCHBURG, VIRGINIA



Self-Service Gondolas for most flexible displays.



Modernistic Display for increasing Sales of your finest Cosmetic.



TAR HEEL DIGEST

Bryson City—Bruce Hawkins has been appointed to the State Board of Elections by Governor Sanford.

Spencer—Paul Miller has been named a member of the North Rowan High School and Spencer Elementary School committees. He is president of the Rowan-Davie Pharmaceutical Society.

Sylva—The Sylva Pharmacy has moved next door to a building with double the space utilized in its former location. Mrs. Alex Howard is general manager; Robert Kemp, the pharmacist.

Wilmington—A group of six teenage employees of Lane's Brooklyn Pharmacy have been charged by police with embezzling an estimated \$3,000 in cash from the pharmacy.

Kings Mountain—A brief but severe wind storm ripped out the plate glass windows of the Kings Mountain Pharmacy and the Medical Pharmacy in late May. Both pharmacies suffered extensive water damage.

Rutherfordton—Charles F. Turner has accepted a position with the Rutherford Drug Company. He is a past president of the Cleveland County Pharmaceutical Society.

Thomasville—Tommy Harris and Frank Murr of the Mann stores of Thomasville have been presented certificates for prize-winning ads in The Thomasville Times. The contest was sponsored by the Newspaper Advertising Executives Association of the Carolinas.

Hamlet—F. E. Campbell, Campbell Pharmacy, is quoted in The Hamlet News-Messenger: "Hamlet is going to spread suddenly, like a barrel with the hoops broken out."

Greensboro—William H. (Bill) Barton of Pleasant Garden was one of three successful candidates for membership on the Guilford County Board of Education. Mr. Barton received 8,005 votes; his name will be submitted to the next General Assembly for appointment.

Greensboro—Guest speaker at the pharmaceutical section of the Old North State Society, June 13, was H. C. McAllister of Chapel Hill.

Mount Airy—Square Pharmacy, a familiar landmark at the corner of West Pine and South streets for the past 28 years, will move this summer into new, expanded quarters in the Toast community. Lacy Laucaster is owner of the pharmacy; F. O. Garren the pharmacist.

Hickory—Fred W. Medlin, a graduate of the USC School of Pharmacy and former MSR for Eli Lilly and Company, has joined the pharmacist staff of Medical Center Pharmacy.

Sanford—The Lee Drug Store of Joesboro Heights is expanding. Area that was once occupied by a barber shop is being incorporated into the pharmacy.

Pikeville—Milton Hicks was installed as president of the Pikeville Lions Club on June 12. He is owner-operator of Pikeville Drug Store.

Wilson—Bissette's Drug Store #3, 132 South Goldsboro Street, has been closed. W. Y. Whitley, the pharmacist, has accepted employment in Stantonsburg with Kenneth Edwards.

Winston-Salem—The annual managers' meeting of Eckerd Drug Company of the Carolinas was held at Howard Johnson's Motor Lodge on June 18-19. E. M. O'Heron, Jr., of Charlotte was in charge of the sessions.

For seventy-seven years

- . . . since 1885

SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-third volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Officers Installed by Two Mecklenburg Groups

At a joint meeting of the Mecklenburg Pharmaceutical Society and the Mecklenburg Pharmaceutical Society Woman's Auxiliary, held at the Charlotte City Club on June 25, officers for the year were installed.

The new officers of the Mecklenburg Pharmaceutical Society are Herbert Temple, president; William Proctor, vice president and Mrs. Earl Horner, secretary-treasurer. Charles Norris is the immediate past president.

Mrs. Keith Denny was installed as president of the Auxiliary. Serving with her will be Mrs. P. T. Milliones, vice president; Mrs. Clarence Swearngan, secretary; and Mrs. Perry Hawkins, treasurer. Mrs. Clifford Hemingway is the immediate past president.

The dinner was sponsored by McKesson & Robbins.

DISTINCTIVE



Carry your store's identity by color and personalized copy right into your customers home for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

Representative:

M. C. GRIER

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MONROE, NORTH CAROLINA

★ ★ ★

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

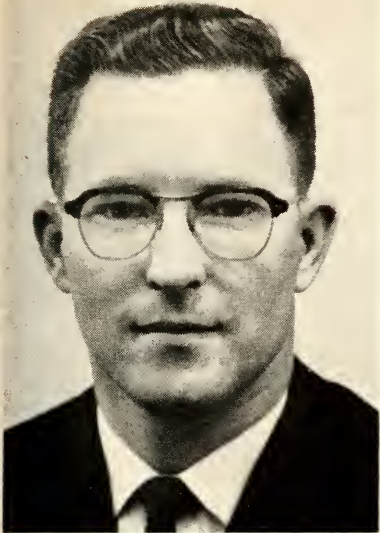
Citizen of the Year

William P. Powell, pharmacist at the Community Medical Center Pharmacy, Mars Hill, has been named "Citizen of the Year" by the Mars Hill Civitan Club.

In presenting the award, Dean R. M. Lee of Mars Hill College cited Mr. Powell's work in organizing and promoting a youth program at the Mars Hill Community Center.

Mr. Powell was valedictorian of the 1950 graduating class of Mills River High School; graduated from the UNC School of Pharmacy in 1954, where he was awarded the Lein and Fink gold medal, and then served two years in the army in Germany.

Since locating in Mars Hill in 1957, he has been president, secretary-treasurer, projects chairman and program chairman of the Civitan Club. He is a Master Mason, charter member, treasurer and chairman of the commission of finance of the Mars Hill Methodist Church.



WILLIAM P. POWELL

WANT THE RED CARPET TREATMENT?**PLAN NOW TO ATTEND****Geer's Holiday Gift Show****"THE FINEST IN DIXIE"**

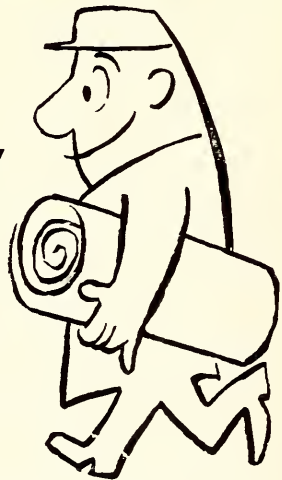
SPARTANBURG MEMORIAL AUDITORIUM

SUNDAY, MONDAY, TUESDAY

AUGUST 5-6-7 1962

HOURS: SUNDAY 10 A. M. to 11 P. M.

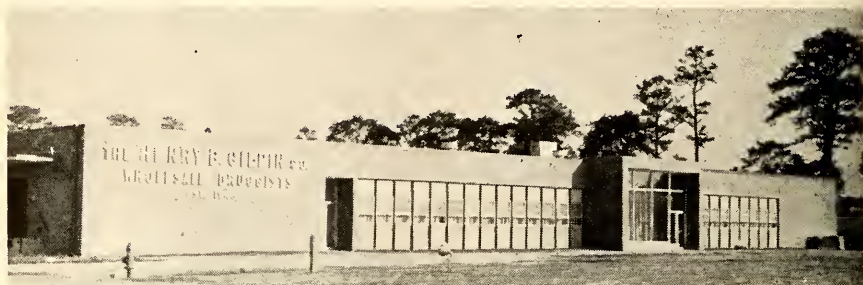
MON & TUES 1 P. M. to 11 P. M.

**THE GEER DRUG CO. SPARTANBURG, S. C.**

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

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CHARLOTTE 1, N. C.

News from the Local-Sectional Societies

The Greensboro Society of Pharmacists

About fifty pharmacists met in Greensboro on June 25 at which time a new pharmaceutical organization—The Greensboro Society of Pharmacists—was organized.

Marion Edmonds was elected president. The by-laws of the Society outline four major objectives, limit membership to pharmacists, and, as a qualification for membership, specifies that the member must comply with the Code of Ethics of the NCPA and the APh.A.

Additional requirements for membership are, in part:

(1) The Pharmacy owned and operated by any applicant, or in which an applicant is employed, must not display either outside, inside, or in the windows of the Pharmacy any advertising materials which detract from the professional appearance of the Pharmacy.

(2) The Pharmacy must not display signs or use literature containing the words "cut rate," or equivalent, nor use any misleading or false statements in their advertisements, nor advertise prices for prescription legend drugs.

(3) There shall be a registered pharmacist on duty at all times the Pharmacy is open for business.

(4) The use of words or phrases such as "fresh," "pure drugs" or "prescriptions compounded exactly as prescribed" in any advertisement is considered unethical and misleading.

Monthly meetings will be held beginning at 10 P.M.

Mecklenburg Pharmaceutical

About 50 members of the Mecklenburg Pharmaceutical Society attended a mid-June meeting in Charlotte at which time Robert Neal Watson of Sanford discussed the new (effective July 1) prescription labeling requirement of the State Board of Pharmacy.

Mr. Watson, a member of the State Board of Pharmacy for the past 14 years, was quoted in The Charlotte News "I predict

all states eventually will follow North Carolina with this regulation."

Cape Fear

Hubert Rogers, Pine Street Drugs, Lumberton, was elected president of the newly organized Cape Fear Pharmaceutical Society at a meeting of the Society in Fayetteville on June 13.

Elected to serve with President Rogers was J. I. Thomas of Dunn, vice president, and Cade Brooks of Fayetteville, secretary-treasurer.

The Society is scheduling quarterly meetings in Fayetteville. Membership will come from a 10-county area adjacent to Cumberland County.

Northeastern

The Northeastern Carolina Pharmaceutical Society met in Williamston on June 13 with Dr. Melvin Chambers of Chapel Hill as guest speaker.

Topic of Dr. Chamber's remarks was the forthcoming program of the UNC Extension Division. The society voted to sponsor a 5-program Drug Symposium at Williamston beginning in October.

Alfred N. Martin, past president of the organization, received a miniature gavel in recognition of his services. Charlie Daught-ridge handled the presentation.

Dixon Elected

Charles T. Dixon, Bobbitt's College Pharmacy, Winston-Salem, has been elected president of the Forsyth Pharmaceutical Society.

Other officers are: William E. Insch of Ciba Products, first vice president; Arthur R. Johnson of Flynn's Drug Store, second vice president; James A. Way, Jr. of Summit Street Pharmacy, third vice president; and J. O. Sizemore, Jr. of MSD, secretary-treasurer.

Guest speaker at the June 21 meeting was Robert Neal Watson, a member of the State Board of Pharmacy.

The Society voted to contribute \$100 to the pharmacy student loan fund of the NCPA.

\$

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make an
extra dollar
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dozen!**



FRUIT-FRESH®—The Ascorbic Acid Mixture that homemakers want for freezing, canning, serving fresh-cut fruits. Backed by extensive promotion to boost your sales.

SPECIAL DISPLAY ALLOWANCE gives you \$1.00 on every box of 12 cans you order. Offer good until June 30, 1962. To collect your dollars, just send proof of purchase



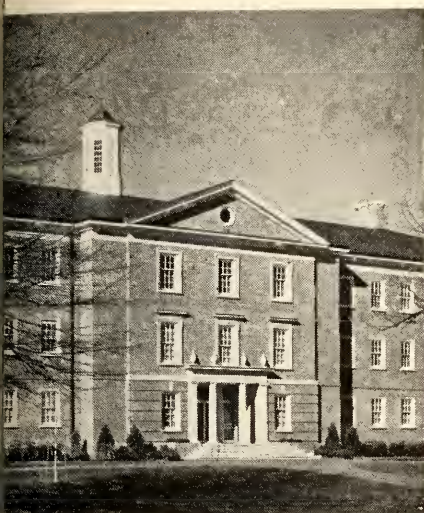
to Consumer Products Division, Merck & Co., Inc., Rahway, N. J.

FRUIT-FRESH DISPLAY CASE (1 DOZ.)

| | |
|---------------------|---------------|
| Your Cost | \$7.92 |
| Selling Price @ 98¢ | \$11.76 |
| YOUR PROFIT | \$3.84 |

**PLUS \$1.00 EXTRA
DISPLAY ALLOWANCE UNTIL JUNE 30**

UNC PHARMACY SCHOOL NOTES



The Bachelor of Science in Pharmacy degree was conferred on 64 students at Commencement on June 4. This was the second largest class to receive this degree at the school of pharmacy; 65 degrees were conferred in June of 1949 when many of the students were veterans who took dispensing and other laboratory courses during the summer. The outdoor exercises in Kenan Stadium were considerably dampened but not terminated by two fairly steady light showers which may have been helpful in solving the need for an indoor coliseum adequate for functions of this type. There was a total of 360 guests for the special Pharmacy Convocation and the Senior Banquet held at the School of Pharmacy earlier in the day. For the first time it was necessary to have the convocation directed in an extra lecture room by a public address system.

At the pharmacy convocation the graduating students repeated in unison the following pharmacist's oath composed by Dr. J. Hampton Hoch, Professor of Pharmacognosy at the School of Pharmacy, Medical College of South Carolina.

"I promise to do all I can to protect and improve the physical and moral well-being of society, holding the health and safety of

my community above other considerations. I shall uphold the laws and standards governing my profession, avoiding all forms of misrepresentation, and I shall safeguard the distribution of medical and potent substances.

"Knowledge gained about patients I shall hold in confidence and never divulge unless compelled to do so by law.

"I shall strive to perfect and enlarge my knowledge the better to contribute to the advancement of pharmacy and the public health.

"I furthermore promise to maintain my honor and credit in all transactions and by my conduct never to bring discredit to myself or my profession, nor to do anything to diminish the trust reposed in my professional brethren.

"May I prosper and live long in favor as I keep and hold to this my oath, but should I violate these sacred promises may the reverse be my lot."

The Class of '62 established a scholarship endowment fund to honor the memory of their classmate Myra Kinlaw who lost her life in an automobile accident shortly before graduation. Each student contributed \$2.00 for the senior gift to place a plaque in the Student Center of the School of Pharmacy and pay for the scholarship in its initial year. Students made pledges for substantial annual contributions to establish the endowment fund to be offered to the North Carolina Pharmaceutical Research Foundation.

Professor George Cocolas and graduate student Wolfgang Passl sang in the Chapel Hill Choral Club when Dvorak's "Requiem" was presented on Sunday night of the commencement week-end.

Five members of the School of Pharmacy were initiated into Sigma Xi, the national honorary research society, this year: Professors Margaret Ann Shaw and Paul J. Wurdack for full membership and graduate students Allen Hirsch, James Lim, and Vilhjalmur Skulason for associate membership.

(Continued on page 31)

THERE'S ONLY ONE!

50

POWDER
PACKAGE

Less than

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PER DOSE



STANBACK IS THE ONLY
HEADACHE POWDER MARKETED
IN THE 50-POWDER PACKAGE



"LIKE SELLING BY THE CARTON
INSTEAD OF BY THE PACK"



Stanback Co., Ltd., Salisbury, N. C.

GREATER VOLUME
for you
MORE PROFIT
per sale.
MORE ECONOMY
for your customer

UNC PHARMACY SCHOOL NOTES

(Continued from page 29)

Deans Brecht and Chambers attended the state-wide conference on health careers sponsored by the North Carolina Health Council at Winston-Salem on May 22. It was pleasing that the key-note address was given by a representative of pharmacy, Mr. George B. Griffenhagen, Director of Communications, American Pharmaceutical Association. His analytical and constructive address was mimeographed and is available from the Council, P. O. Box 10554, Raleigh, N. C. The conference was also attended by W. J. Smith, Secretary of the North Carolina Pharmaceutical Association, and Wade A. Gilliam, President of the North Carolina Pharmaceutical Research Foundation.

The importance of career conferences toward the stimulation of recruitment for careers in the health professions is emphasized by the disappointing fact that, in early June, only 75 students have been admitted for the prepharmacy course in General College beginning in September.

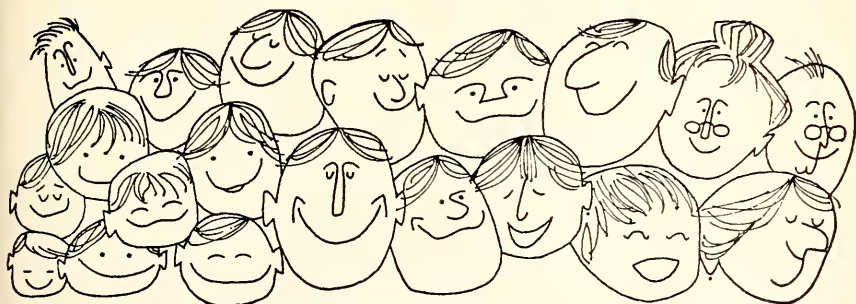
This is approximately 35% less than the 120 prepharmacy students admitted for the preceding year. Prepharmacy students visit the campus during the summer to take placement tests so that preregistration can simplify the enrollment process in September.

The informal fraternity of The Shack honored Dr. Earl T. Brown with a farewell party at Watts Grill on May 25. Norman Cordon served as the toastmaster and brief remarks were made by John Umstead, Representative to the General Assembly and University Trustee, and Dean Brecht.

The faculty-staff farewell party in farewell to Professor Earl T. Brown and Professor and Mrs. Paul J. Wurdack was held in the Student Center on June 12.

Dr. M. A. Chambers, Assistant Dean, led the discussion of forthcoming extension programs in pharmacy at the June meeting of the Northeastern Carolina Pharmaceutical Society held at Williamston on June 13.

The practical examinations of the North Carolina Board of Pharmacy were held in Beard Hall on June 19.



crowd pleasers a la Lance!

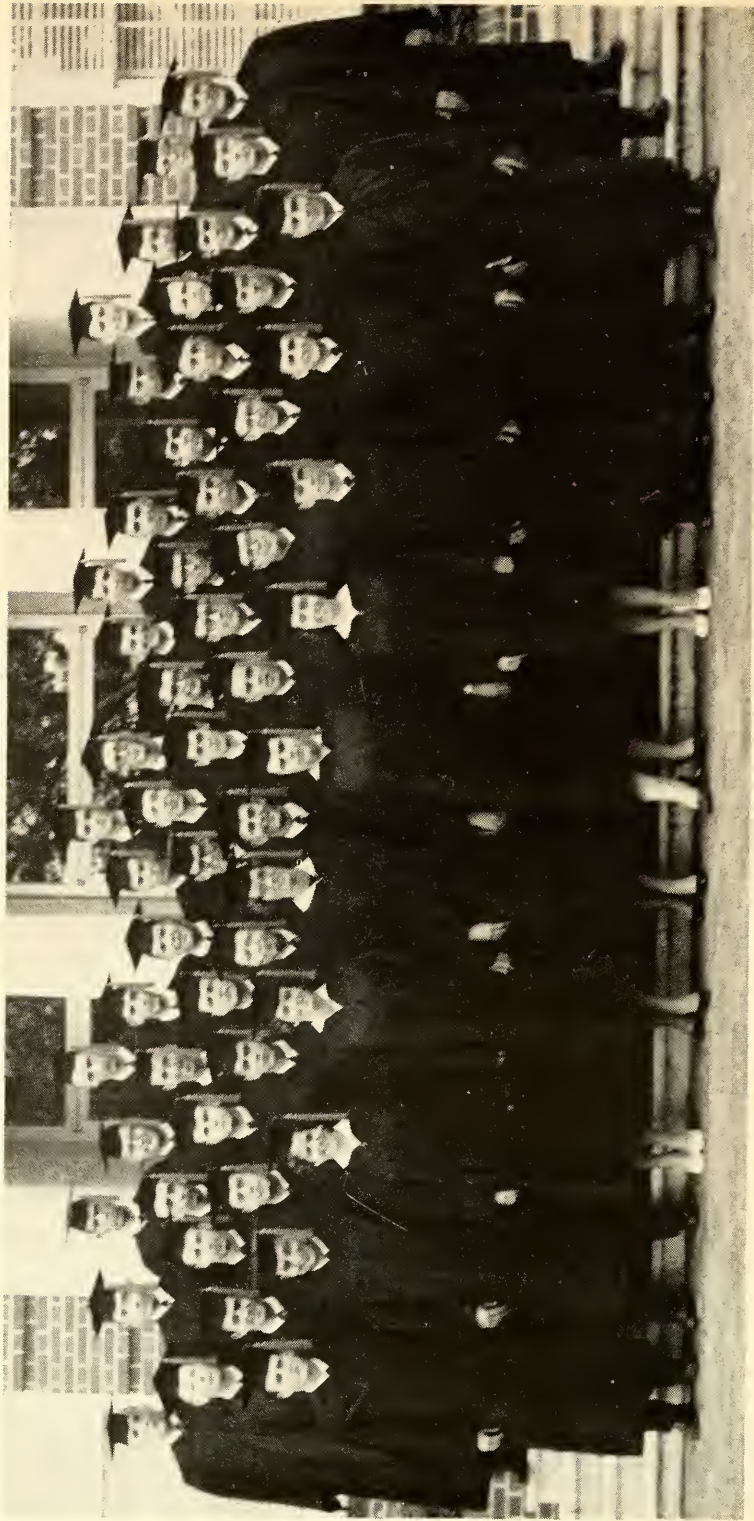


More people prefer and buy tasty Lance snacks than any other brand. And no wonder...

They're always fresh and there's a wide variety to choose from.

Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina



Class of '62, School of Pharmacy, University of North Carolina
Front Entrance of Beard Hall, June 4, 1962

Class of 1962—U. N. C. School of Pharmacy

Sixty-four students graduated with the degree of Bachelor of Science in Pharmacy at the University of North Carolina on June 1, 1962. In the cap and gown picture they were: *first row*: Joseph Claude Miller, Boone; Kader Roy Ramsey, Jr., Jacksonville; Beverly Carol Thompson, Chapel Hill; Margaret Greene Patterson, Roxboro; Martha Ann Wyke, Shelby; Ellen Louise Pike, Concord; Rebecca Harper Elliott, Hendersonville; Gary Von Cloninger, Dallas; Albert Hunter Smith, Fayetteville; Nick Collias, Charlotte.

Second row: Larry Kent Neal, Kannapolis; Burwell Temple, Jr., Kinston; Thomas Bingham Reaves, Fayetteville; James Floyd Deaton, Jr., Liberty; James Haywood Gooch, Jr., Mebane; Thomas Maxwell Eutsler, Marion; Roy Wilson Collette, Jr., Mocksville; James Robert Taylor, Enfield; Lionel Cecil Evans, Roanoke Rapids; Gene Miles Shuford, Lincolnton.

Third row: Joseph David Runnion, Lenoir; Gary Walker McKenzie, Fairmont; James Brooks Davis, Oakboro; George Washington Davis, Jr., Fremont; George Randal Buchanan, Greensboro; Frederick Clifton Chamblee, Carrboro; George Walker Bender, Fayetteville; William Glenn Thames, Hope Mills; William John Weatherly, III, Warsaw; Homer Glenn Hall, Siler City; Francis Eugene Raper, Lucama.

Fourth row: David Randall Lewis, Goldsboro; William Thurston Williams, Wilson; Harry Thomas Murrell, Jr., Albemarle; Richard Buxton Overton, Jr., Raleigh;

William Fred Harriss, High Point; Moody Zebulon Honeycutt, Jr., Drexel; William David Medlin, Durham; Rudy Watkins Barker, Carrboro; Charles Berman Carpenter, Claremont.

Fifth row: James Harold Little, Oakboro; Connie Mac McGee, Charlotte; Gilbert Max Hatley, Oakboro; James Alden Hathcock, Jr., Charlotte; Gary Ray Roberson, Draper; Everette Matthews Dunn, Leaksville; Donald Worth Beaver, Concord; Harry Davis Milam, Sutherlin, Va.; Hayes Earl Hall, Whittier; Larry Buford Good, Mt. Airy.

Sixth row: Gerald Franklin May, Louisville; Gary Lee Yingling, Silver Spring, Md.; Gilbert Clyde Hartis, Jr., Winston-Salem; Jerry Douglas Price, Raleigh; Robert Delano Lilley, Jamesville.

Graduates not present for the photograph were: Robert Harrison Barrett, II, Pinehurst; Emil Lewis Cekada, Durham; James Robert Gibson, Hayesville; Joe David Greeson, Burlington; Hubert Theodore Huggins, Jr., Dallas; Myra Kinlaw (deceased), Lumberton; Fred Morris Moss, Jr., Gastonia; Terry Julian Pickett, Archdale; Robert Joel Roth, Shaker Heights, Ohio.

About the Picture

Due to a photographic error, the '62 Class picture is slightly out of focus. Although the picture is not up to standard, it is reproduced in order to maintain a continuous record of the pharmacy graduates.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

There's

PROFIT

in

Pine State

**MILK
and
ICE
CREAM**

**people like it
and buy it**

Tastes Great . . . It's

Pine State

Lewis Retires

L. Craig Lewis, who has represented F. Lilly and Company in North Carolina for twenty-eight years, will retire June 30.

Lewis was employed September 18, 1934 as a salesman in Winston-Salem. Last year he was transferred to new headquarters at High Point.

Born in Gastonia, Lewis was graduated from Mount Holly High School in 1924 and attended the University of North Carolina. He became registered as a pharmacist in his native state in 1927 and was employed in retail pharmacies in Belmont before joining Lilly.

He is a member of the Forsyth County Pharmaceutical Association and Phi Delta Chi, professional pharmacy fraternity.

Lewis and his wife, Hazel, live at 260 Forest Drive, Winston-Salem. He is the father of two sons, Lee Craig Lewis, Jr., of Fort Hood, Texas, and Carlos Edwin Lewis. His mother, Mrs. L. P. Lewis, lives in Mount Holly.

Spotlight on the Tates

The Cleveland Times of Shelby, June 2 issue, edited by Mrs. Rush Hamrick, Jr., has an interesting feature highlighting the careers of a prominent Cleveland County pharmaceutical family.

R. C. Tate operated Peoples Drug Store of Grover from 1919 to 1952. His two sons, Ellis and Sherwood, are now in Pharmacy ranks.

Ellis Tate, after teaching for several years, enrolled in Pharmacy at the University of South Carolina. He graduated June 1 and is now with a pharmacy in Columbia, South Carolina.

The second son, Sherwood, is a graduate (1958) of the Southern College of Pharmacy and is employed in Shelby by Suttle's Drug Store.

Littlejohn Joins Pfizer

William L. Littlejohn, Jr., a native of Morganton and a graduate of the University of North Carolina, has been appointed a professional service representative for Pfizer. He makes his home in Raleigh, North Carolina.



A daughter, Carol Ann, weighing 8 lbs. 6oz. was born March 4th to Mr. and Mrs. J. Swann of Hickory. . . . Thomas Lee Butler, Jr. was born May 6th to Mr. and Mrs. Butler of Chapel Hill. Mrs. Butler is the former Patricia Page, UNC Pharmacy School graduate, and daughter of Mr. and Mrs. Clarence Page of Henderson. . . . Ben Mobley, Jr. was born May 24th, weighing 7 lbs. 15 oz. to Mr. and Mrs. Mobley of Burlington. . . . Mr. and Mrs. George Harris of Glen Lennox Pharmacy, Chapel Hill are announcing the birth of their fourth child—their first boy, George William Harris, born May 31st. . . . A daughter, Lynn Cecilia, weighing 6 lbs. 1½ oz. was born June 2 to Mr. and Mrs. Thomas M. Keating, Asheville.

Engagements

August 11th has been chosen as the date for the wedding of Miss Mary Lou Williams of Narrows, Virginia, and James Micheal Egbert, pharmacist at Franklin Drug Company of Greensboro. Miss Williams was a fine graduate of Woman's College, Greensboro, and Mr. Egbert is a 1961 graduate of the UNC School of Pharmacy.

Marriages

Sigmon-Sieving

Miss Joanne Vivian Sieving of Newton and Russell Grady Sigmon, Jr. of Conover were married June 8th at the Holy Cross Lutheran Church of Newton. Mrs. Sigmon is associated with the Catawba County Welfare Department, and Mr. Sigmon is with Medical Center Pharmacy, Hickory.

Slaughter-Miller

Thomas Gower Slaughter and Miss Mary Frances Miller, both of Charlotte, were

married June 9th at Mt. Bethel Evangelical and Reformed Church of Blowing Rock. Mrs. Slaughter teaches at Hawthorne Junior High School, Charlotte, and Mr. Slaughter is a pharmacist at Eckerd Drugs, also of Charlotte.

Deaths

R. D. HEIST

Raymond D. Heist, retiree of Parke-Davis & Co. died on June 13, 1962 of a heart attack at his home, 3701 Monument Avenue, Richmond, Virginia.

Mr. Heist was a graduate of the Medical College of Virginia (1913), practiced pharmacy in Cocoa and West Palm Beach, Florida until entering employment of Park, Davis & Co. in 1918. He covered territories in both Eastern and Western North Carolina until his retirement in 1957.

He was a life member of N.C.P.A. Traveling Men's Auxiliary, Sudan Temple, New Bern, N. C., and a member of the St. Pauls Episcopal Church, Richmond, Va.

Survivors are his wife, Evelyn Hamilton Heist, and two nephews, Francis and William Cannon of Emporia, Virginia.

B. M. SALLEY, SR.

Brunson Martin Salley, Sr., 61, of Charlotte died June 12. He was employed by Eckerd drug stores for several years and at the time of his death was associated with McKesson & Robbins.

N. T. TAYLOR

Norwood T. Taylor, 52, Raleigh pharmacist, died June 3 in Rex Hospital.

A graduate of the UNC School of Pharmacy, Mr. Taylor had been associated with Person Street Pharmacy for more than twenty years.

Survivors include his wife; a son, Norwood, Jr.; two brothers and two sisters. Interment was in the family cemetery at Jackson.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

BALANCES—Prescription balances repaired. Contact Phipps & Bird, Inc., P. O. Box 2V, Richmond 5, Virginia. Telephone MI 4-5401.

FOR SALE—Remington's Practice of Pharmacy, 12th Edition. (1961). 1,866 pages. Price \$22.50. Available from NCPA, Box 151, Chapel Hill, N. C.

WANTED—Piedmont drug store in small or medium size town. JDC-7.

PHARMACISTS—Don't be without SWISS OINTMENT; a tried and true medication for all skin irritations. Sold in drug stores only, through your jobber.

Buys Central Drug

Jessie Putman has purchased the Central Drug Store of Bessemer City from the former owner, J. C. Williams.

Mr. Putnam is a native of Kings Mountain and graduated from the School of Pharmacy, University of North Carolina, Class of 1961.

Moves to Candor

Robert Giles has moved the Morven Drug Company from Morven to Candor. Henceforth the pharmacy will operate as the B & B Drug Company.

Salley Employees Aid Attack Victim

Quick work by two employees of Salley's Drug Store, Asheville, was credited with

possibly saving the life of a California visitor on June 30.

A tour bus from California stopped front of the pharmacy and a guide ran into the pharmacy and said a passenger had stopped breathing while suffering an attack. Two employees of the pharmacy—Rola Wells and Don Ward—rushed the victim to hospital, administering oxygen in the meantime from a portable tank carried on the delivery truck of Salley's.

Following a period of hospitalization, the visitor was permitted to continue his bus tour.

Coaker Speaks to Lenoir Rotary

Guest speaker at a recent meeting of the Lenoir Rotary Club was George Coaker of Charlotte, district manager of Eli Lilly and Company. He was introduced by Pharmacist C. O. Huntley.

Car Enters Pharmacy

Faulty brakes resulted in a car smashing into the front entrance of Capps Drug Store, Ahoskie. The car plowed into a unoccupied seating area, stopped just short of the prescription department. Damage to the pharmacy was placed at about \$1500.

Cosmetic School Attended by 92 Cosmeticians

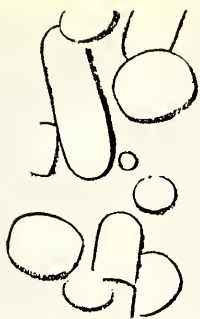
A cosmetic school sponsored by the D. T. C. Smith Company at Grove Park Inn in Asheville, June 20, was attended by 92 cosmeticians from pharmacies of Western N. C. and Eastern Tennessee.

F. Stacy Smith, Norman F. Young and Canie B. Smith were in charge of the school. One of the models appearing during the school was Miss Linda Tennant of Crossnore, a student at the UNC School of Pharmacy.

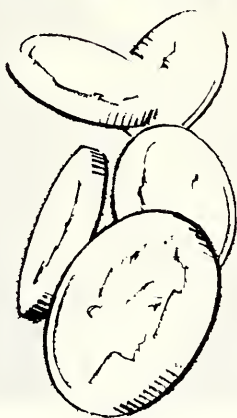
Modeling Underway at Statesville Drug

Extensive remodeling of the front of the Statesville Drug Company is underway according to an announcement by Lyle Davis and Sam Hickman, co-owners.

The building is being painted and a new glass front installed.



FOR PROFIT



Each day your prescription business becomes more important to you . . . and to us. And, to merit your business, we want to remind you of the services that only a full-line, full-service wholesaler can give —

- We feature complete stocks of pharmaceuticals
- We stock all new items
- We furnish full information on new specialties and
- We deliver the product when you need it!

To help you **O**WENS, *Obtain* **M**INOR & *More* **B**ODEKER *business & profits*

1010 Herring Avenue, Wilson, North Carolina



**Showroom Opens
August 1**

**Visit us in Raleigh
and see the 1962
Christmas line.**

Well **BE LOOKING FOR**
YOU!!

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'HANLON-WATSON DRUG COMPANY
WINSTON-SALEM, N. C.

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The Carolina **JOURNAL OF PHARMACY**

Volume XLIII

AUGUST, 1962

Number 8





Summer calls
for **SURFADIL**[®]

(cyclomethycaine and methapyrilene, Lilly)

When your customers are plagued with summertime skin problems, you can turn their frowns to smiles with Lotion Surfadil.

Surfadil is an effective, rapid-acting combination of a soothing anesthetic and a potent antihistamine plus a protective ad-

sorbent. It stops minor pain and itching almost instantly and helps *prevent* further sunburn with its special sunscreen ingredient, titanium dioxide.

Suggest Surfadil to your customers—you'll build friendships as well as sales.

Available in 75-cc. spillproof plastic containers in appealing counter-display cartons of ten bottles.

Put Surfadil (Lotion No. M-64) on your want list now.



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FOR YOUR ATTENDANCE AT OUR
SIXTH ANNUAL GIFT SHOW

**OUR REGULAR HOLIDAY SHOWROOM
WILL OPEN SEPTEMBER 1ST**

Hours: 8:00 A.M. to 5:00 P.M.

Monday through Friday

(Other Hours By Appointment)

FOR COMPLETE HOLIDAY SELLING SELECTIONS,
WE LOOK FORWARD TO YOUR VISITS



JUSTICE DRUG COMPANY

Greensboro, N. C.

64 Years of Service to North Carolina Retail Druggists

BETTER BUY... BIGGER PROFITS

Biggest Sales Increase!

- **STANBACK** is the Only Nationally-Advertised Headache Powder Marketed in a 50-Powder Package.
- Costs Less Than Any Other Nationally-Advertised Headache Powder—Less than 2c Per Dose!
- Gives Your Customers Faster Relief—Because It Is in Fine Powder Form.
- Gives You Greater Volume—and More Profit Per Sale!

NO WONDER that sales of the STANBACK 50-Powder Package are increasing constantly—faster than any other size.

It Pays to
Stock and
Display the

50
POWDER
PACKAGE



Stanback Co., Ltd., Salisbury, N. C.

The House of Friendly Service



Scott Drug Company

Service Wholesalers Since 1891

ANNOUNCING IOQUIN[®] Diiiodohydroxyquin, Abbott

SUSPENSION



A new medical preparation for the treatment of dandruff—afforded 95% control of dry or oily dandruff symptoms in 714 cases studied

What is Ioquin? Ioquin is a non-toxic suspension of 10% w/v diiodohydroxyquin (U.S.P.) in an aqueous base pleasantly scented with lavender. It washes hair clean, as it effectively controls dandruff.

How Effective is Ioquin? In clinical trials, Ioquin produced satisfactory control in more than 95% of 714 patients studied. The patients were about evenly divided between men and women, and patients ranged in age from two months to eighty years.

How Safe is Ioquin? The investigators found Ioquin to be extremely well tolerated . . . even by patients treated regularly over a period of several months. However, some patients may be sensitive to the ingredients in Ioquin. And patients with known iodine sensitivity should use Ioquin with caution.

How do you use Ioquin? Treatment with Ioquin is a simple wash and rinse procedure. Most cases of simple dandruff can be brought

under control in two to three weeks and kept under control with weekly applications (some cases are controlled with even less frequent applications).

What are the Indications? Ioquin is indicated for the treatment of mild or severe seborrheic dermatitis . . . and is equally effective for dry or oily types of seborrhea.

How is Ioquin Supplied? Ioquin is supplied in 115-ml. (4 fl.oz.) green plastic squeeze bottles. Handy for the shower. List No. 6907.

In Summary . . . Ioquin is an effective new preparation for the treatment of common dandruff, including difficult and long-standing cases. It has been shown to be safe and effective in clinical trials. It is a professional product in every sense of the word. It will be detailed to physicians and sold through the drug trade only. For complete details, see your Abbott man, or drop us a line... we'll be happy to send you the literature. 205239



The Carolina JOURNAL OF PHARMACY

August, 1962

VOL. XLIII

No. 8

★

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A Simple, Common Name

During his recent Message on Protecting the Consumer Interest, President Kennedy urged that drugs be given a "simple, common name in order to avoid confusion and to enable the purchaser to buy the quality drugs he actually needs at the lowest competitive price."

From this statement, the consumer might easily assume two things—that no efforts are made at present to give drugs simple, common names in addition to their brand names and that, if this were done, drug prices would be lower. But both of these assumptions would be incorrect.

At present, the common names of drugs are decided by a well-thought-out system in which a number of scientific agencies, both national and international, participate. Every effort is made to find a simple name, but it is absolutely essential that the name adhere to basic principles of scientific nomenclature. If not, the names will be meaningless to the medical profession and to scientists generally.

Usually the common name reflects the chemical make-up of the drug; and since the chemical name is often long and complicated, the common name may have to be far from simple. No one has suggested a way to avoid this difficulty.

Moreover, the use of common names does not assure that a drug will be cheap. For example, the Rhode Island Division of Public Assistance examined 10,000 drug prescriptions for welfare recipients for the purpose of determining the actual savings to the State if drugs were prescribed by their common names instead of their trademark names. It was found that by using common names, a saving of *less than five percent* would have resulted.

Government pressure on the medical profession to prescribe medicines under their common names instead of their brand names is based on the theory that different versions of the same drug, produced by different companies, are of equal quality. *It would be hard to find a more dangerous fallacy.*

This fallacy is based on the theory that the therapeutic performance of a medicine can be predicted solely by carrying out the United States Pharmacopeia assay for determining the drug content. But this is not necessarily so. Almost all pharmaceutical products contain ingredients other than the active drug, and the manufacture of these products involves such steps as mixing, compressing, coating, heating, filtering. Any of these operations, if improperly controlled, may significantly affect the therapeutic

(Concluded on page 34)

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Personality of the Week

The June 28 issue of the Ayden Tribune honored Pharmacist Sherwood MacDonald Edwards of Ayden as "Personality of the Week."

A graduate of the UNC School of Pharmacy, Mr. Edwards worked in Raleigh immediately after graduation, then served in the Navy. He has been associated with his father in the operation of Edwards Pharmacy since 1946.

The paper lists some of Mr. Edwards' activities, which include member of the board of directors of the Ayden Golf and Country Club and the First National Bank; secretary of Ayden Clinic Builders; has served six years on the Ayden School Board and is a director of the Ayden Development Corporation. He has served as secretary of the Ayden Rotary Club since 1948.

Paul Branch Now with Carolina Pharmacy of Boone

Paul E. Branch, a graduate of the University of Tennessee School of Pharmacy, is now associated with J. P. Greene at the Carolina Pharmacy, Boone.

At college, Branch served as president of the A.Ph.A. Student Branch, secretary of Rho Chi and was awarded the Merck scholastic award at graduation.

Mr. Branch is a native of Elizabethton, Tenn. His wife the former Miss Wanda Smith of Banner Elk, is a registered nurse and a graduate of the East Tennessee State School of Nursing.

ABC Chief

John Treadwell, owner of Person Street Pharmacy, Raleigh, and former council member, has been appointed chairman of the Wake County ABC Board.

Rudy Hardy Addresses Club

A gifted speaker in the Charlotte area is Rudy Hardy of Concord, hospital pharmacist. Recently (June 26) he spoke to members of the Concord Business and

Professional Women's Club on the subject "The Relationship of Mental Health and Faith."

Carraway Joins Rx Staff at Windsor Pharmacy

Ernest L. Carraway, Jr., recently discharged from the Air Force, has joined Bill Gurley in Windsor at the Windsor Pharmacy.

Mr. Carraway attended high school at Williamston and is a graduate in pharmacy of the UNC School of Pharmacy. He was licensed as a pharmacist in 1958 and prior to entering military service as a commissioned officer, was employed in Wilmington by the Cape Fear Pharmacy and Peoples Drug Store.

Spotlight on Oscar Smith

Oscar W. Smith of Pilot Mountain was the subject of a 3-col. feature appearing in the July 9th issue of the Winston-Salem Journal.

Smith, owner-operator of Pilot Mountain's Smith Drug Store, is active in all phases of the community life of his town and county (Surry). He attended UNC in 1932-'33 as a self-help student and later (1937) graduated from Southern College of Pharmacy.

Since he is involved in so many activities Smith has learned how to get the most out of boards, committees, etc. "I found out when I was mayor to call on a busy man to get something done. People who aren't busy find too many excuses."

Cover Page

As the photographer (Wallace Patterson of Chapel Hill) prepared to record the presentation of the Mortar & Pestle Plaque to T. J. Ham, Jr. (left) of Yanceyville, one of Tom's friends called for a big smile. Tom was equal to the occasion as the picture indicates. NCPA President John T. Stevenson of Elizabeth City, who presided at the dinner and presented the award, is shown with Mr. Ham.

Board Announces Exam Results

Twenty-four candidates for pharmacy license passed the N. C. Board of Pharmacy examinations given recently in Chapel Hill at the Institute of Pharmacy and at the J. N. C. School of Pharmacy.

Highest grade on the examination was made by Ingrid Beckert Powers of Chapel Hill. Second highest score was made by William Fred Harriss of High Point.

Five pharmacists from other states were registered by reciprocity.

These results were announced by H. C. McAllister, Chapel Hill, Secretary-Treasurer of the Board of Pharmacy.

The twenty-four passing the final examinations for license were: Mimmie B. Barnes, Charlotte; Norwood P. Blanchard, Jacksonville; **Stanley D. Bornmann**, Daytona Beach, Florida; Hugh Cannon Caldwell, Jr., Mooresville;

Walter I. Davis, Raleigh; Everett M. Gunn, Draper; James M. Egbert, Greensboro; Rebecca Harper Elliott, Hendersonville; William S. Farrior, Greensboro; Homer G. Hall, Jr., Siler City; William S. Harmon, Silver Spring, Md.;

William F. Harriss, High Point; James A. Hathcock, Jr., Charlotte; Charles L. Lazarus, Spindale; George D. Matthews, Jr., Greensboro; Gerald F. May, West Jefferson; Harry T. Murrell, Jr., Albemarle; Ellen Louise Pike, Concord;

Ingrid B. Powers, Chapel Hill; Jerry D. Price, Raleigh; Seth M. Smith, Jr., Charlotte; Edward L. Smithwick, Jr., Raleigh; Edward F. Swann, Jr., Hickory; and Frank F. Yarborough, Cary.

The pharmacists from other states who were registered by reciprocity are as follows: Jack Austen Ammons, Maryville, Tenn.; Benjamin John Bubin, Chapel Hill; Mrs. Spurgenia Rutland Burton, Cedar Grove; Joseph Oliver Hicks, Winston-Salem; and George McDonald Jervey, Hendersonville.

By Reciprocity

These pharmacists have been licensed to practice pharmacy in North Carolina by reciprocity from other states:

Linford D. Snead, Charleston, West Virginia (from West Virginia).

James Ronald Beaver, South Norfolk, Va. (from Virginia).

Cannon Foster Page, Jacksonville, Florida (from Alabama).

Paul Elmer Branch, Carolina Pharmacy, Boone (from Tennessee).

Paul Whiteside Razor, Jr., 105 West First Avenue, Easley, South Carolina (from South Carolina).

Ira Rosenberg 4th TAC Hospital, Seymour Johnson Air Force Base, Goldsboro (from Virginia).

William Ray Rogers, 8 Moss Hill N. W., Gainesville, Georgia (from Georgia).

Change in Name

Register Drug Store, Clinton, North Carolina has a new operating name—Dawkins & Matthews Drug Store.

Tate Named Member of General Assembly

Earl H. Tate, Lenoir pharmacist, has been named Caldwell County's new member of The General Assembly.

Mr. Tate, mayor of Lenoir for 24 years, was named by the County Democratic Executive Committee to fill the unexpired term of Rep. Danny M. Courtney, who is moving out of the county.

The committee also named Mr. Tate as the party's candidate for the office in the November general election.

Tate is immediate past potentate of Oasis Temple of the Shrine and a past president of the North Carolina League of Municipalities. He is a past president of the Lenoir Chamber of Commerce, is now serving as a director of the Lenoir Merchants Association and recently was elected a vice president of the N. C. Pharmaceutical Association (to be installed on May 14, 1963).



Thomas J. Ham, Jr. (left), North Carolina's Pharmacist of the Year is shown with Glenn B. Udike, Sr., Virginia's Pharmacist of the Year. Operating pharmacies in different states but within 12 miles, the two pharmacists have been friends for years and maintain a close professional working relationship. The Virginia Award is a major convention event; North Carolina takes its award ceremony to the recipient's hometown.



Pharmacists of the Year present at the July 25 dinner honoring T. J. Ham, Jr. (Left to right) W. L. West (1959), Wade A. Gilliam (1956), Roger A. McDuffie (1960), E. C. Daniel (1951), Kelly E. Bennett (1954), W. B. Gurley (1958), T. J. Ham, Jr. (1962) and J. C. Jackson (1961).



rogram Participants—(left to right) J. C. Jackson, Pharmacist Member of the State Board of Health; S. M. Bason, President of the Bank of Yanceyville; Mr. Ham; Erwin D. Stephens, Editor of the Caswell Messenger; NCPA President John T. Stevenson; and Dr. Houston L. Gwynn, local physician.

T. J. Ham, Jr. Honored as Pharmacist of the Year

"Tom Ham has been good for Yanceyville; Yanceyville has been good to Tom Ham."

Thus was characterized North Carolina's 1962 "Pharmacist of the Year" by one of the speakers appearing on the July 25 Mortar & Pestle Award Dinner program, held in Yanceyville.

During a three hour dinner-award session, our speakers (pictured above) highlighted Mr. Ham's career from the time he established the Yanceyville Pharmacy in 1922 until mid-'62. The speaker's remarks were entered on the purpose for which the Mortar & Pestle Award" was established—presented annually by the NCPA "in recognition of meritorious achievements in research and scientific contributions to the advancement of public health and welfare; notable aid to the progress of the educa-

tional, civic and business life of his community; and for distinctive organizational activity enabling pharmacists to extend the scope of their professional training."

Much of the program was along serious lines but here and there one of the speakers injected a bit of humor. Notably was the story by Erwin D. Stephens, editor of The Caswell Messenger, which involved Mr. Ham and a chicken snake that temporarily took exclusive charge of his prescription department.

Mr. Ham is a native of Richmond, Virginia and a graduate of the John Marshall High School of that city. He attended the University of Richmond and the Medical College of Virginia (Ph.G.). After two years of practice as a pharmacist in Vir-

(Concluded on page 36)

WHO PUT THE **ALL** IN FALL PROFITS?

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FALL PROMOTION IN

The Saturday Evening

POST

October 20, 1962

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Handling That Good Employee Who Needs Correction

By ERNEST W. FAIR

"When I have a man working in my pharmacy whose further presence is anything but desired it's an easy matter to handle . . . just give him his walking papers," a pharmacist told us the other day, "but when I have a really good man who just needs a little straightening out . . . that's a different proposition altogether."

Most of us have such people on our staff right now . . . employees who are too good to lose but still cannot be permitted to continue with their present working methods. How to get the job done without risking loss of the individual or impairing his or her future efficiency is therefore a problem.

Here, in paragraphs to follow, are some of the steps being used in solution of this problem by a number of pharmacists today. They offer any reader one or more techniques usable in his own pharmacy.

"Show him how the suggested steps can improve his chances for promotion." This step is particularly applicable with the ambitious individual definitely interested in improving his position in the world.

Directing the specific correctional steps in his work procedures which one desires into discussion with this theme as the main point can be artfully done by any pharmacist. Making certain that the specific impression that his chances for advancement within the pharmacy depend on such corrections will often find no further suggestions will be needed.

"Use informality in all your suggestions and do it privately." In most cases these particular employees are sensitive to any correction given them before their fellow workers and they usually mistrust over formality. The more we can combine both the above points into specific handling of each case the easier it will always be to put over our point.

"Make certain each individual understands every detail of the problem—therein may lie the real fault." Too often we lay out work programs in a general way, tend to

skip over specific detail concerning assignments . . . and it is often these very specific detail that each individual needs most to do his or her job right. Where correctional situations have been developing in large numbers this may very well be the basic problem.

"Competition set up against another employee he or she admires can often automatically secure correction of working faults." This is particularly applicable where such individuals are working closely together in a given job. A little careful observation by the pharmacist of attitudes between employees can point up such a situation without trouble.

"Point it out as a common problem at a staff meeting and imply several on the staff are 'guilty.'" Where it is obvious that individual correction may not get the job done this is often good procedure. All of us tend to exercise a little self examination when such challenges are hurled at the group wherein we are present.

This is particularly true of the worthwhile employee with whom we are concerned. He or she tends to do much more self examination than the run-of-the-mill type.

"Look for possible dissatisfaction with the detail work he or she has been doing." This occurs very often. Such detail work must be done, however, and the pharmacist's problem is to either try to lessen it for each such particular work assignment or devise ways and means of attaining the work goal without so much detail. It is very often possible to follow the latter procedure. In many cases such employees may be letting this detail work get the best of them by the wrong attitude toward it.

"Recheck the individual's background and qualifications . . . he or she may feel they are doing something beneath their talents." When one makes such a check up it will often be surprising how frequently this will turn up. Since it is chiefly an attitude of mind the management job is to change the

(Concluded on page 13)

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DURHAM, NORTH CAROLINA

HANDLING THAT GOOD EMPLOYEE

(Continued from page 11)

employee's viewpoint; show him or her that the bothersome work detail requires such talents as he or she does possess.

"I wonder if you would go about that in this way to make it easier on the others here—." This approach, as used by one particular pharmacy owner, has solved the problem for him many times over the past years. He finds the better type of employee always concerned with working as a team with fellow individuals; not as a solo. If he or she can be given the idea that what they have been doing passes an extra load onto others self-correction will follow in almost every case.

"Divide the assignment into sections which can be adapted one at a time into daily routine." With many people their work efficiency rises to great degree when approached in this manner as opposed to where they are given nothing but "the big picture" in a work assignment. It is also much easier to discover and correct such faults in work routines when these same routines are broken down into basic components and the problems attacked in each segment. Add to this the fact that it is always easier for any of us to grasp one detail at a time rather than a dozen at once and this procedure becomes even more adaptable to a wide diversity of problems.

"Present it as a problem you previously have not made plain even though you know in your own mind that you have." This employment of a subtle approach (and passing the blame onto oneself) can often secure response where nothing else will. It's an old routine but personnel men tell us it was never before used more successfully in business than it is being used today.

"Check closely the individual with which he or she has been working—a change may give him or her the example needed to do a better job." Even the best of us are influenced in small or large measure by those with whom we work every day. This is

particularly true if such association has been going on for many months. Time after time we will find that changing such associates can bring about marked work productivity in not only one but both individuals involved.

"There's always a chance personal problems can be the main cause. This will take delicate handling but will be well worthwhile if he or she happens to be one of our top employees." It's never easy to delve into the personal affairs of our employees and some times dangerous business but where it is obvious that something outside lies at the bottom of the trouble the pharmacist has little choice but to take this step.

"Approach the faltering employee through an associate he or she particularly trusts." In many cases, it is found, more effective corrective steps on a work problem can be handled by a fellow employee than by "the boss." In order to avoid possible dissension through such an approach it is wisest procedure to approach this latter employee with the problem as being one of both his and the other fellow's responsibility. Employing such a team approach will have less chance of repercussion than the other obvious procedure.

"Secure correction of the work problem by example before his or her eyes." There are many of us who get a point much quicker when something is demonstrated to us than when explained orally. If such an individual is involved this is always the most satisfactory approach toward handling the problem.

"Presage it with compliments on the good work he or she has been doing in other areas of the job." This is a form of sugar coating but it works with all of us . . . bitter pills are always much easier to swallow when sugar coated.

Get tough? No, never—if he or she is the type of individual who needs the get tough method of approach the chances are that man or woman is definitely not the type we want on our staff in the long run.

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Combined Medical-Pharmacy Meeting

As part of the scientific program of its annual convention, the American College of Apothecaries will join with members of the American Academy of General Practice in attending the Sixth Annual Symposium of Infectious Diseases sponsored by the Academy of General Practice and the University of Kansas School of Medicine.

In announcing this combined session, ACA President Wilkins Harden of Columbia South Carolina, indicated that it is his understanding that "this is the first time that a national medical society and a national pharmaceutical association have joined in such a combined scientific program."

All pharmacists are invited to attend the ACA Convention, whose formal program will start on September 11. Headquarters hotel will be the Hotel Muehleback and registration information may be obtained by writing the American College of Apothecaries Hamilton Court Hotel, 39th and Chestnut Street, Philadelphia 4, Penna.

Madison Drug Enlarged

To celebrate the completion of extensive remodeling of their pharmacy, Madison Drug Company, Madison, Manager Carlyle Hughes and Pharmacist Clayburn Hawkins held open-house during one July week period.

One of the major features of the remodeling program included taking over space in an adjoining building to provide additional sales area.

Madison Drug Company was established in 1914; was incorporated in 1933 and has been managed by Carlyle Hughes since 1946.

Mr. Hawkins, a '52 graduate of the UNC School of Pharmacy, has been with the pharmacy for the past eight years.

Now Reduced

A Raleigh bookstore displayed this sign in a show window: "You Can Make Money in the Stock Market"—Originally \$5.00 Now Reduced to \$1.98."



ictured above are, left to right, G. G. Buchanan and his Son, George R., of Greensboro, and Gilbert Hartis, Jr. and his Father of Winston-Salem. Here we have a unique situation: (1) Both Mr. Buchanan and Mr. Hartis are Parke, Davis MSR's; (2) They work in adjoining territories; (3) their sons graduated from the UNC School of Pharmacy, with MS in Pharmacy on same day—June 4. Of all the Hundreds of P-D MSR's, this situation is probably a First in the Nation.

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What is a Drug Worth?

Editorial, July 19, 1962 issue of The Kannapolis Daily Independent

What is a prescription drug worth—a drug which may save your life, restore you to health, or prevent a prolonged illness during which your earning power might be fully stopped?

No one can answer such a question with mathematical accuracy. And no layman has the knowledge that would enable him to make statistical breakdowns that show the cost of finding, developing, producing and distributing drugs.

But there are answers—important and powerful answers. For instance, a mid-western businessman recently wrote a letter to a senator who has been most critical of the pharmaceutical industry. In it he said: "On October 29, 1961 my wife was taken seriously ill—a gangrenous blocked intestine.

I don't know whether the \$82 worth of drugs she received cost 82 cents or \$8,200 to produce, and I couldn't care less. The profits which the drug companies made financed the necessary research to develop drugs and equipment which saved my wife's life. I am getting fed up with the attitude . . . that profits are criminal, sinful and should be eliminated. I hope that neither you nor I have our life span cut short by the lack of a drug which was not developed."

Drug research is costly—in money, time, energy, often disappointment. The risks of failure are inevitably great. The financially successful discoveries must carry the load of the failures. Otherwise, progress must end—and an appalling human waste must follow.

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Elmore Installed

Oscar A. Elmore, Cromley's Pharmacy, Raleigh, has been installed as president of the Wake County Pharmaceutical Society for the coming year.

Other officers are: Forrest Matthews, president-elect; Hugh Hinston, vice president; Miss Evelyn Williford, secretary; Bill Brannon, treasurer; and H. G. Priece, member of the executive committee.

Attend Leadership Workshop

The July Leadership Workshop conducted at Chapel Hill by the N. C. Council of Women's Organization, was attended by four members of the NCPA Woman's Auxiliary: Mrs. John T. Stevenson, Elizabeth City, President; Mrs. D. D. Claytor, Greensboro, First Vice-President; Mrs. James R. Casteel and Mrs. B. W. Spencer, Jr., Durham.

Classes were offered in Leadership Skills, Parliamentary Procedure, Public Speaking, World Affairs, etc. The Workshop concluded with a luncheon at the Carolina Inn, July 19th, which was also attended by Mrs. W. J. Smith of Chapel Hill.

Rowan-Davie Auxiliary

Mrs. John H. Brown was installed president of the Rowan-Davie Auxiliary at their last meeting of the year. Mrs. Paul Miller, outgoing president, installed Mrs. Brown and the following new officers: Vice-President Mrs. Justin Uffinger; Secretary, Mrs. Harold Kenerly; Treasurer, Mrs. R. A. Kiser; Historian and Yearbook, Mrs. John Upehureh.

Mrs. Brown led the devotions and Mrs. Upehureh presented to Mrs. Miller a token gift of silver as appreciation for her services as president.

Mrs. Brown named the following chairmen of committees: Devotions, Mrs. Edward Reynolds; Hostesses, Mrs. D. A. Thompson; Membership, Mrs. E. R. Fuller; Telephone and Hospitality, Mrs. Frank Carrigan and Mrs. Thomas E. Camp.

Following the luncheon, the group toured Lewis' Antique Shop at Spencer.

Mrs. Kiser won the draw prize. Hostesses were Mrs. J. F. Carrigan, Mrs. Fuller, and Mrs. Upehureh.

N. C. Leader in Botanical Drugs

Plants for food. Plants for fiber. Plants or beauty. Plants for shelter. North Carolina grows some of them all.

But what about plants for drugs? Here gain the Tar Heel State is well represented.

In fact, North Carolina has been—and still is—one of the more important sources of crude botanical drugs, or "botanicals." "Most of the drug plants are available in abundance in their native habitats," says Dr. James W. Hardin, associate professor of botany at North Carolina State College.

While collecting these plants helps provide a livelihood for many "pickers," Dr. Hardin is convinced that "it is the pickers who are scarce, not the plants."

One reference has listed over 1,400 past and present medicinal plants in North Carolina. Relatively few are marketable, however; and the annual commercial demand of some of these may range from a few grams to several tons.

Dr. Hardin says profits from collecting and cultivating these crude drug plants are often exaggerated. "On the other hand," he adds, "picking these botanicals can be quite profitable."

"It is true," he continued, "that the market for some drug plants can be flooded by a few hundred pounds. But in the case of Cotton Root bark, Deertongue or some others, the picker can sell—at a good price—as much as he can collect."

To help present and prospective pickers, Hardin has prepared a bulletin titled "North Carolina Drugs Plants of Commercial Value."

In the bulletin he points out some of the opportunities as well as the cautions that pickers should keep in mind. Advice is given on identification, collecting, cleaning, drying, packing and marketing.

Free copies of the bulletin may be obtained from county agricultural agents or by writing to the Department of Agricultural Information at State College, Raleigh.

Dr. Hardin also says that pickers can get information from buyers of the drug plants, which he lists as Bear & Weiss, Crude

Botanical Drugs, Wilmington; Blue Ridge Drug Co., West Jefferson; Greer Drug and Chemical Corp., Lenoir; S. B. Penick & Co., Asheville; Todd Herb Co., West Jefferson; and Wilcox Drug Co., Boone.

While he does not rule out commercial cultivation of drug plants, Dr. Hardin advises prospective growers to start such enterprises only after studying the situation carefully.

"Plants collected in their natural habitats are often of better marketable quality than those cultivated as a crop." He says. "Also, it is often true that the market demand can be satisfied by the collection of native plants."

Dr. Hardin makes a strong plea for pickers to think about the future when removing plants. Follow modern methods of conservation he advises, to insure a continued crop year after year.

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Dedicated Pharmacists Over 60 Years Ago Created An Insurance Company to Answer Pharmacist's Needs

It was during 1902, 1903 and 1904, that the druggists of America were up in arms in protest against the treatment accorded them by most fire insurance companies. There was a definite feeling that fire insurance rates on drug stores were much too high and many druggists had suffered bitter and disappointing experiences arising out of the adjustment of fire losses which had occurred in their drug store.

This matter had been brought to the attention of several pharmaceutical and drug associations. In particular, at the Annual Convention of the National Association of Retail Druggists in 1904, held in St. Louis, there was a considerable amount of time devoted to the problem.

As a result of the discussion at that time, a committee was appointed to investigate the matter and to determine whether the retail druggists of America should possibly form an insurance company of their own, to augment, and possibly finance the National Association of Retail Druggists.

At the 1905 convention this committee reported their findings and indicated that in their opinion, such a venture would be worth-while. However, after consideration and discussion, the Convention turned down the suggestion as made by the committee. Thereafter, several of the gentlemen active on the committee, who had investigated the matter at some length, were of the opinion that such a venture could be worth-while and would certainly serve the drug trade in a most useful manner.

As a result of the investigation made by the committee and the interest stirred in the minds and hearts of the gentlemen composing that committee, steps were taken to organize a fire insurance company to serve the druggists and to be owned by the drug trade of the country.

Organization was started and a corporation was formed in Cincinnati, Ohio, that being the home of one of the leaders of the group, Mr. Frank H. Freericks, a druggist and lawyer, with offices and a retail drug store in Cincinnati. Authority to do business in Ohio was arranged and stock was

sold to the druggists of the country, although the actual selling of that stock and the raising of the necessary capital was truly a difficult problem at the time. However, the corporation progressed and was authorized for business in 1906 and actually, wrote its first policy in 1907.

The Company first operated in Ohio, but slowly and gradually spread through other states of the country. Its practice was to write a very modest policy, covering only on the stock of merchandise of retail drug stores. It made a cost saving to its druggists policy holders from the very beginning by reducing the established rates then charged for fire insurance by other capital stock insurance companies. It also provided, and still provides, a loss adjustment service designed for the benefit of druggists.

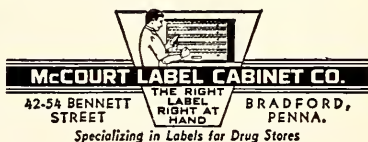
As the Company grew and as its assets increased to the point that such would be safe and conservative, the size of the policy which the Company would provide was increased

(Continued on page 23)

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GRANT E. KEY, INC.

Manufacturers

LYNCHBURG, VIRGINIA

DEDICATED PHARMACISTS

and the Company expanded into other states, until at the present time, it is operating and doing business in 39 states of the country. Originally, only fire insurance was provided. Then, damage by lightning was added, followed by wind damage. Other coverages and perils were provided from time to time and expansion was arranged, so as to insure drug store fixtures and later, even drug store buildings. Of course, at the present time full lines of insurance are provided to the retailer, not only for his store but also on his home and other properties. The original company name, The American Druggists' Fire Insurance Company, was changed by dropping the word "Fire" at the time that casualty insurance lines were added.

At the present time, the Company will write a policy of adequate amount, insofar as the value of the normal retail drug store is concerned. The Company has always been owned and controlled by retail druggists and now has approximately one thousand stockholders, practically all of whom are connected with the drug trade, in one way or another. It is represented by independent agents in the 39 states and does render and extend a service to the drug trade of those states, which no other company can equal. Certainly no other company so successfully serves the retail drug trade throughout the country. While there are other druggists' insurance companies who operate in smaller sections of the country, only the American Druggists' Insurance Company is specializing in providing insurance service to the entire drug trade throughout the nation, from coast to coast.

When liability and casualty lines were undertaken in 1956, the coverage line was complete. It is, thus, only natural, that the Company has come to be the leading insurer of druggists, in providing them with full protection, including malpractice coverage, which protects against claims made when it is suggested that an error has been made in the filling of a prescription or in the operation of their store.

The Company has now reached a financial stability which has made it one of the strongest insurance companies in the country.

Thus, from a very modest beginning and from the original plan of writing insurance only in the amount of \$1,000.00 or so, on the stock of a retail drug store, the company has grown to now provide insurance on most of the worth-while drug stores of the country and will write practically all needed insurance coverage. Its assets now exceed \$4,000,000.00 and the saving it has made to policyholders throughout its history, approximately \$5,000,000.00, all of which has been saved by the retail drug trade in the cost of insurance.

The Company is at the service of everyone connected with the drug trade and can provide excellent insurance facilities.

Thus, the aims, hopes and dreams of those dedicated pharmacists of almost sixty years ago, have been carried to fulfillment and will continue to benefit the drug trade of the country. They worked hard and provided well, to create "the druggists own insurance company," a wonderful demonstration of what can be accomplished by a determined and cooperative effort by druggists, to correct a situation and solve a problem then needing attention.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

**A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists**

We Appreciate Your Business

LOOK

Oct. 23, 1962



**NUNNALLY'S KICKS OFF FALL 1962
WITH A SALES PROMOTION PLAN FOR YOU**



Illuminated Shadow Box Displays in Full Color



Look Reprints in Full Tempting Color

LOOK FOR THE TIE-IN PROMOTION THAT MAKES YOU NUNNALLY'S HEADQUARTERS

For Your Windows and Counters
For New Depth in Appeal
LOOK FOR YOUR NUNNALLY'S REPRESENTATIVE

Nunnally's
THE CANDY OF THE SOUTH

Theoretical Town of 1,000 People

If all the people of the world could be reduced proportionately into a theoretical town of 1,000 people, the picture would look something like this:

In this town, there would be 60 Americans, the remainder of the world would be represented by 940 persons. This is the proportion of the United States to the population of the world 60 to 940.

The 60 Americans would have half the income of the entire town, with the other 940 dividing the other half.

About 330 people in the town would be classified as Christians; 670 would not. At least 80 townspeople would be practicing Communists, and 370 others would be under Communist domination. White people would total 303, with 697 non-white.

The 60 Americans would have an average life expectancy of 70 years, the other 940 less than 40 years on the average. The 60 Americans would have an average of 15 times as many possessions per person as all the rest of the people. The Americans would produce 16% of the town's total food supply. Although they eat 72% above the maximum food requirements, they would either eat most of what they grew, or store it for their own future use at enormous cost.

Since most of the 940 non-Americans in the town would be hungry most of the time, it could lead to some ill feeling toward the 60 Americans who would appear to be enormously rich and fed to the point of sheer disbelief by the great majority of the townspeople. The Americans would also have a disproportionate share of electric power, coal, fuel, steel and general equipment.

The 60 Americans and about 200 others representing Western Europe, and a few favored classes in other areas in South America, South Africa, Australia, and a few wealthy Japanese, would be relatively well off. But the majority of the 1,000 people would be ignorant, poor, hungry, and sick. Of the 630 non-Americans, 300 would have malaria, 85 would have shisto-

somiasis, 3 would have leprosy. Forty-five will die from malaria, cholera, typhus and other infections. One hundred and fifty-six will die from starvation and malnutrition. None of the 60 Americans will ever get these diseases or probably ever be worried about them.

The 60 Americans would each be spending at least \$87 per year on liquor and tobacco but less than \$20 for the drugs needed for the finest medical care in the world—and would be loudly claiming that medicines cost too much!

Many of the 60 Americans wouldn't even have brains enough to be thankful for the privilege of being Americans. Quite often a few would pass up an education even though hundreds of others in town would give anything to obtain it.



fair-weather friend

Spring and Summer are the seasons for sore muscles... and Soltice is the modern Quick Rub that's great for sore muscles.

That's why Soltice keeps on selling when the weather turns fair.

THE CHATTANOOGA MEDICINE CO.
CHATTANOOGA 9, TENNESSEE

DISTINCTIVE

Carry your
store's identity by color and
personalized copy right into your customers
home..... for the life of the Prescription.

Another plus value of the modern paper
box with its clean fresh label.

Representative:

M. C. GRIER

1110 ANN ST. AT. 3-3847
MONROE, NORTH CAROLINA

★ ★ ★

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Pharmacy Manager

Everett M. Dunn is now associated with the Draper Pharmacy of Draper as manager.

When the new Joe Chandler Pharmacy opened in the Medical-Dental-Pharmacy Building on Highway 14, Mr. Dunn will divide his time between the new pharmacy and the one where he is presently located.

Leslie Julian Buys Missildine's

The 64 year-old Missildine Pharmacy in Tryon has been bought by Pharmacist Leslie Julian, owner of the Tryon Pharmacy. The sale became effective on August 1.

Scheduled to retire shortly is J. C. "Coke" Foster, a pharmacist in the employ of Missildine's since 1936.

Mr. Julian is a native of Morristown, Tennessee and a graduate in pharmacy of the University of Tennessee. Prior to locating in Tryon, first as an employee of Owen Pharmacy and later as owner of the Tryon Pharmacy, he operated a pharmacy in Newland, N. C.

STROTHER DRUG COMPANY

of Richmond, Inc.
3700 Saunders Avenue
POWERS-TAYLOR DRUG CO.
Richmond, Va.

WHOLESALE DRUGGISTS

Full Line
Full Service

Member of
Druggists Service Co.
National Wholesale
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For Best Service Call Us
Collect
353-2771

After Hours Call
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Reaco B-Complex with C. Tablets
\$20.00 Doz. 100s
Reaco A & D Capsules \$10.00 Doz. 100s
A. E. P. Tablets \$24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets
\$2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets
\$4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
\$7.50 per 100
Reavita Capsules \$34.80 Doz. 100s
\$28.00 per 1000
Neo-Reavita \$36.00 Doz. 100s

Your cooperation in stocking
Reaco Products is appreciated

REACO PRODUCTS

P. O. Box 2747
West Durham, North Carolina



TAR HEEL DIGEST

Wilmington—Fire originating in an adjoining building did extensive smoke damage to Walgreen's Drug Store in mid-July. Included in the damaged property was an air conditioner on top of Walgreen's.

Sanford—Mann's Drug Store will establish an 8,000 square foot store on the corner of Wicker and Vance Streets. Harvey Greeson is the manager.

Lenoir—Al Moir, Eli Lilly MSR, was guest speaker at the July 16 meeting of the Lenoir Optimist Club. He was presented by Jim Bennick of the Lenoir Drug Company.

Greensboro—The Greensboro Historical Museum will mark O. Henry's 100th birthday with the dedication Sept. 11 of a replica of his uncle's drug store in which the short story writer worked as a young man.

Durham—More than \$2,000 in cash was stolen from Eckerd's Forest Hills Drug Store on the night of July 29. Entry was by way of the roof where the thieves sawed and punched a hole.

Asheville—CIBA MSR Lawrence D. Ford was guest speaker at the July 19 meeting of the Biltmore Lions Club.

Clayton—Due to inability to attend meetings, C. H. Beddingfield has resigned as a member of the Johnston County Board of Health. He has been a member of the Board since August, 1946.

New Bern—An out-of-state tourist, enroute to Florida, stopped in Clark's Drug Store to make a long distance call. A wallet containing \$1,800 in cash, left in the

telephone booth, was found and later returned to the tourist.

Reidsville—Urbana Soler, a graduate of the UNC School of Pharmacy and for many years operator of a pharmacy in Cuba, was guest speaker at a recent meeting of the Reidsville Pilot Club. Mr. Soler, now an employee of the Mann drug stores, left Cuba about two years ago after having his property confiscated by the Castro Government.

Jacksonville—W. L. Ketchum, founder and owner of Ketchum Drug Company, is celebrating his 49th year of business.

Asheville—Harold E. Roper has returned to Florida. He is now associated with the Medical Arts Pharmacy of Melbourne.

Albemarle—While Brown Phillips was hospitalized in Charlotte, Jim Mitchener of Concord and G. E. Andes of Wadesboro came in on an emergency basis to take care of the pharmacy's prescription service.

Charlotte—R. M. Styles attended a 4-day conference for sales executives of Parke-Davis at White Sulphur Springs, West Virginia, on July 25-28.

Asheville—J. C. McGee, Sr. of Lord's Drug Store was a patient at Duke Hospital, Durham, in late July.

Asheboro—Cards have been mailed announcing the removal of Reaves Pharmacy to 1717 North Fayetteville Street and a name change to "Car Drugs." The pharmacy is owned by Charles A. Reaves.

Greenville—Mrs. Brooks Beddingfield, wife of Pharmacist Brooks Beddingfield, has been nominated for the post as president of the Democratic Women of Pitt County.

North Wilkesboro—William T. Boyd, formerly of Dobson, has accepted a position with Horton's Drug Store.

Hildebran—Narcotics valued at \$300 were stolen from Brandon's Pharmacy on the night of July 27. Entry was by way of a skylight on the roof.

Gastonia—George Templeton, Smith Drug pharmacist for the past ten years, has resigned. He is moving to Greensboro where he will be associated with the White Oak Drug Store.

There's



in



**MILK
and
ICE
CREAM**

**people like it
and buy it**

Tastes Great . . . It's



"One-Stop" Store for High Point

Plans for construction of a 75,000 square foot "one-stop store" in High Point have been announced by National Food Store and Rose's Stores Inc.

The store, estimated to cost \$2 million including land, will be identified as "H & R" for George E. Hutchens, chairman of board National Food, and T. B. Rose, Jr., president of Rose's.

The unit will be composed of a super market, a delicatessen, a variety, junior department, general merchandise store, and a pharmacy.

More than 100 persons are expected to be employed. Plans call for a parking lot to take care of 1100 cars.

McKeithan Opens Pharmacy in Laurinburg

Family Pharmacy, Laurinburg, owned by Pharmacist Herb McKeithan, was formally opened to the public on July 13-14. A drive-in prescription window is featured.

A native of Raeford and a graduate in pharmacy of the UNC School of Pharmacy, Mr. McKeithan has made his home in Laurinburg for a number of years. He was associated with the Legion Drug Store prior to establishing the Family Pharmacy.

Miller New Lilly MSR in High Point Area

Ronald C. Miller is Eli Lilly and Company's new salesman in High Point, North Carolina. He succeeds L. Craig Lewis, who retired recently, announces George L. Coaker, manager of the pharmaceutical firm's Charlotte District.

Born in Logansport, Indiana, Miller was graduated from high school there in 1953. He attended Tulane and Northwestern Universities and received a Bachelor of Science degree in pharmacy from Purdue University in January of this year.

Miller is a member of the American Pharmaceutical Association and Rho Chi, pharmacy honor society. He is registered as a pharmacist in Alabama.

North Carolinian Introduces New Kind of Toothbrush

A totally new kind of toothbrush, a disposable brush made by Du Pont with dentifrice-coated nylon bristles, is offered exclusively by the John L. Watkins Company, ne., of Havelock, North Carolina. The invisible mint-flavored dentifrice, an exclusive development of the Watkins Company, is released and activated at the instant the toothbrush is immersed under water.

Designed primarily for the hotel, motel, and airline market for complimentary use as a travel convenience, the unique toothbrush will also be available on sundry counters everywhere.

The toothbrush will be manufactured and packaged at Du Pont's Plastics Department, Product Division plant at Leominster, Massachusetts. The packaging equipment permits volume users to have their name and address imprinted on each package.

C. H. Watkins, Jr., President of the Watkins Firm, has spent four years on the product design and development. He said

that the market potential is important because of the disposable nature of the item. He believes that someday soon the traveling American will not be required to bring along his toothbrush. "After all," He declared, "Soap is now commonplace whereas a few years ago was the most essential item in your shaving kit or cosmetic bag."

Assigned to Texas Hospital

Lt. Terre M. Smith (UNC Pharmacy '61) writes from Texas of his recent assignment to Brooke General Hospital as Assistant Chief of Enlisted Personnel. He has also been accepted in the Adjutants School in Ft. Benjamin Harrison, Indiana.

Lt. Smith says his present work is interesting but strictly non-pharmacy; that the army has little need of pharmacists as pharmacists and that all pharmacists with a service obligation should be made aware of this.

Lt. Smith's Texas address is 255 Rampart Street, Apartment 18, San Antonio, Texas.

Prior to entering military service, Lt. Smith was associated with the Glen Lennox Pharmacy of Chapel Hill.



BETTER HEALTH. .FOR EVERYONE

As a service wholesaler, we are proud to stand beside you on the community health team. Our desire is to serve you in the fullest interests of better health for everyone.

We are proud of our comprehensive stocks and of our ability to serve you competently and without delay. Take advantage of our speedy service and send your orders to us.

WE ARE A *Lilly* DISTRIBUTOR

THE PEABODY DRUG COMPANY

DURHAM, NORTH CAROLINA

331 Pills

A man placed 331 pills in a bottle. Three hundred of these pills contained common bicarbonate of soda, thirty were composed of a harmless, common drug, but one contained potassium cyanide. All the pills were mixed together, and when they were emptied on the table, all looked alike.

"How many here are willing to take a chance and swallow one of these pills?" the man asked, but no one moved to accept the challenge. The man said, "I guess right now that you men put very little value on your time, but it might be interesting for you to know that in one out of 331 instances when a man attempts to beat a traffic light a fatality occurs."

Long-Time Therapy

A local doctor became quite popular overnight when he was "written up" in a large city paper which told of his many years of service, achievement, etc. As he was approached one morning soon afterwards, by a middle-aged woman, she beamed at him

and wanting to impress him as being an acquaintance, she gushed: "Oh, Doctor I guess you don't remember me. Twenty years ago you came to see me at home and told me to stay in bed until you called back again. But you never came back!"

The doctor, being equal to the occasion answered rather briskly. "Did I? Well then, what are you doing out of bed?"

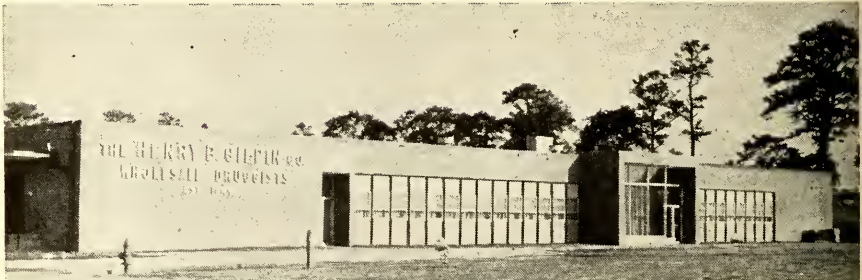
Ten Commandments of Business

(1) Love your work—it pays. (2) Handle the hardest job first each day. (3) Do not be afraid of criticism—criticize yourself often. (4) Be glad and rejoice in the fellow's success—study his methods. (5) Do not be misled by dislikes. Acid ruins the finest fabrics. (6) Be enthusiastic—it is contagious. (7) Be fair, and do at least one decent act every day in the year. (8) Honor the chief. There must be a head to everything. (9) Have confidence in yourself and make yourself fit. (10) Harmonize your work. Let sunshine radiate and penetrate.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington



Norfolk Division

Equipped for fast,
efficient wholesale drug
service to the pharmacists of
the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Madison 2-6361

UNC PHARMACY SCHOOL NOTES



Dr. Bryant William Fitzgerald has been appointed Assistant Professor of Pharmacy to begin his new position on September 1. He is a native of Yonkers, New York, and received his Bachelor's degree in pharmacy from Columbia University in 1952 and Master's and Doctor's degree from the University of Connecticut in 1954 and 1962. He also had graduate study at the University of Wisconsin and taught for one year at Ferris Institute, Big Rapids, Michigan. He had two years of service in the United States Army, most of it in Germany. He is licensed as a pharmacist in New York and New Hampshire. He is married. His research was concerned with emulsifying properties of carrageenin and a study of the accumulation of radio-active zinc in oysters. During the past year he has served as a research fellow on the latter project under sponsorship by the Atomic Energy Commission. His special interests are physical pharmacy and instrumental analysis.

Beginning July 1 copies of Miss Noble's book on the history of the School of Pharmacy should be ordered directly from the School of Pharmacy with checks marked payable to the N. C. Pharmaceutical Research Foundation. This direct handling will facilitate personal autographs from the

author which are requested so frequently. The cost of the book is \$5.15 including sales tax.

A generous gift from the Greensboro Drug Club Auxiliary afforded the addition of three silver sandwich plates and two bonbon dishes to the collection of the school for use for formal receptions in the Student Center.

Dr. J. C. Kellett, Jr., Assistant Professor of Pharmaceutical Chemistry, received a training grant valued at \$3675 for the year from the National Science Foundation for "undergraduate science education program." This program will enable undergraduates to undertake research projects directed by Dr. Kellett in preparation for graduate specialization.

Dr. George H. Cocolas, Assistant Professor of Pharmaceutical Chemistry, received a grant from the National Institutes of Health valued at \$4,600 to renew for a second year his research on glutamic acid analogs.

Pharmacists Alieu A. Lloyd of Hillsboro now has another publication to his credit. He and Mrs. Lloyd were editors of a 40 page booklet: "History of the Hillsborough Methodist Church, 1807-1961."

On June 27 Dean E. A. Brecht and Dr. Jack K. Wier, Assistant Professor of Pharmacognosy, had the pleasure of visiting a North Carolina firm of considerable distinction and eminence in its field of specialization. The Carolina Biological Supply Company at Elon College was established in 1929. It specializes in biological specimen and laboratory supplies affording employment for between 200-300 persons. In addition to the central plant at Elon College it has a collection station in Louisiana and a branch plant in Oregon. The main plant at Elon College is divided into 14 scientific departments. It was like meeting an old friend to find Tom Register as the head of the Department of Permanent Botanical Microscopic Slides. Some pharmacists will remember him as a laboratory assistant in one of Dr. Totten's pharmacognosy classes.

Dr. Shu Sing Cheng came from Formosa

UNC PHARMACY SCHOOL NOTES

to the campus in 1956 for a major graduate study in pharmaceutical chemistry. He received the degree of Master of Science in January of 1959 and the Doctor of Philosophy in June of 1961. He served in the School of Pharmacy as a graduate assistant and part-time instructor and during the past two years also as a research associate in the Department of Bacteriology. On July 1 he began a new position as research associate in problems of organic synthesis at the Worcester Foundation for Experimental Biology at Shrewsbury, Massachusetts.

Dr. J. C. Kellett completed a week of refresher experience in community pharmacy at the Glen Lennox Pharmacy of Chapel Hill in mid-July. This faculty refresher experience was sponsored by the North Carolina Pharmaceutical Research Foundation.

Historical Note

By ALICE NOBLE, *Research Historian*

I have enjoyed reading *Ferry Hill Plantation Journal—1838-39*, kept (written) by the owner, John Blackford. It is concerned with day by day happenings on his plantation located on the Maryland side of the Potomac River across from Shepherds-town, Va. (now West Virginia). The document, found recently, was edited by Professor Fleacher M. Green, of the U. N. C. History Department, and published by the University Press. It records with evident faithfulness the plantation life and provides invaluable historical data of the times. Of course, I was particularly interested in what it had to say about drugs and medicinal care. The Blackford family, both white and black, suffered many ills. Mrs. Blackford was an invalid. In spite of the fact that three physicians are named as making professional calls to the home, Blackford himself (as did most planters of the pre-Civil War South) administered patent and standard medicines to members of his household both white and black. These preparations included Sedlitz Powers, Brandreth Pills, castor oil, calomel, epsom salt, spirits of niter, salpeter, magnesia and laudanum. I wonder why the patients did

not "give up the ghost" with the drastic treatments. For instance, a slave was given first grains of calomel at night and big dose of castor oil the next morning. Brandreth's Pills was Blackford's favorite remedy. "I took three pills last night," said he, "and three early this morning." The pills were a very popular patent medicine apparently. A Shepherdstown newspaper advertised them as "an effective remedy for consumption, influenza, colds, indigestion and headache." It declared that 9,000,000 boxes had been sold in a five-year period, and that more than 300,000 patients had been cured of their ills by the use of the pills. Dentists too made occasional visits to the plantation. Blackford records: "Dr. Jenk the dentist, called about nine o'clock and was engaged until evening "filling, fixing and plugging Helena and Jennett's teeth for which he charged and I paid him \$9.00.

Care of the sick on the long ago plantation was strenuous for the victims!

The Swansboro Historical Association has inaugurated ambitious plans for the restoration of old landmarks. A most fortunate event occurred recently when the organization was given one of the town's oldest houses to restore—a gift valued at several thousand dollars. In addition, the State Department of Archives and History has obtained a grant of \$1,000 from the Richardson Foundation to assist in the restoration of the old house. County records indicate that it was built between 1780 and 1800. Our special interest in the project is because it was acquired in 1850 by Daniel A. Harget, of Swansboro, and descended to his son Daniel the same name who lived in the house until his death in 1936. The home is a charming old frame building—two-stories in height with porches upstairs and down, and end chimneys. The restored building will be used both as a meeting place for the historical society and for housing a community museum. Incidentally, the old brick store in which Pharmacist Harget conducted his drug store is still in existence and pictures of both the pharmacy and the Harget home are preserved in the U.N.C. pharmacy archives.

In the Colonial era the word, "gentleman" or "Gent." often followed a person's signature—sort of like "Ph.D.," "M.D.," et

ly members of certain prescribed professions and trades were entitled to this designation. I was delighted to see in a published list of occupations eligible for the distinction that pharmacists were included.

Since the commemoration of the War between the States is a timely subject for thinking and reading, I am recommending a fascinating book about the era entitled, *Ersatz (substitutes) in the Confederacy*, authored by Mary Elizabeth Massey and published in 1952 by the University of South Carolina Press. Considerable space is devoted to drugs and medicines.

Address Changes

James R. Hickmon from Wilmington to Raleigh; Arthur A. Anderson from Reidsville to Martinsville, Virginia; Steve A. Appas from Gastonia to Charlotte; Harold Roper from Asheville to Melbourne, Florida.

Recent Additions to the NCPA Membership Roster

H. M. Logan, Winston-Salem; David L. Cronister, Hickory; Fred W. Medlin, Statesville; R. F. Coppedge, Jr., Asheville; James S. Liverman, Jr., Charlotte; Ernest

B. Wilkes, High Point; L. D. Snead, Charleston, West Virginia; Mrs. Mattie S. Gardner, Charlotte; William S. Farrior, Greensboro; and Cannon Foster Page, Jacksonville, Florida.

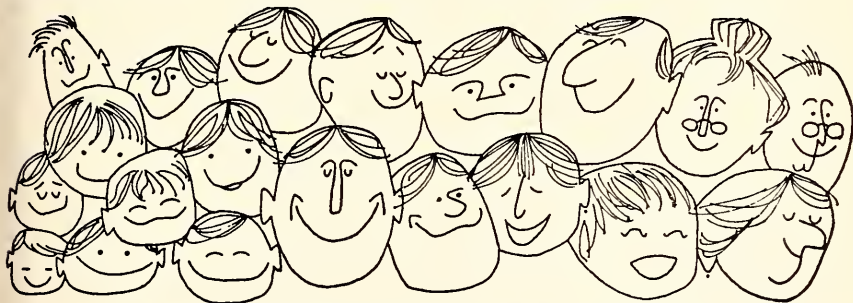
NCPA Meetings

NCPA district meetings for members of the Association have been scheduled for Asheville on August 21, and Hickory on August 22. The possible formation of a Western N. C. Pharmaceutical Society and a Northwestern Carolina Pharmaceutical Society will be discussed.

BIRTHS

A daughter, Martha Sue, born to Mr. and Mrs. Ernest L. Carraway, Jr., June 26th, at Selfridge Air Force Base, Michigan. Mr. Carraway recently returned to civilian practice and is associated with Windsor Pharmacy at Windsor. Mrs. Carraway is also a pharmacist, the former Loretta Johnson.

A daughter, Carol Devan, born August 1st to Shelby and Jim (J.A., Jr.) Sitison. Jim, a former student at the UNC School of Pharmacy, is in military service, stationed at New Orleans.



crowd pleasers a la Lance!



More people prefer and buy tasty Lance snacks than any other brand. And no wonder...

They're always fresh and there's a wide variety to choose from.

Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina



Hollingsworth to Introduce New Line of Chocolates

The Annual Sales convention of Hollingsworth's candies was held July 9th and 10th in Augusta, Georgia.

Hollingsworth salesmen were shown a new line of chocolates as well as a test line of pecan candies that have proven very successful. A number of specialties have been given to the salesmen to present to druggists this fall.

Sam Maguire, company president, announced plans for expanded growth of Sales and Production in 1962. The company's progress in 1961 was heralded by Mr. Maguire as unique in the candy industry. With this confidence as a keynote he presented new Hollingsworth point of sale material that will create more selling space in the druggists' stores and better display of Hollingsworth's candies.

The Fall advertising program which was previewed at the meeting includes national publications as well as new illuminated point of sale which ties-in with the overall program.

Hollingsworth salesmen were advised that they could contact their customers earlier this year in order to help them plan their candy buying for the greatest volume program.

Dear Mr. Smith:

Bob Abrams has recently told the Philadelphia Branch of the American Pharmaceutical Association of your successful press tour of the Eli Lilly & Company. In view of the favorable response to your tour, we are considering a similar project here in Philadelphia as part of our Chapter's National Pharmacy Week program.

We would greatly appreciate further details of your tour and, if at all possible, we would like a copy of the invitation which you extended to the press. Your assistance and any recommendations you wish to provide will be deeply appreciated.

Harry B. Kostenbauder
President
Philadelphia Branch
American Pharmaceutical Assn.

A SIMPLE, COMMON NAME

(Continued from page 5)

performance of the medicine without the assay showing any deviation of the drug content from "official standards."

Several studies of the subject have revealed that two drugs having the same active ingredients may affect patients in different ways. "Indiscriminate changing of brands may actually become a life or death matter," according to Dr. Eino Nelson, of the University of California Medical Center of San Francisco.

Simple, "common names"—especially for drugs of complicated chemical structure—will be hard to find. Even if this obstacle is overcome, there is little or no reason to think that the use of common names will result in lower drug prices. And what is most important, the general use of such names would almost certainly bring about a dangerous compromise in the quality of our medicines.



A daughter, Judy Ann, to Mr. and Mrs. William L. Johnson, Jr. of Garner, July 17th. Weight, 6 lbs. 1 oz.

Marriages

Miss Helen Jeanette Hunter, alumna of UNC School of Pharmacy who has made her home in Florida for several years, was married June 16th to Stonewall Corput King, Jr. They were married at the Avondale Methodist Church of Jacksonville, Florida.

Miss Linda Ann Cromley, daughter of Mr. and Mrs. Robert Irvin Cromley of Raleigh, was married July 7th to Lt. Hamilton Edward Hicks, Jr. Mr. Comley was NCPA Convention chairman for the 1962 Annual Meeting held at Raleigh.

The 1962 graduating class of the UNC School of Pharmacy is figuring prominently in the bridal columns of the state's newspapers.

On June 24th Margaret Greene Patterson of Roxboro and Kader Ramsey, Jr. of Jacksonville were married. Living in Greensboro, Mrs. Ramsey is with Cone Memorial Hospital in the Pharmacy Department, and Mr. Ramsey is associated with Crutchfield-Browning Drug Co.

Another pharmacy couple, Beverly Thompson of Chapel Hill and Rudy Barker of Carrboro, were married July 26th. Mrs. Barker is with Durham Drug Company of Durham, and Mr. Barker is with Sutton's Drug Store of Chapel Hill before entering Medical School in September. Mrs. Barker's father is Dr. H. O. Thompson, professor at the UNC School of Pharmacy.

Donald Worth Beaver, also of the 1962 class, was married June 24th to Miss Sonja Renee Barnhardt of Kannapolis. Mr. Beaver is with Pike's Drug Store of Concord.

George Ronald Buchanan, another 1962 graduate, was married July 6th to Miss Sandra Coe. Mr. Buchanan is associated

with Edmonds Summit Center Drug Store of Greensboro. His father, G. G. Buchanan, is representative of Parke Davis Company in the Greensboro area.

Deaths

GEORGE A. THREEWITTS

George Albert Threewitts 57, died in a Rocky Mount hospital on July 15.

Mr. Threewitts had operated the Threewitts Drug Store of Littleton since 1930.

A. E. JOINER

Arthur Eugene Joiner, 65, of High Point, died July 23 from a stroke suffered three days previously.

Mr. Joiner was a graduate of the Southern College of Pharmacy and had made his home in High Point since 1922. At the time of his death, he owned and operated Arthur's Pharmacy.

Surviving are his wife, Mrs. Edith Joiner; three sisters and a brother, Hanson Joiner of North, South Carolina.

L. W. MACKESSON

Louis Walton MacKesson, 84, Statesville pharmacist, died July 16 following several years of declining health.

Mr. MacKesson was a native of Burke County and a pharmacy graduate of UNC, Class of 1902. He founded the Statesville Drug Company in 1904 and was active in the pharmacy until its sale in 1947. In recent years he did part-time work for Purecell Drug Company of Statesville.

Survivors include his wife; a daughter and two sons.

W. A. BURWELL

William Armstead Burwell, 70, Raleigh pharmacist, died July 26.

Mr. Burwell was associated with the Hunter Drug Company of Warrenton for some years after receiving his pharmacy license in 1912. From 1923 to about ten years ago he was a Lilly MSR in the Raleigh area. In recent years, Mr. Burwell did relief work in and near Raleigh.

Mr. Burwell was one of about a dozen pharmacists inducted into the Association's "50 Plus Club" in April of this year.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

BALANCES—Prescription balances repaired. Contact Phipps & Bird, Inc., P. O. Box 2V, Richmond 5, Virginia. Telephone MI 4-5401.

FOR SALE—Remington's Practice of Pharmacy, 12th Edition. (1961). 1,866 pages. Price \$22.50. Available from NCPA, Box 151, Chapel Hill, N. C.

PHARMACISTS—Don't be without SWISS OINTMENT; a tried and true medication for all skin irritations. Sold in drug stores only, through your jobber.

Nunnally Holds Sales Meeting

Nunnally's Candies held their Annual Sales conference at the plant headquarters in Augusta, Georgia on July 11th and 12th.

Many new gift boxes were introduced to the salesmen. At the same time the men were shown new sales promotional material and point of sale ideas that are designed with the druggist in mind.

Nunnally's new concept of selling this year is to enable the druggist to display maximum Nunnally's gift candies in a minimum amount of selling space. The Nunnally's displays are planned to give complete flexibility to a druggist floor plan.

During this annual sales conference Sam Maguire, Nunnally's president, reviewed the success of Fall 1961 and also gave the salesmen a preview of the company's Fall 1962 advertising plans. Nunnally's will continue its inherent identification of prestige. The candy of the South has been established as the pride of gift giving and its new advertising campaign further enhances this impression.

PHARMACIST OF YEAR

(Continued from page 9)

ginia, he assumed ownership of the Yanceyville Pharmacy, Yanceyville, N. C., in August, 1922.

He is a past president of the North Carolina Pharmaceutical Association (1948-'49), the Dixie Sunrisers (NARD); Yanceyville Rotary Club and a Past Master Masou.

As chairman of the Institute of Pharmacy Building Fund, he headed a successful drive to raise funds to construct and equip the Association's headquarters building in Chapel Hill. Now his effort is centered on an endowment fund to assure adequate finances for the Institute and other Association projects.

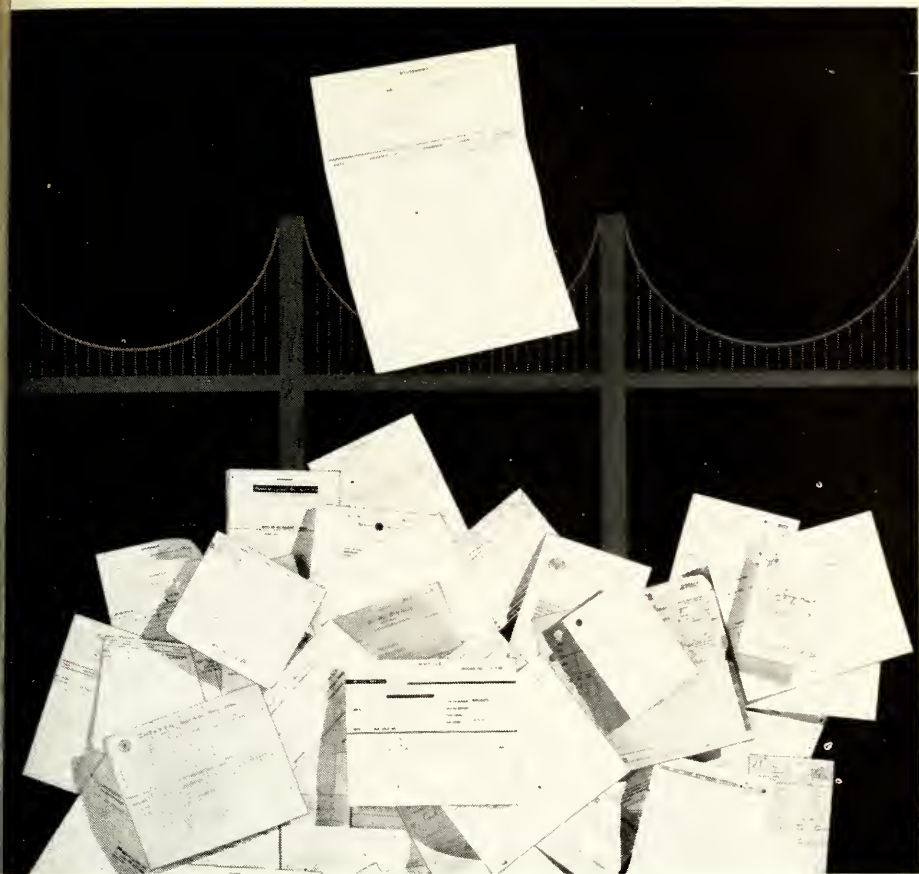
The current "Pharmacist of the Year" is the fifteenth pharmacist to be so honored by the N. C. Pharmaceutical Association. The program, unique in some of its aspects, was inaugurated by the NCPA in 1948.

Much of Mr. Ham's success was attributed to Mrs. Ham, who, as one speaker said "was finance director, bill payer and protector of the pharmacy's credit." The fact that the Yanceyville Drug company is one of the state's most progressive small town pharmacies is a tribute to both Mr. and Mrs. Ham.

Total attendance at the dinner was 158 persons. Included were pharmacists from North Carolina and Virginia; officials of the North Carolina and Virginia Pharmaceutical Associations; the North Carolina and Virginia Boards of Pharmacy; the School of Pharmacy, Chapel Hill, and the Medical College of Virginia; and relatives of Mr. and Mrs. Ham.

Decorations and the dinner menu, which included Uncle Ben's Smoke House Special, were arranged by Mrs. E. B. Abernethy of Providence, North Carolina.

Former recipients of the "Mortar & Pestle Award" have been: E. W. O'Hanlon and Wade A. Gilliam of Winston-Salem; Clyde Eubanks, Chapel Hill; Julius Suttle, Shelby; E. C. Daniel, Zebulon; Charles M. Andrews, Burlington; J. C. Hood, Kinston; W. L. West, Roseboro; Kelly E. Bennett, Bryson City; R. R. Copeland, Ahsokie; W. A. Ward, Swannanoa; W. B. Gurley, Windsor; Roger A. McDuffie, Greensboro and J. C. Jackson, Lumberton.



the modern bridge

A modern bridge is taken as a matter of course . . . yet, how handicapped we would be without the safe, convenient passage it provides. We, your service wholesaler, can aptly be called "the modern bridge" between retail pharmacy and manufacturers. The pharmacist can pass safely over that bridge and avoid the treacherous currents of excessive buying and its attendant dangers.

Our bridge has a solid foundation built on economic soundness with numerous spans of service. Your turnover orders and patronage are always appreciated.

WE ARE A *Lilly* DISTRIBUTOR

To help you **O**WENS, *tain* **M**INOR & *ore* **B**ODEKER *usiness & profits*

1010 Herring Avenue, Wilson, North Carolina

ENJOY

BACK-TO-SCHOOL PROFITS



Make
Your Store
Headquarters
for
School Supplies
by
Ordering at Once
from

THE W. H. KING DRUG COMPANY
"The House of Friendly and Dependable Service"
RALEIGH, NORTH CAROLINA

AND ITS ASSOCIATES

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Winston-Salem, N. C.

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Wilmington, N. C.

KING DRUG COMPANY
Florence, S. C.

PEABODY DRUG COMPANY
Durham, N. C.

The Carolina **JOURNAL OF PHARMACY**

Volume XLIII SEPTEMBER, 1962 Number 9

RECEIVED

OCT 2 1962

U OF I LIB MED SCI

ANNEX





have-not

Contradictory? Well, not necessarily. Some have-nots can be economically sound yet wanting in other respects.

Take the matter of nutrition, for example. Improper food intake or a restrictive diet can deprive active men of the vitamins necessary for good health.

If this is the problem, Multicebrin® provides an effective answer. Its six essential vitamins help turn the nutritional have-not into a healthy want-not.

Stock low? Order some today from your Lilly service wholesaler.

Multicebrin® (pan-vitamins, Lilly)



201002

OUR REGULAR CHRISTMAS SHOWROOM IS NOW OPEN!!

2500 Square feet of Air-Conditioned Shopping Space filled with Selected Fall and Holiday Gift Items.

For all who prefer leisurely personal attention shopping, R. C. Shearin, E. B. Williams and G. D. Andrews are available To Serve you— 9:00 A. M. to 4:00 P. M. Monday through Friday. (Other hours by appointments)

Let Your Justice Representative Know
When We Can Expect Your Visit.



JUSTICE DRUG COMPANY

Greensboro, N. C.

64 Years of Service to North Carolina Retail Druggists



**2:20 A.M.
104°
AND IT'S
YOUR
CHILD!**

The doctor gave his prescription, and just like any other parent...you rushed to have it filled. The big difference is—you are also the pharmacist...and you may have a choice in the brand of drug!

Of course, this is when the "just-as-good" drug could never be good enough...when, automatically, you reach for an established brand. What

you know about the manufacturer's reputation...quality control above the "legal minimums"...experience and research...helps you make this decision.

These are the "extras" that go into a brand-name product and the reason why many pharmacists and physicians select a Lederle product over the generic...for their families and their patients.

LEDERLE LABORATORIES, A Division of AMERICAN CYANAMID COMPANY, Pearl River, New York

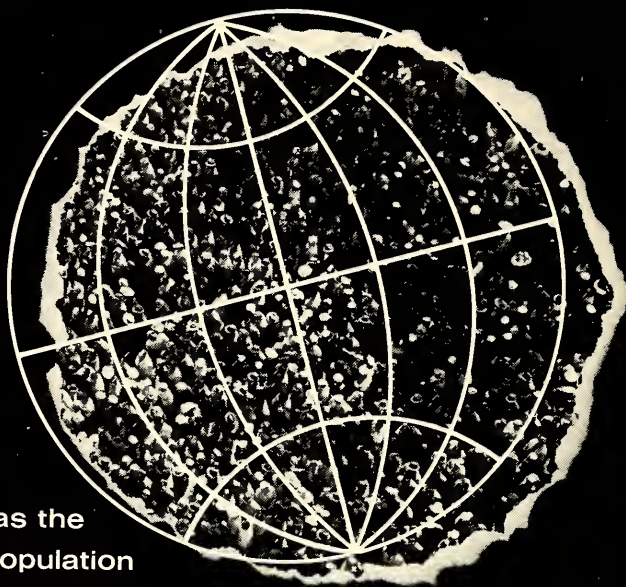
 Lederle

The House of Friendly Service



Scott Drug Company

Service Wholesalers Since 1891



as the
population
increases...

so does potential for

GERIPLEX[®] KAPSEALS[®]
geriatric vitamin formula with minerals

According to recent statistics, population increases have been greater in the middle and older age groups. This trend cannot help but be reflected in an expanded market for GERIPLEX. Feature and suggest GERIPLEX whenever the opportunity presents itself.

Each Kapseal contains eight vitamins, five minerals, plus rutin and the starch digestant, Taka-Diastase[®] (Aspergillus oryzae enzymes). Available in bottles of 30, 100, and 500.

PARKE-DAVIS

PARKE-DAVIS & COMPANY, Division of McGraw-Hill

The Carolina

JOURNAL OF PHARMACY

September, 1962

VOL. XLIII

No. 9

*

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**NORTH CAROLINA
PHARMACEUTICAL
ASSOCIATION**

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Pharmacists in the Manger

A picture widely circulated shows a dog lying on a mound of hay in a manger, barking, growling and snapping at the cows who are trying to eat the hay. Some pharmacists, like the dog, go their lone-wolf ways, snapping at the outside world and lulling themselves into a simulated state of independence.

Some characteristics of our pharmacist in the manger:

He doesn't attend meetings of pharmacy operators. He's either "too smart already" or "too busy."

He is stand-offish and aloof.

He doesn't read pharmacy journals.

He doesn't belong to any association. He reaps the fruits of its work but refuses to contribute to the cost.

He views his fellow pharmacists through jaundiced eyes of suspicion and distrust.

He never visits other pharmacists.

He doesn't feel like he's part of the pharmaceutical profession but an industry within himself.

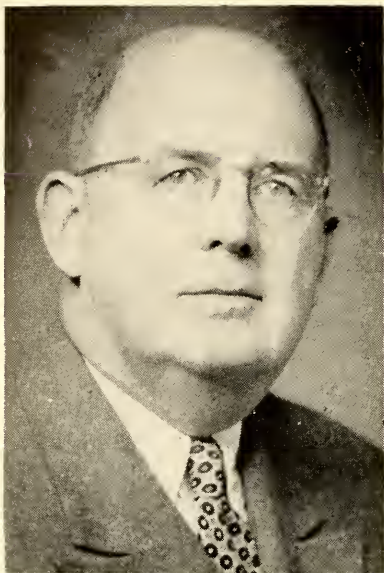
He seldom recognizes his civic responsibilities to his community.

He is not professional-minded.

Despite the appreciable percentage of pharmacists in the manger, it is encouraging to find intelligent and professional-minded pharmacists attending Association meetings, discussing mutual problems and enjoying real fellowship. Such individuals are pharmacy's hope for the future.

Effective solutions to the numerous problems now facing Pharmacy will tax the best brains and talents all organized pharmacy has to offer; surely nothing can be expected from the pharmacists in the manger. Now, more than ever, it is well to keep in mind "Either we shall hang together or we shall hang."

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.



DR. PAUL C. OLSEN will address Seminar on October 10.

Thalidomide Fallout

Small sample package of an antibiotic given to a patient by a North Carolina physician was refused in the belief it was "experimental." The patient requested a prescription.

The public is beginning to question the safety of many established drugs. Pharmacists can do much to allay fears in this area.

Cover Page

On Monday morning, August 20, Eckert Drug Store, Raleigh, filled prescription #1,000,000. In recognition of the occasion Pharmacist-Manager Thomas W. Youngblood presented Mrs. Oliver A. Bell with \$25 savings bond after Mrs. Bell had brought to the pharmacy what now is listed as Rx 1,000,000.

Further details on page 40-41.



→
**A 1-Day
 Pharmacy Seminar**

Pharmacy and the New Frontier

Wednesday, October 10, School of Pharmacy, University of N. C.

Sponsored by Extension Division, N. C. Pharmaceutical Association,
in cooperation with the School of Pharmacy, University of
North Carolina

PROGRAM

:00 A.M.—Refreshments

:30 A.M.—“*The Changing Role of Government in Health Care*”

Frederick N. Cleaveland, Professor & Chairman, Dept. of Political Science, UNC
“*Government and the Drug Industry*”

Paul C. Olsen, Vice President and Director of Marketing Research, Topics Publishing Company, New York

“*Trends in Public Opinion Toward Health Care*”

Wayne A. Danielson, Associate Professor, School of Journalism, University of North Carolina

Lunch

:00 P.M.—“*Medical Practice in England*”

Thomas C. Gibson, Assistant Professor, Department of Medicine, University of North Carolina

“*Pharmaceutical Practice in England*”

A. B. Kaiser, A visiting pharmacist from England

PANEL: “*Conflicts and Interests*”

A. “*How the Public Views the Pharmacist*”

Clarence H. McGregor, Burlington Professor of Business Administration, UNC

B. “*Changing Pattern of Medical Care—Its Effect on Pharmacy*” Henry T.

Clark, Jr., Administrator, Division of Health Affairs, UNC

C. “*Sociological Studies in the Professions*”

Harvey L. Smith, Director, Social Research Section, Division of Health Affairs, UNC.

Enrollment Application Forms Available from Either NCPA, Box 151, Chapel Hill or Dr. Melvin Chambers, School of Pharmacy, UNC, Chapel Hill, N. C.

The Annual Workshop of the Woman's Auxiliary of the NCPA will be held same day (October 10) in Chapel Hill at the Institute of Pharmacy. Ladies, if you plan to attend the Workshop, suggest that your husband attend the Pharmacy Seminar.

NCPA Members Meet in Asheville—Hickory

Two NCPA district meetings were held during August under sponsorship of the N. C. Pharmaceutical Association—August 21 in Asheville at the Battery Park Hotel and August 22 at the Oasis Diner, Hickory.

Guest speakers at both meetings were NCPA President John T. Stevenson of Elizabeth City and W. J. Smith of Chapel Hill. The format of both meetings was the same—a dinner with 2-hour business session following.

Plans were discussed and tentative arrangements made for establishment of a Western N. C. Pharmaceutical Society in the Asheville area and a Northwestern Carolina Pharmaceutical Society in the Hickory area.

Wilbur S. Ward of Swanannoa was picked to head a committee to survey the feasibility of establishing a new pharmaceutical Society in Western North Carolina. Assisting him will be Roger Y. Spittle and Phillip F. Crouch of Asheville, M. Aubrey Scott, Jr. of Skyland, Henry A. Leigh of Waynesville, William P. Powell of Mars Hill, E. L. Niles of Marshall and Kelly E. Bennett of Bryson City.

David L. Chronister of Hickory is chairman of a similar committee now at work in his section of the state. Working with Mr. Chronister are Earl Tate of Lenoir, James W. Harrison of North Wilkesboro and Wayne Richardson and J. C. Miller of Boone.

Dutton Returns from Military Service

Gene R. Dutton has returned from military service to accept a position as Chief Pharmacist at the Valdese General Hospital.

While in service, Mr. Dutton was chief of pharmacy service at the U. S. Army Hospital, Fort Jackson, South Carolina.

He will make his home in Hickory, 2104 Sixth Street, N.W.

Mayberry & Harrell to Operate Economy Pharmacy

Economy Pharmacy, Winston-Salem, which has operated at North Liberty and 25th Streets for the past 12 years, has moved to a new location: 4534 North Cherry Street, which eventually will be known as the Forest Hills Shopping Center.

With the move came a partial change in ownership. H. C. Mayberry, the former sole owner, has formed a corporation with Olli C. Harrell as part-owner. Mayberry is president; Harrell, secretary-treasurer.

Mayberry, a native of Jonesville, attended Mars Hill College and received a B.S. degree in pharmacy at the University of North Carolina in 1947. He served in the Navy from 1944 to 1946 as a pharmacist's mate.

Before establishing his own pharmacy, he was a pharmacist at Bobbitt's Pharmacy in the Reynolds Building for three years.

Harrell is a native of Colerain, attended Campbell College and the UNC School of Pharmacy, B.S. in Pharmacy '57. He was associated with O'Hanlon's until Patterson Drug purchased the assets of that firm. During the past year, Mr. Harrell was employed by Patterson Drug.

The building being vacated by Economy Pharmacy has been rented to F. L. Douglas, operator of the Model Pharmacy.

Prize Winners at Justice Gift Show Announced

Winners of the grand prizes at Justice Drug Company's Sixth Annual Gift Show held in Greensboro, August 12-14, were

J. Gray Smith, Smith Drug Store, Stokesdale; Edward D. Whisenant, Sutton's Drug Store, Chapel Hill; and Ray Carpenter, Ray's Drug Store, Walnut Cove. Each received a \$225 3-quarter ton GE Thinlin Air-Conditioner.

John Honbarger, Siler City Drug Co. Siler City, won a \$90 Waltham men's wrist watch and a \$85 Waltham ladies wrist watch went to Charlie Speranza, Medica Center Pharmacy, Burlington.

Robins

SEPTEMBER CHECK LIST

Tear out for a handy check of your current stock of these Robins products that are receiving special promotion in your area
September 24—November 2

Robinul[®]

Tab. 100's Tab. 500's

Robinul-PH

Tab. 100's Tab. 500's

Pabalate-SF

Tab. 100's Tab. 500's

Pabalate[®]

Tab. 100's Tab. 500's

Pabalate-HC

Tab. 100's Tab. 500's

Dimetane[®] Extentabs[®]

Extentabs 100's Extentabs 500's

Dimetane[®]

Tab. 100's Tab. 500's Elix. Pint Elix. Gal.

Dimetane[®] Expectorant

Pint Gal.

Dimetane[®] Expectorant-DC

Pint Gal.

Donnatal[®] Extentabs[®]

Extentabs 100's Extentabs 500's

Donnatal[®]

Tab. 100's Tab. 500's Tab. 1000's
 Cap. 100's Cap. 500's Cap. 1000's
 Elix. Pint Elix. Gal.

Why not check your stock of all Robins products at the same time
—and be prepared



A. H. ROBINS CO., INC., RICHMOND 20, VA.

Proposes 1-Man Supervisor of Boards

A hearing in Raleigh on August 17 to consider a proposal to establish an agency to supervise occupational boards in North Carolina was attended by H. C. McAllister and Ruffin Bailey, representing the State Board of Pharmacy, and Hoy A. Moose and W. J. Smith, representing the NCPA.

A sub-committee of the Commission on Reorganization of State Government had proposed placing all of North Carolina's 28 occupational licensing boards under the control of a reviewing authority to be appointed by the Governor of the State. The sub-committee contended that the boards as now constituted make them responsible to the members of the regulated occupations rather than to the people of the state.

Ten boards were represented at the hearing. All expressed opposition to the proposal. The commission is expected to hand down its decision in September.

School-Boards Meet in Asheville

North Carolinians were active in the August 27-28 District 3 meeting of the National Assn. of Boards of Pharmacy and American Assn. of Colleges of Pharmacy held in Asheville.

Dean E. A. Brecht and Robert Neal Watson were co-chairmen for the meeting. Frank Dayvault of Lenoir gave the address of welcome at the opening session and Dr. Ben Cooper, formerly of UNC but now of the University of Georgia, delivered one of the featured addresses of the meeting—"Some Legal and Professional Aspects of the Code of Ethics."

Mr. Blanton on Sick List

C. D. Blanton, a past president of the NCPA and co-owner of the Kings Mountain Drug Company, is seriously ill in Kings Mountain. His many friends wish for him a speedy recovery.

If the last wholesaler goes out of business— remember this!

Remember when you came into town and opened your first store, so brand new and shiny? You with a diploma and a dream. It wasn't easy, but that didn't matter. You had to build that store big and strong and all yours. You had to build a dream for you and your family and render a service to your community too. Remember that wonderful feeling when you finally realized the complete faith and trust your customers had in you?

Remember something else too. Something important—the help you received when it was needed so much. Yes, when the chips were down and the dreams were new and the desire burning—and you weren't too sure who D&B was—**EVERY WHOLESALER IN THE AREA CAME THROUGH.** They came through with ideas and credit and service. They brought you experience that you couldn't buy—and they gave it to you.

You weren't buying too much direct then, not much at all. You still hadn't sold yourself on the myth of direct buying.

And the years went by and the store grew strong and you prospered. The so-called "opportunities" came. You started to buy certain lines direct. You took business away from the very wholesalers that made your growth possible. Of course you didn't buy everything direct—you really couldn't. You needed

- A warehouse
- A creditor who was willing to wait for his money
- A bookkeeper
- The special rush orders
- The fill-in orders when you couldn't make up that minimum shipment

- The size or style you ran out of
- The items that just don't sell fast enough to buy direct

So you used your wholesaler. Often you made it a one-way street. And today you're risking his life, risking the loss of the valuable services your wholesaler provides. Think what this loss can mean to you. Think about it—and take action. It may be later than you think!

* * *

In this series of advertisements, we've been both praised and damned, but I've laid it on the line as I've seen it, felt it and lived it. What I've said has not applied to all; but some of it has applied to almost everyone. Many letters have come in from all over the country. One was from Joe Stickle, owner of Stickle Drug, Madisonville, Tennessee. I thought you'd like to read what he had to say.

"I enjoyed reading those Sea & Ski wholesaler letters. Every DAM word of them is true. If it had not been for the wholesale house I would never have existed. I appreciate them and I have stayed close to them, my days are about gone, but I hope the wholesale drug house lasts forever."

I hope the wholesale house lasts forever too. I know it will. I want you to know that Sea & Ski and most manufacturers across the country would never have existed without them. I don't intend to forget it.

Buy direct FROM YOUR WHOLESALER. He's the best friend your business ever had. Remember, the business you save may be your own.

SEA & SKI COMPANY

Reno, Nevada

William B. Randall President

Reprinted with Permission by

JUSTICE DRUG COMPANY
GREENSBORO, N. C.

North Carolina Service Wholesaler

1962 President's Address

Mr. President-Elect, Members of the N.C.P.A., Distinguished Guests:

I have searched the works of many authors to find a poem, quotation, or phrase suitable for this occasion. Nowhere could be found one that properly expressed the gratitude I have for having had the privilege of serving as your president this past year. Many miles have been covered; many days have been spent serving; but now they seem as only meters instead of miles—and hours instead of days.

From the first meeting—the Pharmacist-of-the-Year Banquet honoring Mr. J. C. Jackson in Lumberton last June—to the last one, a meeting with your convention committees here two weeks ago, I have received complete confirmation on two points already known by us. One—North Carolina pharmacists and their families are the most gracious, genteel persons to be found anywhere. Two—the North Carolina Pharmaceutical Association is very fortunate in having as Executive Secretary W. J. Smith, whose capabilities are unsurpassed, and Vivian, his equally capable wife. I honestly do not know how I could have completed the year without their wonderful cooperation. I want to express my appreciation to the personnel in the Institute of Pharmacy in Chapel Hill. They were always willing to help in every way possible. We are indeed also fortunate in having girls as dedicated to their work as Miss Rosemary Williams, our most recent Association employee.

The prime objective of the year has been to make every effort to accomplish the recommendations made by our immediate past-president, Mr. Fuller, in his presidential address last year. I am of the opinion this has been done as nearly as possible.

As in the past, district meetings were held throughout the year. They extended from Waynesville to Williamston with meetings

(Presented at the session of the Annual Convention of the North Carolina Pharmaceutical Association convening Monday morning, April 9, 1962)

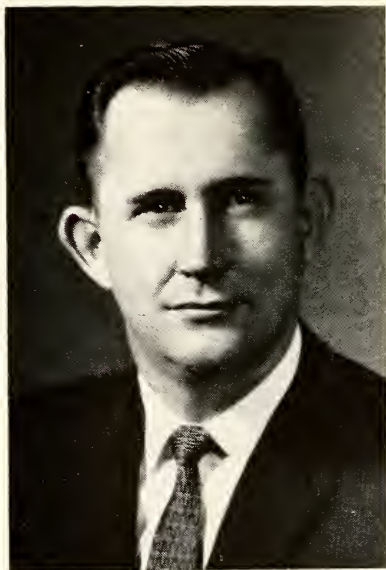
also being held in Shelby, Salisbury, Winston-Salem, Durham, Greensboro, Fayetteville, and Goldsboro.

Our Seminar on Modern Pharmaceutical Practice was held in Morehead City last Fall.

Your Executive Committee met this year with the Senior members of the Faculty of the School of Pharmacy and with the members of the State Board of Pharmacy, and their Secretary, Mr. H. C. McAllister. We felt that for too long there had been criticism among our members of the School of Pharmacy, the Board, and the N.C.P.A. Executive Committee in regard to many rumors which have made the rounds year after year. It is so easy to criticize when ignorant of the true facts. The meetings were held in order to bring about a clearer understanding of the responsibility of all three groups—the N.C.P.A., the State Board, and the School, to the students and the pharmacists of the State. I think the meetings accomplished just that. I know our Committee better understands the problems of the other groups now.

The Executive Committee, at the sugges-

(Continued on Page 23)



ROBERT BUCKNER HALL

47% to 52% PROFIT

for you on this fast-seller for chapped lips!

By the Makers of STANBACK



35¢

NO U.S. TAX



Hanger or Easel Displays

Deal #2

3 free with 12

1 card of 12 tubes, plus 3 tubes free

47% PROFIT

Your Cost.....\$2.80

Selling Price.....\$5.25

Your Profit.....\$2.45

Deal #6

12 free with 36

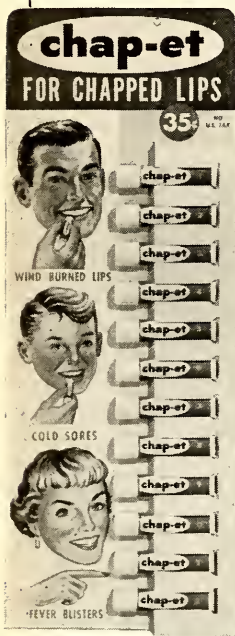
3 cards of 12 tubes, plus 1 card (12 tubes) free

50% PROFIT

Your Cost.....\$ 8.40

Selling Price.....\$16.80

Your Profit.....\$ 8.40



Counter Displays

Deal #100

28 free with 72-100 tubes packed in counter display

52% PROFIT

Your Cost.....\$16.80

Selling Price.....\$35.00

Your Profit.....\$18.20

ORDER NOW FROM YOUR WHOLEALER

At Upjohn—No Friable Pills But Plenty of First-Rate Prescription Products

Kalamazoo's pride—The Upjohn Company—has come a long way since 1886 when the late Dr. W. E. Upjohn founded a small business to market a unique pharmaceutical product—the friable pill.

Today, The Upjohn Company operates mainly from two buildings—an ultra modern manufacturing building (23 acres under one roof) six miles out of Kalamazoo and the research complex, which is quartered in the heart of the city in buildings used by Upjohn prior to moving its offices and manufacturing facilities outside the city.

Upjohn no longer produces the friable pill but it is marketing over 500 products, including such well known prescription items as Medrol, Orinase, Albamycin, Solu-Cortef

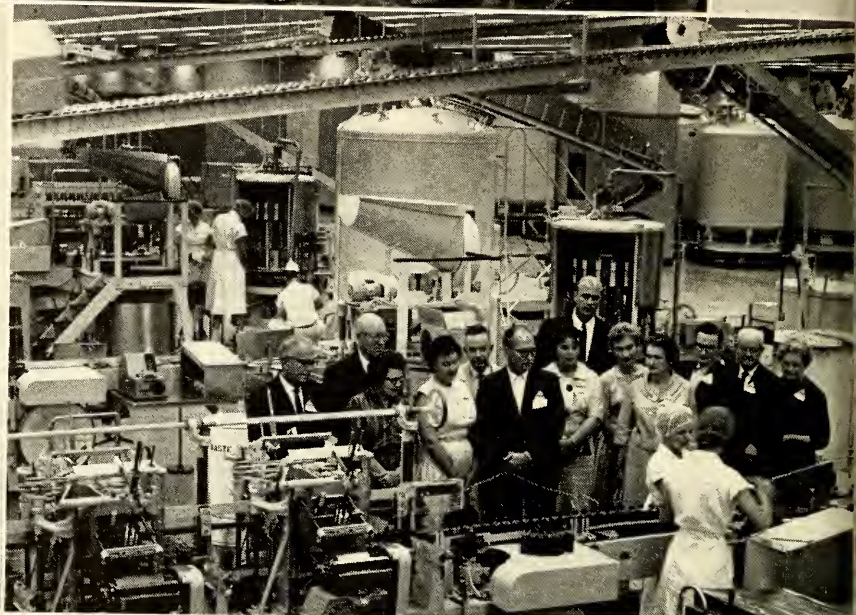
and countless products which are well known to the public among which are Phenolax Wafers (introduced in 1908), Unicap Vitamins, Citrocarbonate and Cheracol.

Upjohn matches the quality of its products with the calibre of its guest relations as a group of Tar Heels, who recently toured the manufacturing and research complex, will certify. During their 2-day stay in Kalamazoo, the group, composed mostly of pharmacists and their wives, got a close-up view of Upjohn's research division, where the "team approach" is used in solving problems. More than 375 technical people, with the support of an equal number of non-technical employees, are engaged

(Continued on Page 15)



TAR HEELS VISIT THE UPJOHN COMPANY, KALAMAZOO: First row, left to right; Mr. and Mrs. L. E. Reaves, Jr., Mrs. T. J. Ham, Jr., Mrs. W. L. West, Mr. and Mrs. W. J. Smith and Mr. and Mrs. Hoy A. Moose. Second row: Mr. and Mrs. James T. Barnes (Mr. Barnes is Executive Director of the Medical Society of the State of North Carolina), Mrs. Preston Forrester, W. L. West, Mr. and Mrs. B. Cade Brooks and Mr. and Mrs. Clifton S. Brinkley. Top row: Bert Barnes (Piedmont Airlines Co-Pilot), Mr. and Mrs. S. M. Edwards, Preston Forrester, Mr. and Mrs. Robert H. Seaborn, Charles B. Cross, Division Chief Flight Attendant, Piedmont Airlines, and Captain John Wilkes of Piedmont Airlines.



AT UPJOHN

originating and developing new ideas and products.

Pharmaceutical processes familiar to pharmacists, such as crude drug extraction, tube ointment filling, capsule filling, etc. were reviewed at the manufacturing plant but with one big exception: instead of singles, Upjohn's production is in the millions. We have no exact figures but we did observe and estimate the Orinase production coming from one filling line to be about \$300,000 per day at prescription price.

As the Tar Heel visitors moved along the production and packaging areas of Upjohn's floor, Portage Road plant, they viewed ampoule filling, Gelfoam production, soft plastic capsule manufacturing, the preparation of effervescent salts and other processes. Of particular interest was the fragrant crude drug extraction division for over in the isolated room were bales of wild cherry bark (doubtless later to show up as an ingredient of Cheracol) marked "Asheville, North Carolina".

Impressive was the building in which these processes are housed. Thirty-three acres of floor space with some corridors more than 1,100 feet in length. The main manufacturing floor provides for straight-line movement of materials from the south side of the building where bulk chemicals and packaging materials are received through the manufacturing, packaging and labeling areas, to the north side where finished pharmaceutical products are stored for shipment by rail and by truck. Here, too, are the quality control laboratories whose technicians check carefully all ingredients and all finished products. A classified arrangement permits Upjohn to come up with samples of any Upjohn product marketed in recent years.

Due to the vast floor space (33 acres), electric-powered "widgets" haul mail and equipment down its fifth-mile-long corridors.

Opposite Page

Typical scenes inside Upjohn's modern manufacturing plant. Center photo shows Cheracol on the filling line.

For the convenience of employees and visitors, cafeterias, lounges and recreation areas are scattered throughout the building.

Across the road from the main manufacturing building is Upjohn's general office building. A mere glimpse of this building is sufficient to indicate that here is one of the most impressive office buildings in the nation. Our information is that the building was constructed to take care of Upjohn's needs for many future decades, something which is quite evident as one views the facilities provided for Upjohn's offices and office employees.

The grounds, beautifully landscaped with flowers, trees, shrubs, fountains and a Lincoln Memorial-type water pool leading up to and under the office building, highlights "quality" that has been a keynote of Upjohn's products since 1886.

Directly in charge of the North Carolina visitors from the time they arrived in Kalamazoo on August 5 until their departure two days later was Don Hall of Upjohn's Trade and Guest Relations. Don, a native of Augusta, Georgia, quickly won his way into the hearts of the Southerners and later was voted as being the Yankee most likely to prevent another war between the north and the south.

Upjohn's hospitality at the Harris Motor Hotel, in downtown Kalamazoo, was equal to the products it distributes world-wide. Of special remembrance was the smorgasbord that introduced the visitors to Upjohn and Michigan's brand of welcome.

As a side-light to the visit, mention should be made of Kalamazoo's "mall"—the first of its type in the U. S. Some years ago the city fathers decided to plow up four blocks of the main street and replace with trees, flowers, fountains and comfortable benches. The results have been spectacular. Mostly, the business leaders are pleased with the appearance of their "mall" but one thing they were unanimously agreed upon—they liked having the Upjohn Company as a part of Kalamazoo and would vigorously oppose any effort to move the operation to our favorite site for a future pharmaceutical house—The Research Triangle of Raleigh-Durham-Chapel Hill, North Carolina.

recommend

Benedrex[®] Inhaler

*for temporary relief of nasal congestion
... in seconds*



'Benedrex' Inhaler is the *only* inhaler that contains the outstanding volatile vasoconstrictor, propylhexedrine. It provides effective temporary relief of the congestion of head colds and allergic rhinitis—in a matter of seconds.

'Benedrex' Inhaler insures complete, prolonged shrinkage of the nasal mucosa, without causing excitation or wakefulness.

YOUR CUSTOMERS KNOW THE BENZEDREX[®] INHALER

Display 'Benedrex'—you can recommend it with confidence.



Smith Kline & French Laboratories, Philadelphia



TAR HEEL DIGEST

Laurinburg—C. H. Williams has accepted a position with the Legion Drug Store. Prior to moving to Laurinburg, Mr. Williams was associated with the Asheboro Drug Company of Asheboro.

Roanoke Rapids—Ron Beaver, a graduate of the School of Pharmacy of the Medical College of Virginia, has joined the pharmacist staff at Roanoke Pharmacy. While serving in the U. S. Army, Beaver was on the staff of the Brooke Army Hospital in San Antonio, Texas.

Durham—Mr. and Mrs. Ralph P. Rogers, Jr. and family have returned from a 4-weeks visit to California and other western states. The Rogers made the trip by automobile and "camped out" a great deal of the time.

Greensboro—An eye operation hospitalized Roger McDuffie for two weeks at Duke Hospital during August.

Albemarle—A new 32 × 48 foot building to house a pharmacy is under construction near the recently completed Medical Arts Building.

Goldsboro—Tom Robinson, now serving his 14th year as a member of Goldsboro's board of aldermen, has served longer than any other member. He has also been Mayor Pro tempore since May 5, 1949.

Charlotte—Federal agents have brought charges against James T. Hough, Sr. for selling Penicillin Tablets, Dexedrine and Metadren without prescription.

Graham—Extensive remodeling of the Graham Drug Store is underway. New fixtures have been added and the prescription

department is being relocated on the right side of the pharmacy. Following completion of the remodeling, the interior of the pharmacy will receive a new coat of light green paint.

Salisbury—Thomas E. Cobb is the new chief pharmacist at the Salisbury VA Hospital. He transferred from a similar position at Lake City, Florida.

Hickory—Al Moir, Eli Lilly MSR, was guest speaker at a recent meeting of the Viewmont (Hickory) Optimist Club.

Winston-Salem—William M. (Bill) Craven, an assistant manager at Eckerd's Parkway Plaza Store for the past year, has been appointed to the newly created post of advertising director for Eckerd's Winston-Salem division.

Marion—After 23 years of service, E. A. Tennant has retired from his work at Evans Rexall Drug. He worked with the late Dean Tainter for ten years and since 1949 has been with Evans. The Tennants have moved to Lowell.

Rocky Mount—Frank E. Raper will be associated with his brother, Don, in the operation of Hicks Drug Store. Frank has two degrees—a degree in Agriculture from State College (1954) as well as a BS in Pharmacy, UNC, 1962. He served as a pilot in the Army while in military service.

Raleigh—Joseph Zambito, formerly manager of the Prescription Shop, is now in West Palm Beach, Florida with Ranches Drug Store.

Winston-Salem—Two Eckerd employees—Coleman L. Paschal and Nat Munnens—have won national merchandise display contests. Paschal won a \$50 first prize in a contest sponsored by Chain Store Age; a contest sponsored by Old Spice brought \$500 to Munnens as a second place prize winner.

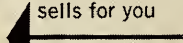
Chadbourn—S. G. Koone has been elected chairman of the "Citizens for Better Education" organization, which is in favor of a \$2 million bond issue to provide "our children with the best education possible." A major objective of the organization is to consolidate four schools of western Columbus County into a 500-student high school.

Hollingsworth's UNUSUAL CANDIES

Goes Right to the
Heart of Sales
in

The Saturday Evening
POST

This colorful ad
sells for you



in the Feb. 9,
1963 issue



TIE-IN WITH HOLLINGSWORTH'S

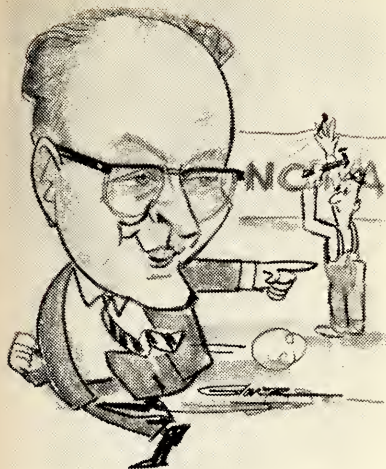
TIE-IN WITH THIS BIG POST PROMOTION
SHOW THE FULL HOLLINGSWORTH'S LINE

of select chocolates in Valentine's
most beautiful heart boxes.

GO RIGHT TO THE HEART OF PROFITS.

HOLLINGSWORTH'S Unusual Candies / Augusta, Georgia

Mr. Hugh Sconyers / 1618 Providence Road / Charlotte, N. C.



In Durham, at Eckerd's Main Street store, a negro crossed a negro picket line, entered the store and stole \$27 in cash from a pocketbook of one of the store's employees.

Going next door to Woolworth's the negro ordered a slice of pie, paying for it was a \$20 bill taken from the Eckerd store.

Our reporter does not specify whether the policeman, who arrested the negro, permitted the thief to finish the pie before hurrying him off to the local jail. However, he did report the same negro had been in trouble over stealing a preacher's trousers and money while baptizing services were underway.

But not all the difficulty is confined to Durham. Over in High Point, Cecil's Drug Store is minus one automatic hand dryer which was ripped from a rest room wall and carted away.

From The Randolph Guide of Asheboro we learn The Ramseur Pharmacy of Ramseur was established in 1911 by N. F. March "at the insistence of Sheriff Watkins." C. R. Whitehead, now sole owner of the pharmacy, became manager and part owner with the late M. E. Johnson in 1924.

Dr. Coy W. Waller, now director of Mead Johnson pharmaceutical research, made this

interesting observation at the Goldsboro dinner honoring Mr. John E. F. Hicks: "The first $\frac{1}{2}$ ounce of Folic Acid made at Lederle cost the company about 15 million dollars. Today, the cost is about \$3.25."

And continuing, Dr. Waller related his favorite experiment involving the structure determination of Aureomyein: "In one experiment when the reaction was run with the flask $\frac{3}{4}$ full, good yields of two identifiable products were obtained. When the same experiment was run with the flask $\frac{1}{2}$ full, only unidentifiable tar materials resulted. Just the right amount of oxygen in the air above the material in the flask was required."

A local teenage rock and roll fan called what she thought was her favorite music shop but reached a pharmacy by mis-dialing. "Have you got 'Two Red Lips and Seven Kisses'?" she asked. "No." was the reply, "but we have two tom cats and seven kittens." "Is that a record?" asked the teenager. "We think it is," the pharmacy employee said.

Something received but never expected—a character recommendation request from the University College of Addis Ababa, Ethiopia.

"You have locked bowels," diagnosed the physician.

"That's impossible," replied the patient, "I have an active case of diarrhea."

Remembering the advice of a medical lecturer—careful examination and stick to your diagnosis—the doctor replied: "You have locked bowels but they are locked in an open position."

Joe Lazarus, pharmacist and owner of Lee Drug Company, Sanford, was riding down the street in Sanford recently when a friend blew his horn and motioned for Joe to pull over to the side of the road. After the two cars had stopped, Joe's friend (who happened to be the local undertaker) wanted to tell him his back tires were slick.

BC



Time-tested formula

Time-tested acceptance

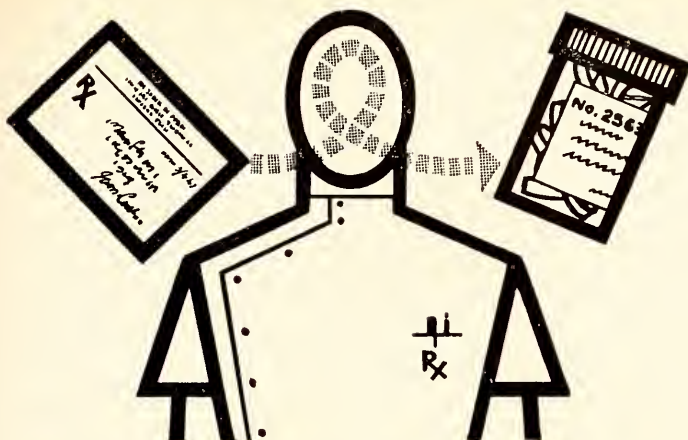
Time-tested profit-maker

Your customers have a choice when they buy "BC". America's fastest-selling headache powders or the popular "BC" tablets

*Over 100 Million Packages Per Year
backed by concentrated local and
national advertising*

B. C. REMEDY COMPANY

DURHAM, NORTH CAROLINA



YOUR ROUTE TO GOOD HEALTH IS THROUGH YOUR PRACTICING PHARMACIST, who is ready to serve you, your physician and your community. His education and experience qualify him as an authoritative drug adviser to your physician, dispenser of life-saving medication to you and consultant on household health needs to the entire community. Make use of your pharmacist's professional services today.

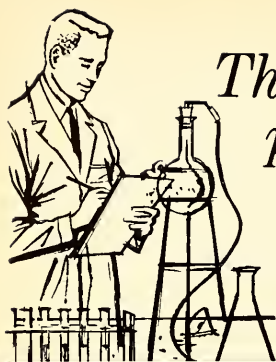
Recommended: Mail \$5 to American Pharmaceutical Association, 2215 Constitution Avenue, N.W., Washington 7, D. C., for 12 months Public Relations Service. First mailing includes National Pharmacy Week supplies.

NATIONAL PHARMACY WEEK OCT. 7-13

SMITH WHOLESALE DRUG CO.
SPARTANBURG, S. C.

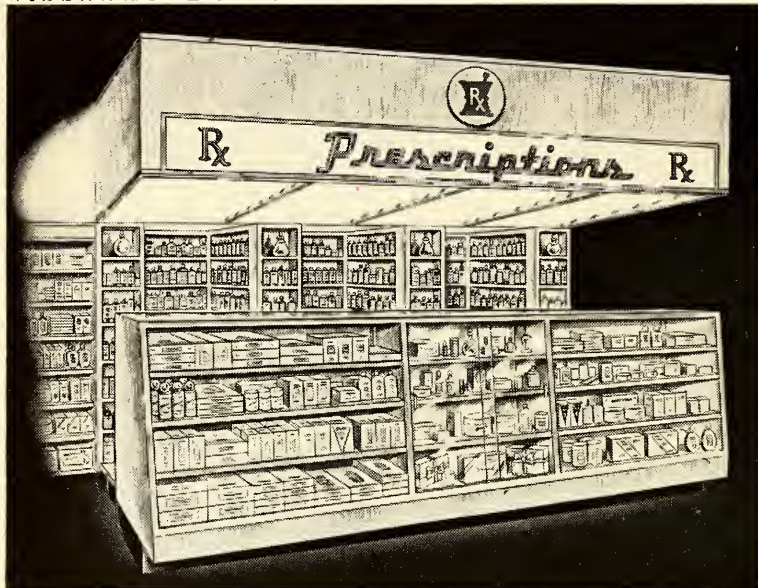
A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business



The right formula for your
prescription department!

"KEY" DESIGNED
LUMILITE **R_x** CANOPIES



Illustrated
is one of
many designs
that can be
created
to suit your
particular
requirements.

The prescription department is the professional center of your store and should dominate all other departments. Dramatic lighting found in "Key Lumilite Rx Canopies" focus the shopper's attention on your Rx department and at the same time provides excellent lighting for compounding your prescriptions.

Ask for our layout engineer services

Clip Coupon and Mail

We are planning to

- Expand Modernize Build
New
Store

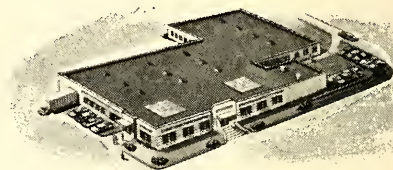
Name.....

Firm Name.....

Street Address.....

City.....

State.....



GRANT E. KEY, INC.
Manufacturers
LYNCHBURG, VIRGINIA

PRESIDENT'S ADDRESS

(Continued from page 11)

tion of Mr. and Mrs. W. J. Smith, also met with the Pre-Pharmacy students in the form of a program and reception. This was held in the Institute of Pharmacy with the intention of making the Pre-Pharmacy students feel more a part of pharmacy. Also, it gave the N.C.P.A. an opportunity to familiarize the students with the work of the Association and with their home away from home—the Institute of Pharmacy.

And now to consider some other phases of Association work:

Fair Trade

I realize it might appear the Fair Trade situation has not improved, but our efforts in support of Fair Trade are finally being felt. Numerous legal actions have taken place this past year. The verdict of the case heard in Federal District Court in Greensboro was most favorable to us. There remain many other cases to be heard in our State Courts. No one knows what the outcome might be, but at least we are getting action.

N. C. Pharmaceutical Research Foundation and the N.C.P.A. Endowment Fund

As recommended, our members have given most able financial assistance to the North Carolina Pharmaceutical Research Foundation and the N.C.P.A. Endowment Fund. The reports to be given later at the convention will confirm this, I am sure.

I have not been responsible for these accomplishments; neither has the N.C.P.A. Executive Committee. These accomplishments are attributable directly to you, our members. Without your wholehearted support nothing could have been done.

However, let us not think the time has come to rest on our laurels. We are still faced with many old problems as well as with new ones. These problems should not discourage us. Problems beget worry. Worry CAN BE a tremendous motivating force. I think this is borne out by a recent survey made in North Carolina. In spite of the problems of price-fixing indictments, continued congressional investigations of drug prices, mail order prescription services, dis-



count houses, the discriminatory pricing methods of some pharmaceutical manufacturers to name a few, most of the retail drug outlets enjoyed nice increases in sales in 1961.

Our President-Elect, Mr. Stevenson, stands prepared to lead us through the 1962-1963 Association year with competence and wisdom. In order that the journey not be made too smooth for him, I should like to plant a few seeds for thought.

Recommendations

Local Clubs—There is a great need for more and stronger local drug clubs in our state. There are sections with a large concentration of pharmacists, but without a local organization. I firmly believe strong local associations are a necessity if our state association is to grow and have the strength it should. Our many battles must be fought and won on the local level before we can effectively fight on the state and national levels.

While I am cognizant of the necessity of continuing meetings of district scope, I recommend that our President-Elect place special emphasis on the local organizations, offering assistance and cooperation through furnishing speakers from among the N.C.P.A. officers, etc.

Further, I strongly recommend that the North Carolina Pharmaceutical Association spare no effort to develop an effective plan in 1962-1963 for organizing new drug clubs, reactivating old clubs, and creating more active participation in existing clubs.

(Continued on Page 27)

all **NEW**
physiologic formula
for all newborns



Prepared formula for infants, Wyeth



**A MAJOR RESEARCH ACHIEVEMENT
IN INFANT NUTRITION**

S-M-A NEW FORMULA S-26 is made possible by a technological breakthrough exclusive with Wyeth Laboratories . . . the large scale electro dialysis of milk whey.

**more digestible protein as in human milk—
high in lactalbumin, low in casein**

The result of electro dialysis is a whey with the salt content drastically reduced. This demineralized whey is predictable in composition and stability, and results in a prepared formula with a protein composition almost identical with the natural food for infants, human milk.

new low mineral content—

Total mineral content and calcium and phosphorus levels have been reduced to approximately the physiologic amounts found in human milk.

provides these extra benefits for health and growth

- well tolerated
- improved digestibility
- good weight gains and growth rate
- fewer formula-related problems
- easily prepared
- no extra cost to parents

essential
information
on your
inventory
and
stocking of

**S-M-A
NEW
FORMULA
S-26**

- S-M-A NEW FORMULA S-26 is superseding S-M-A. From now on, Wyeth will fill all S-M-A orders with S-M-A NEW FORMULA S-26
- It is suggested, however, that you retain your current stock of S-M-A. There will probably be some mothers or physicians who wish infants to be continued on S-M-A.
- In general, all requests for S-M-A may be filled with S-M-A NEW FORMULA S-26. Your physicians will find that S-M-A NEW FORMULA S-26 will be well tolerated and will provide excellent nutrition.

**S-M-A NEW FORMULA S-26 WILL
BRING NEW SALES FOR YOU
An Improved Formula at No Increase in Price**

Intensive detailing and ethical promotion will stimulate increased sales in your Infant Needs Department. To assure your supply for new requests, order now.

Retailer's cost: \$0.83 per lb. can of powder
\$0.21 per 13 fl. oz. can of liquid
(On direct order—minimum \$50)



Wyeth Laboratories • Philadelphia 1, Pa.



ONLY A FEW DAYS BETWEEN SODAS

You see it happening to youngsters time after time—one day ill with fever, sore throat, chest pains... a short time later back at your store working on ice cream sodas. And almost always it is an antibiotic that turns the trick—Terramycin Syrup, for example.

For you, of course, these triumphs of modern drug therapy are nothing new. You know that the rapid recovery of these children, with less worry and economic strain for parents, follows a pattern that has become almost commonplace with the availability of modern antibiotics. You can remember when recovery itself was more uncertain, convalescence more extended, cost and care more burdensome. Do all of your customers appreciate the significance of these advances?

Terramycin® OXYTETRACYCLINE WITH GLUCOSAMINE | FULL PRODUCT INFORMATION ABOUT THE VARIOUS DOSAGE FORMS OF TERRAMYCIN IS AVAILABLE IN BLUE BOOK, RED BOOK, IN THE PRODUCT BROCHURES ENCLOSED IN PACKAGES, AND FROM YOUR PFIZER REPRESENTATIVE.

Science for the world's well-being® **Pfizer®**

PFIZER LABORATORIES Division, Chas. Pfizer & Co., Inc. New York 17, N. Y.

PRESIDENT'S ADDRESS

(Continued from page 23)

This would serve to make the Association more aware of local needs; it would also enable the N.C.P.A. to more widely explain and publicize work and projects of the Association.

Public Relations—It is a necessity that a greater effort be extended in the field of Public Relations. I fear the drug price investigations of recent years have done much to create doubt in the mind of OUR public not only in regard to the hometown pharmacist, but the entire drug industry as well. Many of these doubts, as well as other difficulties encountered by us, could be remedied through proper public relations. While public relations is primarily your responsibility in your own store and community, we should not neglect the importance of statewide public relations. Our Association realizes this, and has initiated a most novel statewide public relations plan. In order to be successful, however, it must have your wholehearted support.

Most of us present today have had the pleasure of touring one of the major pharmaceutical houses. We have been very much impressed with the research and quality control facilities as well as other factors affecting the cost of drug manufacturing. On one of the visits a member of the group made this statement, "If only the members of the press could see this; then they would better understand what goes into the cost of medication." This is exactly what the Association has planned. The members of the North Carolina press are to see it.

In June, the Eli Lilly Company has graciously consented to be host to them on the same basis they have accepted pharmacists groups for years. It is necessary only that the N.C.P.A. arrange transportation and do the contact work. As to transportation, planes have been chartered. Now we need your financial aid through special donations to pay for the transportation.

While we are speaking in the field of public relations, and especially with relationship to the news media, I should like to

urge that the N.C.P.A. establish an annual award to be made to the member of the press who had contributed the most to the profession of Pharmacy through his journalistic endeavors. The size and name of said award would be decided upon by the Executive Committee of the N.C.P.A.

Recruitment—The need for an expanded pharmacy-student recruitment program is imperative. There is a critical shortage of pharmacists in our State. But, of course, I don't have to tell you that. We must ENROLL, GRADUATE, and LICENSE many, many more than are now becoming available each year.

In my travels over the state, some have said we have no shortage of pharmacists; our problem is too many drug stores. When a town of about 5,000 people has 6 drug stores, this would seem to be true. But when the latest figures show we have one store per 4,000 people—about twice the national average for potential customers—and 36 pharmacists per 100,000 people, giving us a rank of 47th in the United States, we *do not* have too many drug stores and *do* have a shortage of pharmacists. When we license by reciprocity approximately the same number we license by board examination each year; when we graduate about half the number who start in pharmacy each year; then we have been neglectful somewhere. Beard Hall has ample space for many more students. It is our duty to interest as many as possible of the higher type high school student in studying Pharmacy. This has become more difficult with the advent of the five-year curriculum.

The five-year curriculum has also brought about a term I find most distasteful—PRE-PHARMACY STUDENT. I have had the opportunity to talk with many of the pre-pharmacy students. So many of them feel they are not a part of pharmacy at all. They are just general college students. I am no educator, but I feel definite steps should be taken by those in a position to do so to make these students feel a part of the profession they have chosen, even if it means teaching them elementary pharmacy courses in Beard Hall during their fresh-

(Continued of Page 29)

DISPLAY PHILLIPS' TABLETS HERE . . .



AND AT THESE 3 OTHER HOT SPOTS . . .

CASH REGISTER



GUM & CANDY RACK



TOBACCO COUNTER



FOR TOP SALES AND EXTRA PROFITS!

Your customers are "pre-sold" on PHILLIPS' TABLETS with powerful ADVERTISING on TV, in LIFE, LOOK, SATURDAY EVENING POST, LADIES' HOME JOURNAL, other national leaders, PLUS SUNDAY SUPPLEMENTS, FARM JOURNALS, and OUTDOOR MAGAZINES.

GLENBROOK LABORATORIES
 Division of Sterling Drug Inc.
 1450 Broadway, New York 18, N. Y.

PRESIDENT'S ADDRESS

(Continued from page 27)

an year. As I have said—we must recruit, the School of Pharmacy must educate and graduate—then we assume another responsibility—that of PRECEPTOR. Our training of the apprentice must be so thorough that he becomes completely prepared to successfully stand the Board Examinations. This is necessary, because it is thought by some that the difficulties encountered by the examinee are a direct result of lack of training by the Preceptor.

Legislative—I urge that we continue our vigilance in legislative matters, informing our Senators and Representatives not only in regard to legislation directly affecting us, but our friends and neighbors as well. As you know, there is a bill in Congress that threatens to socialize the health professions, a bill whose provisions completely by-pass the man who has had the health welfare of his community at heart for centuries—the neighborhood druggist, a bill that provides free medical care for hundreds of thousands who are financially able to care for themselves. This same bill allows thousands of others not financially able to take care of themselves to be deprived of free medical benefits because they are not covered by the old-age, survivors, and disability insurance program. Of course, you know I refer to the King-Anderson Bill. Why should we be saddled with this type legislation when we already have enacted into law the Kerr-Mills law which provides medical care to all—I repeat ALL—those who are truly in financial need. I beg you to fight the King-Anderson Bill with every ounce of energy you have, and fight just as hard to see that the Kerr-Mills provisions are made effective in this state.

Scholarship—There is a definite need for reviewing our scholarship program. All of us know, of course, that the cost of education has risen considerably in the past twenty years. Still—so many of our scholarships have not been increased. In 1940 a \$150 scholarship was a nice start toward a year's education. Now \$150 is so small compared with the cost needed to complete a year in Pharmacy. Therefore, we need the amounts

of our existing scholarships increased greatly.

We must also direct our attention to the Pre-Pharmacy students' needs for scholarships. They are not eligible for Pharmacy School aid; their scholarships must come from the General College. We need to establish aid for them as first year students, with the understanding that these scholarships will continue to be available to them so long as they follow the curriculum of Pharmacy. Of course, the aid would be withdrawn after the first year if the student changed his major. This type scholarship might have the effect of causing many more Pre-Pharmacy students to continue in Pharmacy.

Perhaps we should undertake, on a local basis, the goal of having at least one scholarship available in each high school in North Carolina. With the extreme shortage of pharmacists in our state today, we should consider it gross neglect if just one prospective pharmacist could not attend Pharmacy School due to the lack of funds.

Ethics—More emphasis should be placed on professional ethics. The value of ethics was stressed by your President during the annual visit to the Student Branch of the N.C.P.A. It is hard for a young graduate to follow such advice when he is associated with another pharmacist who might not be as ethically inclined as he should be. The reactivation of the District and State Judicial Councils I hope will have a decided effect on improving our shortcomings. Their forthcoming report, I feel, will inform you of our intentions to remedy laxities in this area.

Fee System—I also recommend that the membership give deep thought to the establishment of a fee system for prescriptions. If this system had been in effect in some West Coast states, there would have been no question of price-fixing. I feel it is only a matter of time until this system will become necessary if we are to remain a profession. This system is already being used in some types of prescriptions in other states. We should through thorough investigation be

(Concluded on Page 31)

Abbott Laboratories
North Chicago, Illinois

Gentlemen,

My family enjoys your chewable vitamins. It seems like we can not get enough of your vitamins. My sister enjoys your vitamins so much that she ask for more but cannot have no more. I like them because my mother does not have to worry about scolding us when taking it. It's good because you don't have no worries about something falling on the floor. If you kept on making these vitamins all the worlds children would be happy again. Now I would like to know whether I may have any information on the Middle West. You see my class and I are studying it. So if the information can be given I thank you very much.

"...all the worlds children would be happy again."

(an unsolicited testimonial from an actual letter)



Vi-Daylin—Vitamins A. D. B₁. B₂. B₆. C. and Nicotinamide. Abbott.

PRESIDENT'S ADDRESS

(Continued from page 31)

prepared to decide which path to follow when faced with the decision.

Constitution and By-Laws—I request the work of the Constitution and By-Laws Committee be continued. Many hours of diligent endeavor were involved in this work, but the undertaking was of such magnitude that it could have been completed this year only if done in a haphazard manner. The Committee, however, is composed of Academy of Pharmacy members who demand perfection. A very commendable trait.

I have discussed problems, old and new; made recommendations, some possibly good, others bad, but in concluding I would like just a moment more of your time to discuss the one thing utmost in ALL our minds—The North Carolina Pharmaceutical Association. Every pharmacist in North Carolina should covet membership in the N.C.P.A. Every member should support the Association with his whole-hearted personal loyalty and labor. Through Association work we come to know each other better and form friendships to last over the years. We come to understand that each and all have our own problems and troubles. Our Association has many, many ways of helping you—many ways of helping you to that *certain* limit possible in any organization. After that it is up to you—each of you for yourself. The Association will never be able to make you a GO-GETTER if you are not so inclined. The Association cannot make a phenomenal success of a failure, or make an inefficient member efficient. That is asking too much of any Association.

After all—an Association is an organization made up of individuals for a common purpose. As individuals we must stand on our own two feet. We speak of ETHICS; we speak of LAWS; we speak of REGULATIONS. We do not understand how other professions are able to regulate themselves without being policed constantly. The explanation is very simple. A thousand laws, a thousand regulations, a thousand inspectors cannot and will not remedy our situation until we, each of us, individually, decide the time has come for us to be ethical

people with such a determined dedication to our profession that no one—NO ONE—would dare attempt in any way to commit any degrading act.

I have spoken this morning of legislation, but we cannot depend on legislation to see us through. We must face our difficulties with confidence, plan our work intelligently, refuse to be discouraged by setbacks or failures. We must depend on ourselves because each man in the profession of pharmacy has his own particular problems. He is the one and the only one qualified to deal with the peculiar difficulties facing him. How well he will succeed in finding his solutions depends on how he faces the job. If he thinks success and proceeds on that basis, he usually succeeds. If he is afraid he can't make a go of it, he is licked. No philosophy can save him from his own defeatist attitude; no Association activity can reach far enough down to lend him the strength he would need.

Before I close, I would like to express my appreciation to the many committees that have functioned so efficiently during the year. Most certainly, I am very grateful to the various convention committees for the excellent job in arranging for our 82nd Annual Meeting. It has been a heart-warming experience to find so many members dedicated to their profession.

I have searched as diligently to find proper words for closing my address as I did to find proper words to open it. My daughter, on noticing the difficulty I was having, made what I considered a very appropriate suggestion. She said, "Daddy, you closed the Convention last year with a prayer. Why don't you close your address the same way?" Let us pray.

Prayer

Most kind and gracious Heavenly Father, we thank Thee for the privilege of being members of one of the world's oldest and most honored professions. We thank Thee for our Association and for the accomplishments You have allowed us. We thank Thee for the guidance You have given us this past year, and we ask that You continue to guide and direct us this year in all that we do, in order that what we do shall be for Your honor and glory, not ours. Amen.

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UNC PHARMACY SCHOOL NOTES



The annual drive for funds for the North Carolina Pharmaceutical Research Foundation was scheduled for September this year. Pharmacists serving as county chairmen accepted appointment to call on fellow pharmacists to explain the work of the foundation and solicit contributions for this source of aid to the School of Pharmacy.

Four additional special pharmacy scholarships valued at \$250 each were added for the coming school year: two from the Peabody Drug Company of Durham, and one each from Scott Drug Company of Charlotte and McKesson & Robbins, Charlotte Division. It was pleasing to learn that Miss Kay Emily Johnson, prepharmacy student from Washington, D.C., was awarded a scholarship valued at \$500 from the National Honor Society provided by the National Association of Secondary-School Principals.

The finishing touch was given by Dr. A. W. Jowdy, Assistant Professor of Pharmacy Administration, to the display of merchandise contributed by manufacturers in the Retail Laboratory. The area, complete with nearly everything for a good community pharmacy excepting real custom-

ers, will be used by students in the business management courses.

Three graduate students completed final requirements for degrees with majors in pharmaceutical chemistry. William West Taylor, Instructor of Hospital Pharmacy, completed his research for the degree of Doctor of Philosophy. The title of his dissertation was "Antitussives: Past and Present, Their Chemistry and Biological Properties." Yoon Chin Kim, from Korea, and Viljahnur Skulason received the degree of Master of Science. Mr. Kim's thesis was entitled "A Study in the Synthesis of β -Alkylglutamic Acids: Isolation as Pyroglutamic Acids," and Mr. Skulason's thesis was entitled "The Synthesis of Some α , β -Unsaturated β -Substituted δ -Lactones."

Mr. Robert H. Bartholomew, 45, died of a heart attack on July 22. He was Public Information Officer for the Division of Health Affairs and had responsibility for releasing news to the public press concerning the School of Pharmacy.

Professor Jowdy attended the Seminar on Pharmacy Administration of the American Association of Colleges of Pharmacy held at the University of Pittsburgh, July 8-14.

Dean E. A. Brecht attended a meeting at Atlanta on July 27 for deans of the pharmacy colleges in the Southeastern United States on graduate pharmaceutical education.

A large class of students in Public Health Nursing of the School of Public Health held their classes in Beard Hall during the second half of the summer. One of the students was Mrs. Paul Walker, Newton, wife of a recent graduate of the School of Pharmacy.

Alice Noble's book, "The School of Pharmacy of the University of North Carolina, A History" continued to receive excellent reviews. One of the best was written by John E. Kramer in the *American Journal*

(Continued on Page 34)

UNC SCHOOL NOTES

of *Pharmacy* (the publication of the Philadelphia College of Pharmacy and Science). It is quoted here to show its incisive brevity: "This volume recounts in some detail not only the history of the School of Pharmacy of the University of North Carolina from its inception in 1897, but it chronicles two earlier attempts to provide pharmaceutical instruction at that University. With great clarity, the author tells of the difficult early days of the School, and pays tribute to such stalwarts as John G. Beard, E. V. Howell, M. L. Jacobs, H. M. Burlage, I. W. Rose, E. A. Brecht and others who led the School to its present leading position in the field of pharmaceutical education.

"Incidentally, only someone who has long been associated with an educational institution (she first joined the school in 1921) and has been an integral part of and contributor to its progress could have compiled and written such a perceptive history."

News was received that Miss Noble's book was one of the two published during the past year by the University of North Carolina Press to be placed on exhibit for the year by the Special Libraries Association, the Association of American University Presses.

Historical Note

By ALICE NOBLE, *Research Historian*

I am having a wonderful time this summer continuing my research on drugs used in Colonial North Carolina—a project interrupted by other pressing demands upon my time. In the early days the mainstays of treatment apparently were calomel, opium, ipecae, and the famous rattlesnake root. It is amazing the amount of attention devoted to the last named plant in eighteenth century literature. Moreover, in inventories of estates again and again "a basket with snake root" is listed. This herb was much used as a medicine in the form of a decoction and chiefly as a remedy for snake bite. In his famous *Natural History of Carolina, etc.* (1722-6) Mark Catesby included a plate and a botanical description

of snake root but without mentioning its medicinal uses.

In William Byrd's *Dividing Line History* (1728) he refers to snake root frequently and with great respect. For example: "We found in the Low Ground several plants of Snake Root, which is said to be much the strongest antidote yet discover'd against the poison of the rattlesnake. The leaves of it resemble those of Fern, from whence it obtained its name. Several stalks shoot from the same root, about six inches long, they lie mostly on the ground. It grows in very rich soil, under the protection of some tall tree, that shades it from the meridian beams of the sun. The root has a fair spicy taste, and is preferr'd by the Southern Indians to all other counter-poisons in this country. But there is another sort preferr'd by the Northern Indians, that they call Seneca Rattle-Snake-Root, to which wonderful Vertues are ascrib'd in the cure of Pleurisys, Feavers, Rhumatism, and Dropsys; besides being a powerful antidote against the Venom of the Rattlesnake." Another observation of Colonel Byrd is quoted: ". . . Lately the Seneca Rattle snake Root has been discover'd in this Country, which being infus'd in Wine, and drank Morning and Evening, has in Several Instances had a very happy effect upon the Gout, and enabled Cripples to throw away their Crutches and walk several miles, and



at is stranger Still, it takes away the
in in half an hour . . . Our common
ke root with which you are so well ac-
ainted in England is a noble plant, and
the powder of it be put into Canary it
stores the vigor of the Stomach effec-
ally, if a man take 2 or 3 swallows of it
netimes. At my first arrival here I was
ubled with a violent diarrhea, which no
dicine would cure but this, and then I
s cur'd presently, and have contin'd well
er since." (Spelling and punctuation that
Colonel Byrd.)

I am adding a receipt for rheumatism
orded in the 1766 volume of the *Annual
gister*, published in London, which is an
propriate accompaniment to the observa-
ns of Colonel Byrd on rheumatism and
it:

*The famous American receipt for the
umatism:* Take of garlic two cloves, of
an ammoniac one drachm; blend them by
asing together; make them into two or
ee bolusses, with fair water, and swal-
y them one at night, and one in the morn-
g. Drink, while taking this recipe, sassa-
s tea made very strong, so as to have
teapot filled with chips. This is general-
found to banish rheumatism, and even
tradictions of the joints, in a few times
ing. It is very famous in America, and
hundred pounds have been given for the
ipe.

Dean Fund Aids 44 Pharmacy Students

The W. J. Dean Pharmacy Student Loan
nd, established two years ago at the sug-
sation of Joe Catanese of Charlotte, has
rovided 44 loans to needy, deserving phar-
cy students.

The Fund is administered by the NCPA.
ch gross of Dean merchandise distributed
North Carolina contains a card worth
, which when mailed to the NCPA is
eemed for cash. Generally, 2000 cards
e allowed to accumulate for a total value
\$500. A special checking account has
en established from which loan funds are
bursed.

The loans are non-interest; payable after
the student graduates and is employed. Some
of the original loans have already been re-
turned and reloaned. Due to the repayment
feature plus the frequent addition of new
cash to the Fund, The W. J. Dean Phar-
macy Student Loan Fund is expected to be-
come one of the major loan funds at Chapel
Hill.

Hospital Pharmacists Attend Seminar at Chapel Hill

A special seminar for hospital pharma-
cists was held in Chapel Hill at the UNC
School of Pharmacy on September 8-9. The
program emphasis was on methods of test-
ing and quality control for commonly used
hospital drugs.

Seminar instructors were Dr. James Bran-
non, Dr. George Cocolas and Dr. James
Kellet, professors in the UNC School of
Pharmacy.

Dr. M. A. Chambers, assistant dean, was
director of the seminar.

W. A. Ward on the Mend

Former NCPA President W. A. Ward of
Swannanoa is recovering from a recent ill-
ness which necessitated hospitalization for
21 days.

Now at home at Cherry Hill (Swannanoa),
W. A. has been ordered to take it easy for
the time being but with good fishing weather
coming up, this is going to be a task.

NOTICE

Due to unforeseen develop-
ments, the Poliomyelitis Pro-
gram, as announced on page 47,
has been deferred by the State
Medical Society.



BUREAU OF NARCOTICS
Baltimore 2, Maryland

Dear Mr. Smith:

For years we have been receiving copies of The Carolina Journal of Pharmacy and I have never failed to read it carefully.

This is just a little personal note to you as Editor of the magazine to tell you how much the publication means to us officially, and to me personally. I make many speeches

to pharmacy groups, clubs, other types of organizations, and have frequently used some of the sage as well as humorous items which have appeared from time to time in The Journal.

The August Journal contained two items which I have cut out for my scrapbook. One is the article about "331 Pills" and the other is the "Ten Commandments of Business".

Bertha D. Baldwin
Administrative Assistant

Dear Mr. Smith:

I was delighted to receive a copy of the Second Edition of the North Carolina Dental Formulary, which you sent me. This, without a doubt, the finest dental formulary I have ever seen. It surpasses by far the previous editions that have been published by other state pharmaceutical associations. I am confident that it will stimulate prescription writing by the dentists in your state.

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- Part 2. Patient Medication (11 Sections)
- Part 3. Office Medication (18 Sections)
- Part 4. Emergencies (5 Sections)
- List of Manufacturers—Addresses
- Index

Compiled by these representatives of the N. C. Dental Society:

Dr. Charles M. Westrick, Chm., Winston-Salem

Dr. A. J. Franklin, Denton

Dr. W. J. Helsabeck, King

Dr. O. J. Freund, Winston-Salem

Dr. J. S. Hood, Lexington

Dr. D. M. Getsinger, Chapel Hill

Dr. E. B. Hopkins, W-Salem

and these representatives of the N. C. Pharmaceutical Association:

Roger H. Sloop, Chm., Winston-Salem

James W. Fulton, Winston-Salem; G. Haywood Jones, Zebulon, W. Darle Shouse, King

More than a year in preparation. This second edition is a substantial improvement over the original edition. Rxs written by dentists are on the rise in North Carolina; this formulary will enable you to further enhance your professional services.

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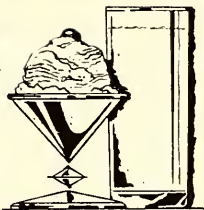
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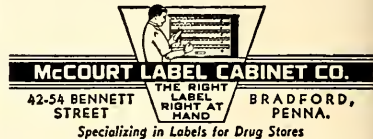


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Mr. Parker was a native of North Wilkesboro and a 1905 graduate of the School of Pharmacy, University of North Carolina. He established Parker's Drug Store in March, 1911 and was actively in charge of the pharmacy at the time of his death.

Survivors include the widow, two daughters and two sons.

J. C. McGEE

James Conrad McGee, born July 25, 1905, died September 1 following a brief illness.

An Asheville pharmacist and operator of Lord's Drug Store since 1950, Mr. McGee was associated with various Asheville pharmacies before buying the Charlotte Street Pharmacy in 1942.

After selling the Charlotte Street Pharmacy, he was co-owner of Martin's of Canton until 1948 at which time he returned to Asheville.

He was vice-president of the Asheville Drug Club in 1946. A son, J. C., Jr., is owner-operator of Asheville's Kenilworth Drug Store.

JOHN NELSON

John Basil Nelson, Sr., 55, pharmacist employed by Mann Drug Company of Reidsville, died August 25 in a Burlington hospital after one week of critical illness.

J. F. SMITH

James Filmore Smith, 73, owner and operator of Smith's Drug Store of Gibson for the past nine years, died August 9.

Prior to moving to Gibson, Mr. Smith operated a pharmacy in West End. He was a native of Marion, South Carolina and served in the Navy during WW I.

C. E. GILLIKEN

Claude Elton Gilliken, born Feb. 14, 1906, died August 3.

Mr. Gilliken was owner-manager of the Kenly Drug Company at the time of his death. He was a native of Morehead City and a graduate of the Southern College of Pharmacy (1926).

A son, Howard Nelson, was born August to Mr. and Mrs. Sanford Price of Salem-urg. Mr. Price is pharmacist at Butler's Drug Store of Clinton. The Prices have another son, Scott, age one.

Mr. and Mrs. Frank Wells of Benson are announcing the birth of a daughter, Annah hearin, August 11th. The Wells recently moved to Benson from Raleigh.

The Bob Rauches of Mocksville, are announcing the birth of a son, Robert Paul, August 8th.

Marriages

GIBSON—WILLIAMS

Charles Thomas Gibson, son of Mr. and Mrs. W. S. Gibson of Goldsboro, and Judith Ann Williams were married August 26th at St. Mary's Catholic Church of Goldsboro. Mr. Gibson is pharmacist at Wayne Memorial Hospital. Mrs. Gibson is also on the staff there.

GREESON—GILLEY

Joe David Greeson, pharmacist at Mann Drug Co. in Thomasville, and Miss Barbara Ann Gilley of Graham were married at Lowe Memorial Church of Burlington, August 2th.

FLETCHER—PRICE

James Hugh Fletcher of Valdese and Miss Mildred Jane Price of Casar, were married at the home of the bride, July 29th. Mr. Fletcher operates the Valdese Drug Company of Valdese.

Deaths

R. S. PARKER

Richard S. Parker, 78, of Murphy, died August 18 in a Murphy hospital following a brief illness.



Carolina Camera

(Opposite Page)

Top—The handsome cabinet to display the silver collection of the School of Pharmacy was presented as a gift from the North-eastern Carolina Pharmaceutical Society. It was built in 1961 by Calvin Burch, Chapel Hill. The cabinet houses the following silver pieces presented for use in student and faculty receptions. In chronological order, the flower urn was presented in 1959 by classmates in memory of Newton Lewis Beach, Jr. of Morganton, alumnus who was killed in the Battle of Chateau-Thierry, World War I. The punch level bowl and tray were presented in appreciation to Alice Noble by friends in 1959, and the ladle was presented by a North Carolina family of pharmacists in the same year. A sandwich tray was presented by Miss Alice Noble in 1960. The pair of three-branch candelabra, 1960, and tray, 1961, were presented by the Woman's Auxiliary of the N.C.P.A. The pitcher was given by the graduating class of 1961. A bon-bon dish and server was given by the senior women students in 1962. Three sandwich plates and two bon-bon dishes were presented by the Greensboro Drug Club Auxiliary in 1962.

Center—Arnold Kirk (center) of The Kannapolis Daily Independent won the \$100 first prize in the NCPA-sponsored feature story contest, which followed a visit to the Eli Lilly Laboratories by North Carolina newsmen.

L. J. Correll (left) of the F. L. Smith Drug Company, Kannapolis, is shown presenting the prize to Mr. Kirk while Pharmacist John B. Woodard looks on.

Nine entries were received for judging in the contest. With a maximum of 27 points, Kirk's entry was rated 26 points by judges Kenneth R. Byerly of the UNC School of Journalism, Mack Webb of The Durham Sun and Woodrow Price of the Raleigh News & Observer.

Bill Noblitt of The Shelby Daily Star and Bill Wright of The Fayetteville Observer shared second place honors. L. F. Amburn, Jr. of the Statesville Landmark placed third.

Bottom—Eckerd Drug of Raleigh, which started filling prescriptions in 1926, filled its millionth prescription on August 20. To appropriately recognize the occasion, L. M. McCombs (left) of Eli Lilly's medical service staff presented an inscribed apothecary jar to (l to r) Pharmacists Robert T. Britt, Clyde L. Futrell and T. W. Youngblood. (See cover page).



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Auxiliary Sets Fall Workshop Program

Mrs. John T. Stevenson, president, has announced the program of the 1962 Workshop to be held in Chapel Hill on Wednesday, October 10, under sponsorship of The Woman's Auxiliary of the NCPA.

The program will get under way at 10 AM with a coffee and registration in the Institute of Pharmacy. The business program starts at 10 AM. At 10:30, the group will be divided into two sections for an hour and a half discussion.

Topic of group 1 will be "Parliamentary Procedure" with Mrs. W. T. Boone, Mrs. Romas T. White and Mr. Clyde Ball as discussion leaders.

Group 2 will discuss "Public Speaking" with Mrs. Hoy Moose, Mrs. John Frida and Dr. Donald K. Springen as leaders.

The presidents of local auxiliaries, executive board members, committee chairmen and special guests will be heard from at a luncheon at The Carolina Inn, scheduled for 12:30.

A major part of the program at the luncheon will be taken up with an explanation of the Auxiliary's service project of the year.

Luncheon tickets (\$2.25 each) may be obtained from Mrs. W. J. Smith, Box 151 Chapel Hill, N. C.

Auxiliary Contributions

The most recent additions to the Institute of Pharmacy furnishings include two office chairs, walnut, upholstered in white vinyl. These were made possible by a contribution from the Raleigh Woman's Drug Club. Earlier, a set of kitchen cutlery was given by the Pharmacy (Students) Wives of Chapel Hill.

Loan Funds

Over the years the Woman's Auxiliary of the NCPA has placed major effort on raising loan funds to aid needy pharmacy students. The combined total now exceeds \$10,000.

WOMAN'S AUXILIARY PROJECT

... Bedside Bags for the Sick

Sample Bedside Bags Designed By Mrs. Claude Piantadosi

Mrs. Claude Piantadosi, wife of UNC Pharmacy Professor, Dr. Claude Piantadosi, is shown with a number of bedside bags which will be used as samples in this year's Woman Auxiliary service project.

An experienced designer of children's clothing, Mrs. Piantadosi put her talents to work for the Auxiliary as it got its current project underway. The bags will go to chronically ill patients prior to Christmas; will be made of washable fabric with straps which button over the rail of hospital beds and will contain such fillers (toiletries, cosmetics, stationery, pens, toothbrushes, combs, brushes, mirrors, calendars, etc.) as may be contributed to the Auxiliary.



Irs. George W. Markham, Fayetteville (center), chairman of the Project Committee, conferring with Chapel Hill Auxiliary members Mrs. A. W. Jowdy, Jr., Mrs. M. A. Chambers, Irs. David McGowan and Mrs. George Cocolas on methods and procedures to be used for the successful promotion of a plan to place bedside bags in all North Carolina sanitariums, nursing and rest homes as a Christmas service project.

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VA Service Extended Through December 31

The Veterans Administration Pharmacy Service contract has been extended through December 31, hence continue to mail your prescriptions filled through December 31 to the NCPA, Box 151, Chapel Hill, N. C.

Prior to December 31, further instructions will be mailed outlining the procedure to be followed in handling VA prescriptions during 1963.

In Military Service

Norwood P. Blanchard, Jr., of Wallace at Cape May, New Jersey for basic training with the U. S. Coast Guard.

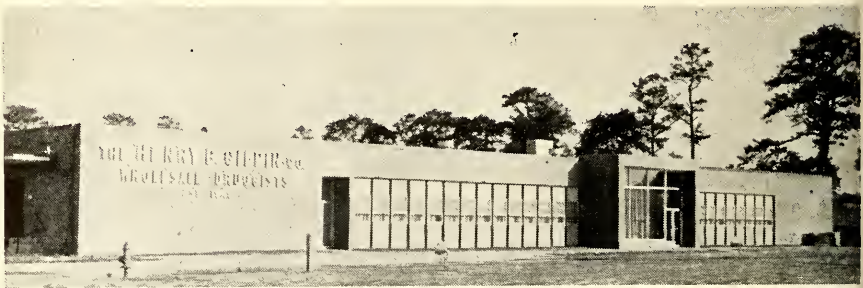
Prior to entering service, Mr. Blanchard was an employee of Jacobs Pharmacy, Elizabeth City.

Samuel S. Goodwin, after completing basic training, is now stationed at Fort Sill, Oklahoma. He expects to return to Monroe Christmas.

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the eastern section of North Carolina**

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Gilpin Announces Cooperative Marketing Program

Joseph P. Fitzsimmons, General Sales Manager of The Henry B. Gilpin Company, 7-year old wholesale drug distribution firm, has announced a new cooperative marketing program which Gilpin is making available to pharmacy owners in the market area served by Gilpin's four houses in Baltimore, Maryland; Dover, Delaware; Norfolk, Virginia; and Washington, D. C. This new program is known as "CSP"—Community Shield Pharmacy program—designed to offer an opportunity for all-out cooperation by manufacturers, wholesalers, and pharmacies to generate maximum sales exposure for drug products.

Mr. Fitzsimmons stated that participation in the CSP program will provide pharmacy owners with a means for effective merchandising under current competitive conditions

and a vehicle to encourage increased pharmacy patronage. A CSP subscribing member will be encouraged to prominently display a CSP decal emblem on the front of his store. There will be no contractual obligation for a member to buy, stock, or display any specific merchandise, but it is expected that a member, at his own discretion, will cooperate in stocking and displaying certain products featured in the CSP advertising program. This advertising program will include 331 weekly spot commercials, as well as other consumer advertising for special promotions and merchandising programs designed to increase pharmacy traffic.

The Gilpin Company is happy to announce this new service and cordially invites all pharmacy owners in its trading area to participate in the "Community Shield Pharmacy" program for increased advertising efficiency and accelerated consumer sales. Check with your Gilpin representative for further information.



Car Heel Group at Kalamazoo Airport as they prepare to Return to Winston-Salem following visit to the Upjohn Company. At extreme right—James T. Barnes, Executive Director of the Medical Society of the State of North Carolina.

Here Is Where I Stand

A politician was asked what stand he had taken on the sale of whiskey. Here is his reply to a constituent:

"If, when you say whiskey you mean the Devil's Brew, the poison scourge, the bloody monster that defiles innocence, dethrones reason, destroys the home, creates misery and poverty—Yes, literally takes the bread from the mouths of little children; if you mean the evil drink that topples the Christian man and woman from the pinnacles of righteous, gracious living into the bottomless pit of degradation and despair, shame and helplessness and hopelessness, then certainly I am against it with all my power.

"But, if, when you say whiskey, you mean the oil of conversation, the philosophic wine, the ale that is consumed when good fellows get together, that puts a song in their hearts and laughter on their lips and the warm glow of contentment in their eyes; if you mean Christmas cheer; if you mean the stimulating drink that puts the spring in the old gentleman's step on a frosty morning; if you mean the drink that enables a man to magnify his joy, and his happiness and to forget, if only for a little while, life's great tragedies, and heartbreaks and sorrows; if you mean that drink, the sale of which pours into our treasuries untold millions of dollars, which are used to provide tender care for our little crippled children, our blind, our deaf, our dumb, our pitiful aged and infirm, to build highways, hospitals and schools, then certainly I am in favor of it."

Replica of Porter Drug Store Opened to the Public

The just-completed replica of the W. C. Porter and Company drug store, Greensboro, was dedicated on September 11—the 100th anniversary of the birth of William Sydney Porter (O. Henry).

An O. Henry Room adjoining the drug

store replica was opened to the public at the dedication ceremony.

Will Porter (O. Henry) was an employe of the W. C. Porter and Company drug store in 1879 and on August 30, 1881 came one of the first licensed pharmacists of the state. He was later to gain fame as a writer of short stories.

Of three O. Henry cachets of stamps available for the September 11 dedication one depicts the Porter drug store.

Proposal to Establish Hospital Pharmacy Deferred

A proposal to establish a pharmacy at the Roanoke-Chowan Hospital of Ahoskie has been deferred.

Some phases of the proposal were proposed by local pharmacists according to news report appearing in the *Ahoskie Daily News*.

The administrator of the hospital had recommended the pharmacy be established after it was determined more than \$120,000 worth of drugs were administered to patients from October 1, 1961 through July 1962.

Pharmacy Graduate Now Heads Federal Bureau of Narcotics

Henry L. Giordano, the new Federal Commissioner of Narcotics who has succeeded Harry J. Anslinger, retired, is a native of San Francisco, California and a pharmacy graduate of the University of California in 1935.

Commissioner Giordano practiced as a pharmacist from 1934 to 1941 at which time he entered government service as an agent of the Federal Bureau of Narcotics.

Following military service (1943-1946), he returned to the Bureau, serving in various capacities in Minnesota, Missouri and Washington, D. C. On November 3, 1958 he was designated Deputy Commissioner of Narcotics.

Mutual Problems Considered at Medical-Pharmaceutical Committee Meeting in Durham

Representatives of the North Carolina Pharmaceutical Association met in Durham on September 13 with representatives from the Medical Society of the State of North Carolina for a general discussion of mutual problems.

Subjects discussed included Kerr-Mills legislation with emphasis on the drug part of the program, national legislation, including the Anderson-Javits proposal for 1963, new drug regulations including certain proposals which will tend to reduce pharmaceutical advertising in medical and pharmaceutical publications, and certain distribution problems involving Thalidomide and Enovid.

The series of "Paregoric" feature stories which appeared in *The Charlotte Observer* were discussed by the joint group and special consideration given to the Observer's editorial call for legislative action at the state level. An opinion poll will be conducted by the NCPA to determine if Paregoric should be restricted to prescription sale.

Since one of the major features of the Kerr-Mills "medically indigent over-65" drug therapy, the NCPA will prepare a proposal for supplying drug medication to persons certified as being eligible for Kerr-Mills assistance.

The committee agreed to hold semi-annual meetings.

Present from the Medical Society were Dr. Edgar T. Beddingfield, Jr. of Stantonsburg; Dr. Donald Koonce of Wilmington and Mr. William N. Hilliard of Raleigh.

President Stevenson of Elizabeth City headed the NCPA committee. Others present included President-Elect Hoy A. Moose of Mount Pleasant, Edwin R. Fuller of Salisbury, I. T. Reamer of Durham, W. Dorsey Welch, Jr. of Washington and W. J. Smith of Chapel Hill.

Pharmacists to Cooperate in State-Wide Sabin Oral Polio Immunization Program

The Executive Committee of the NCPA has endorsed the following request and urges all pharmacists to cooperate with county medical societies in implementing the program:

"The Medical Society of the State of North Carolina will recommend shortly that its 77 constituent county societies implement a mass, all-age, Sabin oral poliomyelitis immunization program.

"We are anxious to obtain the endorsement of this program from your Association and to solicit the aid of the pharmacists everywhere in North Carolina when the mass immunization clinics are held this winter."

S. F. Ravenel, M. D., Chairman
Poliomyelitis Vaccine Committee
of the Medical Society of the
State of North Carolina

Program Details

State-wide plans for implementing the Medical Society's mass, all-age, Sabin oral poliomyelitis immunization program were discussed at a meeting in Durham on September 15. NCPA Secretary W. J. Smith represented the Pharmaceutical Association. Details of the program will go to members of the NCPA by special bulletin.

Apothecary Club Endorses Auxiliary Project

Reported by MRS. WILLIAM SIMMONS

Twenty-one members of the Apothecary Club met September 6 for a covered dish supper at Ardmore Methodist Church. Mrs. Garland Benton presided over the business meeting which followed. Minutes were heard, as well as a report from the treasurer.

Members were reminded that dues of \$5.00 are to be paid by the November meeting. The Social Committee was asked to

plan the February meeting, which will probably feature a Bingo party.

The State Auxiliary project of *Bedside Bags for Shut-Ins* was discussed. Mrs. John Andrews was asked to determine the number of bags needed for the Winston-Salem area, and the president was asked to obtain a sample bag.

Mrs. M. V. Williams and Mrs. Leslie Myers expressed thanks for remembrances during their illnesses.

Motion was made by Mrs. Myers, seconded by Mrs. Roger Sloop, that entertainment for meetings be left up to the hostesses, with programs still being planned by the Program Chairman.

A song fest, with Mrs. Andrews as accompanist, closed the meeting.

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NEWS BRIEFS

Lexington—John H. Welborn attended the recent national tennis tournament at the Forest Hills court in New York State.

Durham—A case of Timex watches valued at \$275 was stolen from the front of Kerr Lakewood Shopping Center Drug Store. A delivery truck had left the merchandise in front of the store before store hours.

Laurinburg—Herb McKeithan has been appointed a member of the Scotland County Board of Health. He succeeds the late L. J. Lea.

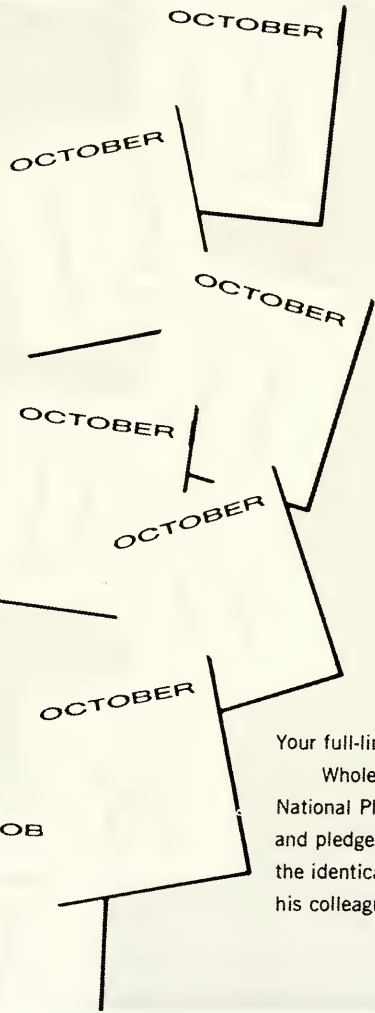
Kings Mountain—Guest speaker at the August 30 meeting of the Shelby Kiwanis Club was Charles Blanton. Title of his talk was "Before and After Thalidomide."

Scotland Neck—Mrs. Billy Cooke won a Catalina sweater in a California Fashion Sweepstakes contest sponsored locally by the Rexall agency Hall's Drug Store.

Leaksville—Joe Chandler has opened a professional pharmacy in the Medical-Dental-Pharmacy Building on NC #14 (Van Buren Road). Featured are a waiting lounge for customers and a drive-in window. Everett M. Dunn is associated with Mr. Chandler in the operation of the pharmacy.

Belhaven—W. P. O'Neal, Belhaven pharmacist, was the subject of a feature, illustrated story in the August 30 *Washington Daily News*. As chairman of the Board of Trustees of the Pungo District Hospital in Belhaven, Mr. O'Neal has helped to make modern hospital facilities available to more than 17,000 patients over a 13 year period.

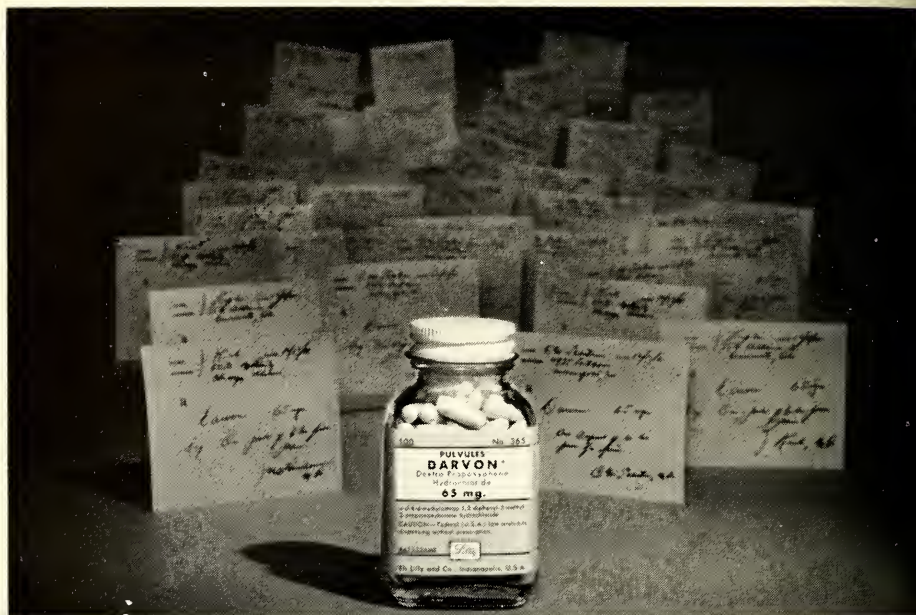
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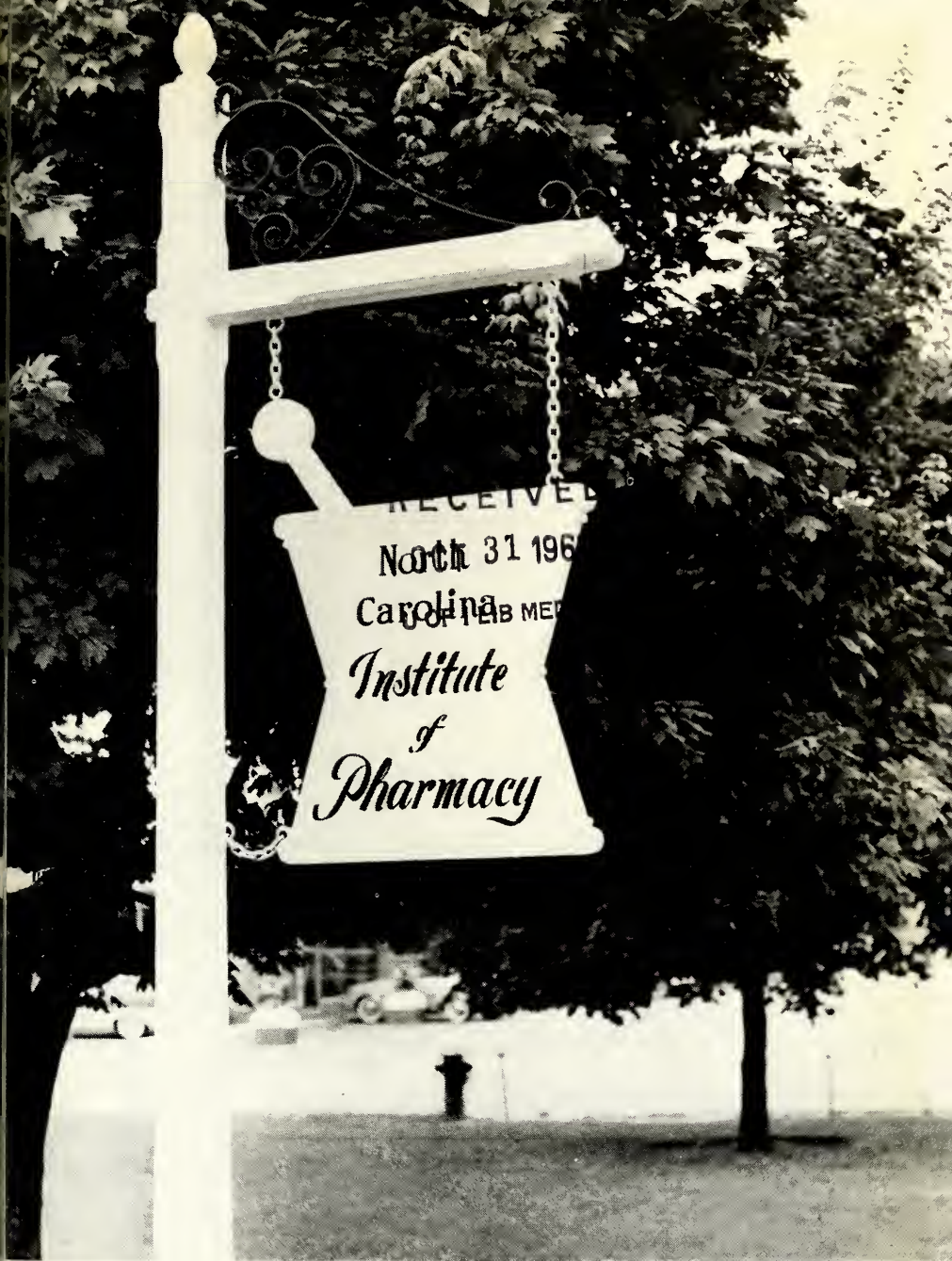
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1962 YEAR BOOK OF THE N. C. P. A.

ANNEX

The Carolina **JOURNAL OF PHARMACY**

Volume XLIII

OCTOBER, 1962

Number 10

before



after

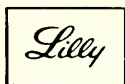


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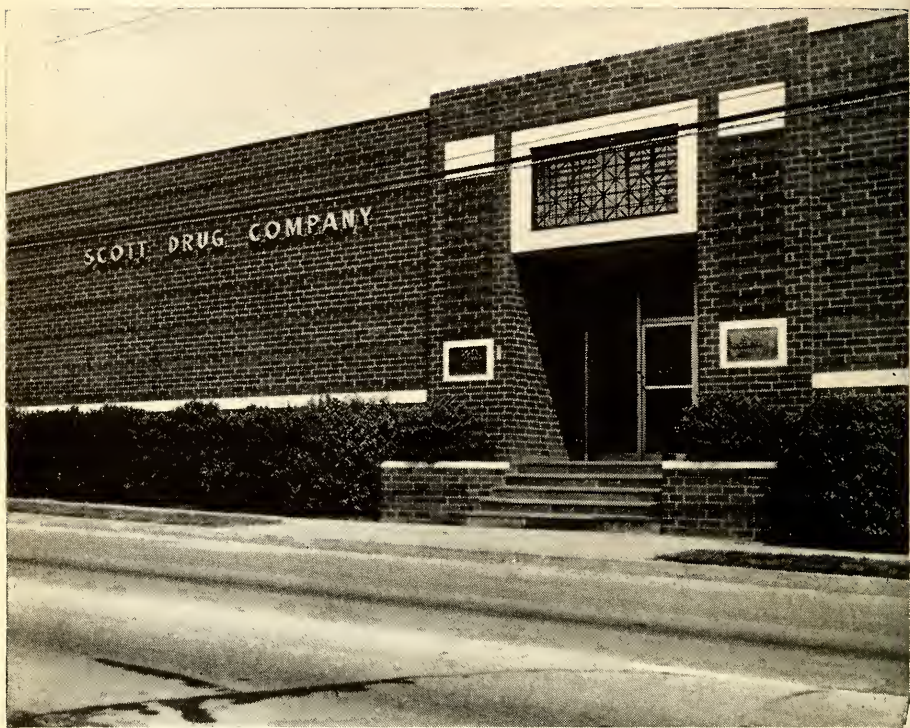
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Cover Page

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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OCTOBER, 1962

No. 10

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PROCEEDINGS

Eighty Second Annual Convention of the

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

HOTEL SIR WALTER

Raleigh, North Carolina

April 8-10, 1962

OPENING SESSION

The 82nd annual convention of the North Carolina Pharmaceutical Association was opened on April 8, 1962 in the ballroom of the Hotel Sir Walter, Raleigh, by President Robert B. Hall. Mrs. Leslie M. Myers of Winston-Salem, president of The Woman's Auxiliary, and Leon Kimball of Winston-Salem, president of The Traveling Men's Auxiliary, opened the sessions of their organizations.

A dinner followed an invocation by Oscar A. Elmore. Troy Johnson, Raleigh pharmacist and president of the Wake County Pharmacists Society, officially welcomed the delegates to the city.

In his introductory remarks, President Hall complimented the two auxiliaries on their general support of Pharmacy, the annual meetings, scholarship and loans funds and their aid to the School of Pharmacy and the Institute of Pharmacy.

"Miss North Carolina" (Susan Kay Woodall of Roanoke Rapids), present as a guest of the Association, was introduced. She impressed the delegates with her beauty, talent and enthusiasm for the programs being carried on by the Jaycees of North Carolina.

The University of North Carolina Glee Club, under the direction of Dr. Joel Carter, closed the first session with a well-paced and thoroughly enjoyed program, involving classical, folk, popular and religious numbers. "Miss North Carolina," at one time a member of the Glee Club, did two numbers with the group to the obvious enjoyment of those present.

SECOND SESSION

An invocation by Charles M. Andrews opened the second session, which got under-

way on the morning of April 9 following an 8:30 A.M. business-starter breakfast.

W. H. Randall, Jr. of Lillington presented a memorial tribute to members of the NCPA who had died since the close of the 1961 annual convention.

Rite of the Roses

Conducted by

W. H. RANDALL, JR., *Lillington*

We pause in our busy convention schedule to pay our respects to those members of our Association who have passed away during the past year. We do this for several reasons.

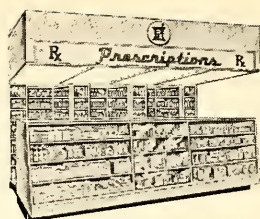
First, to show our respect to the memory of those whom we honor. This is very important since this memory is one of the most important things to all people. This is vividly illustrated in times of war when military men are approaching what seems to be almost certain death in a particular engagement. They make every effort to be sure that if they are killed they may be identified because they fear to leave no memory, no memorial of their lives.

Secondly, we honor these members because of our respect for their families and loved ones. It's a public proclamation to these loved ones that our Association valued the lives of these departed members and that we desire an opportunity to demonstrate the sincerity of our esteem for them.

Thirdly, it is valuable as a lesson to ourselves that these services paid to the dead are useful only as lectures to the living. From their lives we should receive instructions for the proper use of our lives. Surely these men have left us a challenge in our chosen profession of Pharmacy to examine their lives, their dreams, their activities and



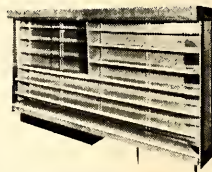
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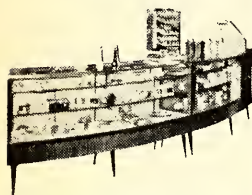
Self-Service for Hair Needs and Toiletries well displayed for quick sales.



Self-Service Wall Displayers with glass enclosed Cosmetic Insert Section.

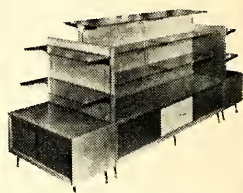
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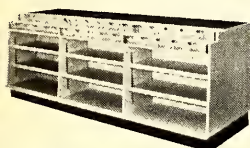
Modernize
 Expand
 Build New Store

Name _____

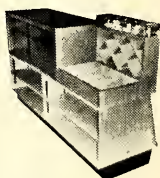
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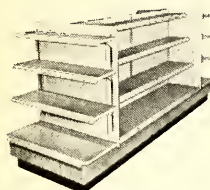
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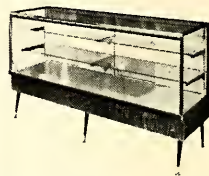
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their contributions to society that we may use them as guideposts to advance our profession.

Surely no more fitting use could be made of a beautiful flower than to symbolize lives here on earth during which time we have obligations to perform. This flower grows, bursts into bloom to fill the surrounding air with its fragrance and the eye with its beauty and then passes away. So it is with the lives such as those we remembered today.

If we were to visit the Hall of Fame, at University Heights, New York, we would find there a bronze tablet with the name Robert Edward Lee, Commander in Chief of the Confederate Army, and the following inscription:

"Duty then is the sublemate word in our language. Do your duty in all things, you can not do more, you should never work to do less."

These members we honor today did this. They did their duty to their profession and in so doing they served well their family, their community, their state and their nation for our profession is a profession of service.

Ernest Stuart Benson, Wilmington
February 10, 1961

William Donalson Allen, Morganton
April 26, 1961

Loamie Gilbert, Benson
May 1, 1961

Charles A. Brady, Sr., Hickory
May 5, 1961

Herbert Cooper Greene, Charlotte
May 31, 1961 (Life member)

James Edwin Johnson, Jr., Lumberton
June 24, 1961 (Life member)

Jarvis Marion Alligood, Greenville
July 9, 1961

Leonard W. Aiken, Mars Hill
August 8, 1961

Iley C. Whiteley, Morganton
September 7, 1961

Robert Roscoe Herring, Oxford
September 17, 1961

Herman Corthell Price, Creedmoor
October 22, 1961

Joe M. Anderson, New Bern
November 6, 1961

Gary Anderson Littlefield, Gastonia
November 14, 1961 (associate member)

Graham Page Johnson, Jacksonville
January 17, 1962

Elery W. Oliver, Greensboro
January 28, 1962

Charles Ruffin Edwards, Albemarle
February 4, 1962

Leon Benjamin Joiner, Salisbury
March 1, 1962

H. L. Bishop, West Asheville
March 31, 1962

Honorary Member

Dr. John W. Dargavel, Chicago, Illinois
October 9, 1961

PRESIDENT'S ADDRESS

First vice-president John T. Stevenson was called to the chair where he presided during the presentation of President Hall's address. The address was published in the September issue of The Carolina Journal of Pharmacy, pages 11-23-27-29-31.

Following presentation of the President's Address, a Committee on the President's Address was appointed by Mr. Stevenson: N. O. McDowell, Jr., Chairman; J. C. Jackson and C. E. Page, Jr. The committee was instructed to report at the last convention session.

Additional committees were announced by President Hall—*Nominating*: W. D. Welch,

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* * * * *

And be sure to Feature this Special Flavor
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Jr., Chm., C. D. Blanton, Sr., M. M. Edmonds, E. R. Fuller, A. N. Martin, M. B. Melvin, and W. L. West. *Time and Place:* Jesse M. Pike, Chm., Fred Moss and Stanley Slesinger.

Edwin R. Fuller, a past president of the NCPA, introduced guest speaker, J. Warren Lansdowne, Manager of Professional and Trade Relations, Eli Lilly and Company.

In discussing "Know Something, Be Something, Do Something," Mr. Lansdowne said, in part, "we have learned to fly higher and farther and faster than birds in the sky . . . we have learned to navigate through space with precision and control . . . we have learned to swim deep and long like fish in the sea . . . now we must learn to walk on the earth like men."

CONTRIBUTION TO APhA FUND

Following an explanation of the need for funds to finance the APhA-supported "Defend the Profession" program, on motion of Slesinger-Bain, the NCPA Secretary-Treasurer was authorized to contribute \$500 to the American Pharmaceutical Association.

David R. Uran, President of the Ethical Drug Advertising Company, was introduced by J. C. Jackson. Mr. Uran's address, "How to Operate a Profitable Pharmacy that Enjoys Physician and Community Respect," was published in the July, 1962 issue of *The Carolina Journal of Pharmacy*, pages 13-14-15-17.

The second session closed with the annual report of the NCPA Secretary-Treasurer, W. J. Smith.

Report of W. J. Smith

Secretary-Treasurer

Mr. President, Members of the Association, Ladies and Gentlemen:

As President Hall and your Executive Secretary made their rounds of the local and district pharmaceutical societies during the past year, we were occasionally characterized as the "gloom and doom Boys" as a result of our efforts to point up the turmoil and change taking place at all levels of Pharmacy.

While we are optimistic over the future of

Pharmacy, and particularly here in North Carolina where more than 20 million prescriptions are being filled each year, we feel a responsibility to be realistic about the present situation; to keep ourselves well informed so that we will be in the best possible condition to cope with the problems now looming on the horizon.

New forms of competition, investigations and judicial decisions, changes in the pricing and profit structure and an increasing awareness that non-pharmacy groups are nibbling at House of Pharmacy must be noted and steps taken to effectively meet the challenges posed.

So far as this Association is concerned, our officers and our committees are already dressed for combat. As this meeting progresses, you will receive a glimpse of the progress of the battle. And, as this meeting concludes, you will see some of our guidelines for the future.

Of immediate interest is our plan for strengthening the local pharmaceutical societies for here exists the best opportunity to discuss and to formulate effective solutions to our problems. At the present time we have twenty local and sectional groups functioning in the state, but more needs to be done and will be done.

Plans have already been formulated for a 10-county Cape Fear Pharmaceutical Society, with Fayetteville as the hub; for a Northwestern Pharmaceutical Society in the Lenoir-Hickory-Statesville-Elkin-Boone triangle; and for a new organization in Western North Carolina extending from Asheville to Murphy. A special effort will be made to bring organized activities, programs and projects to the now unorganized areas of the state.

Coming up in June is an entirely new public relations venture of the Association. I refer to the NCPA-sponsored tour of the Eli Lilly Laboratories by a selected group of feature and editorial writers from some of our newspapers. It is our feeling that the Kefauver-type of publicity can best be refuted by exposing our opinion molders to the facts at first hand. Since none of us have traveled this road before, we are unable to predict the results, but as we see it, no one need have fear of the truth.

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1 card of 12 tubes, plus 3 tubes free

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| | |
|-------------------------|---------------|
| Your Cost..... | \$2.80 |
| Selling Price..... | \$5.25 |
| Your Profit..... | \$2.45 |

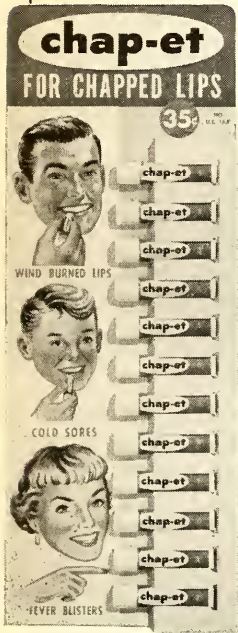
Deal #6

12 free with 36

3 cards of 12 tubes, plus 1 card (12 tubes) free

50% PROFIT

| | |
|-------------------------|----------------|
| Your Cost..... | \$ 8.40 |
| Selling Price..... | \$16.80 |
| Your Profit..... | \$ 8.40 |



Counter Displays

Deal #100

28 free with 72-100 tubes packed in counter display

52% PROFIT

| | |
|-------------------------|----------------|
| Your Cost..... | \$16.80 |
| Selling Price..... | \$35.00 |
| Your Profit..... | \$18.20 |

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You members are the Association. What the Association does or does not do bears a direct relationship to your interest, to your willingness to work on Association projects, to your financial support. In all these areas you have measured up well.

You have and are providing the funds with which to do the job. Specifically, as the Association's audited report for 1961 will show, for the first time in the history of the NCPA the annual dues collections passed the \$20,000 mark. Other revenue from various sources brought the total income to more than \$50,000.

Since disbursements amounted to slightly more than \$45,000, net income from the year's operation, taking into account depreciation and contributions to the endowment fund, amounted to more than \$6,000.

This figure is significant since it exceeds the total income of the NCPA in 1940.

Slowly, the Association moves ahead in terms of active, dues-paid members. To do this we must more than replace those who are dropped from the membership roll for a variety of reasons—death, failure to pay dues and an occasional resignation.

As a specific example of our progress, during the first three months of this year, 52 new pharmacist-members affiliated with the NCPA. This figure is more than the total of pharmacists licensed during the same period. Obviously, to do this, we had to obtain some of the members from those pharmacists who for one reason or another had been eligible for membership in the past but had failed to affiliate.

Membership

| | |
|------------------------------|------|
| Pharmacist Members | 1208 |
| Associate Members | 56 |
| Life Members | 29 |
| Honorary Members | 5 |
| Student Branch Members | 187 |
| Total | 1485 |

During 1961, 96 new members affiliated with the NCPA. Thirty-five members were dropped for non-payment of dues. The deceased list totaled 23, including one honorary member.

Student Assistance

Increasingly, the NCPA is taking a more active part in assisting pharmacy students at Chapel Hill, particularly in the area of financial aid. Through financial grants, tuition loans, emergency loans and the like, approximately fifty students have been helped during the past six months.

The Association has no funds for outright gifts . . . it's all non-interest loans. We tell the student "We help you now; you help someone after you graduate." And the plan is working.

The Dean Fund is growing; now amounts to \$2,550. We made our 35th loan from this Fund this past week.

VA Prescriptions

The VA Pharmacy Service Program continues to grow despite the fact a majority of the medication prescribed for persons eligible for this service is shipped from the VA Dispensary in Winston-Salem.

During 1961, more than \$100,000 in VA prescriptions were processed for member pharmacies throughout the State. And present indications are that 1962 will surpass 1961. The VA Program, incidentally, is financed by a service fee paid to the NCPA by the Finance Division of the Veterans Administration.

Before concluding, we would like to express our personal thanks to President Bob, whose youthful spirit and enthusiasm coupled with "let's get the job done" has aided significantly in maintaining the Association's program. Time, nor distance, nor sacrifice, nor personal expense delayed Bob from his appointed rounds. He like so many of our past presidents faithfully and conscientiously discharged the duties of the office to which you elected him.

The Association's executive committee, the committees, the auxiliaries, the local and sectional groups, and individuals countless and unnamed, all have contributed their share to meeting the challenge of the Sixties. With similar support in the future, Pharmacy can approach the mid-60's confident of its continuation as one of the essential services of mankind.

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Layout and specific merchandising plans will be tailored to your needs—whether you are remodeling or building a new store—by our own Store Planning Dept.

Out patient convalescent needs

A small, yet complete line of convalescent supplies that you can sell or put on a rental basis. Complete your position on the "Health Team" with Surgical Pharmacy supplies.

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More profits from ever-changing promotional merchandise with specific consumer appeal. Varied in nature—strong in impulse purchasing power. Our new Specialty Sales Dept. is working for you.

Informative and easily read invoices

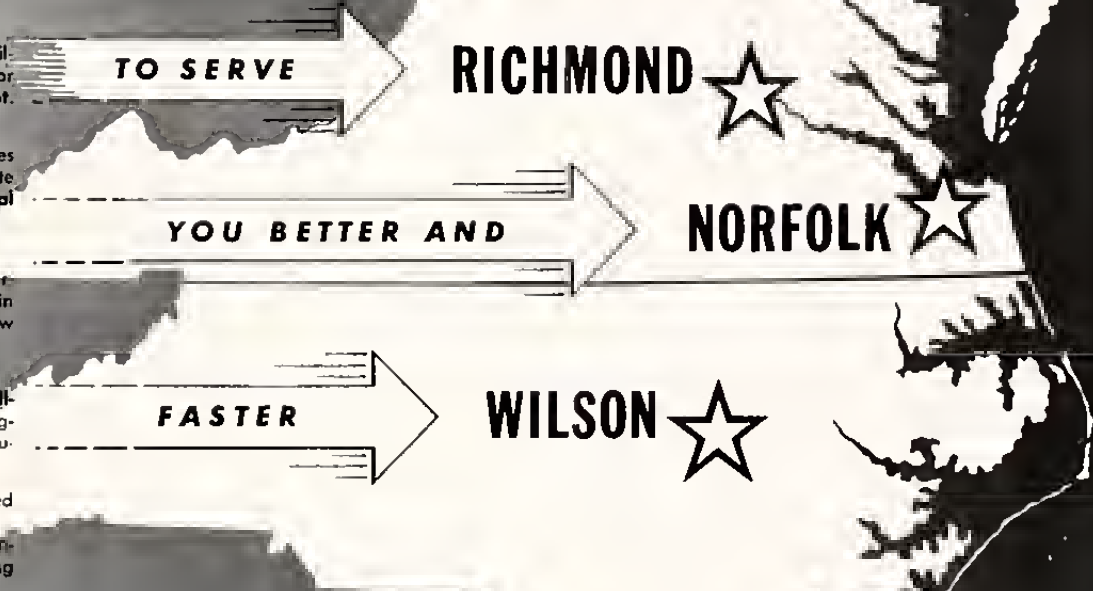
Shorter "check-in" time required with our I.B.M. Billing since invoices are quickly read and mfg.'s suggested retail prices shown when supplied by manufacturer.

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DURHAM, NORTH CAROLINA

April 4, 1962

Mr. W. J. Smith, Secretary-Treasurer
North Carolina Pharmaceutical Association
Chapel Hill, North Carolina

Dear Sir:

We have examined the Statement of Assets and Liabilities of the North Carolina Pharmaceutical Association as of December 31, 1961 and the related Statements of Income and Expenses for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying Statement of Assets and Liabilities and the related Statement of Income and Expenses present fairly the financial position of the North Carolina Pharmaceutical Association at December 31, 1961 and the results of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Respectfully submitted,
RICCA AND NELSON
C. Anthony Ricca
Certified Public Accountant

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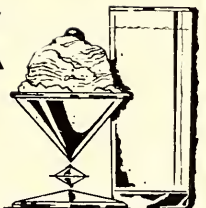
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We are proud of our long association with North Carolina druggists through *The Carolina Journal of Pharmacy* and its editors. *The Journal* is now in its forty-third volume, and the first printed copy was "Seeman Printed."



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of DURHAM, NORTH CAROLINA

**NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA**

STATEMENT OF ASSETS AND LIABILITIES AS AT DECEMBER 31, 1961

ASSETS

Current Assets:

| | | | |
|---|----|-----------|-----------|
| Cash on Deposit | \$ | 6,007.32 | |
| Petty Cash | | 100.00 | |
| Accounts Receivable—Regular | | 190.00 | |
| Accounts Receivable—Veterans Administration | | 9,828.80 | |
| Investment—Building and Loan Stock | | 12,500.00 | |
| <i>Total Current Assets</i> | \$ | | 28,626.12 |

Fixed Assets:

| | Cost | Reserve | Book Value | |
|--|--------------|-------------|--------------|--------------|
| Land | \$ 12,074.95 | \$ -0- | \$ 12,074.95 | |
| Office Equipment | 6,613.79 | 3,871.45 | 2,742.34 | |
| Building Equipment and Fixtures | 12,394.08 | 9,552.80 | 2,841.28 | |
| Building | 73,426.74 | 16,295.32 | 57,131.42 | |
| Automobile | 3,200.00 | 2,000.00 | 1,200.00 | |
| <i>Total Fixed Assets</i> | \$107,709.56 | \$31,719.57 | | \$ 75,989.99 |

Other Assets:

| | | | |
|----------------------------------|----|-----------|---------------------|
| Scholarship Fund | \$ | 321.18 | |
| Endowment Fund—N. C. P. A. | | 14,433.87 | |
| Student Loan Fund | | 722.58 | |
| Prepaid Insurance | | 297.20 | |
| Loans to Pharmacy Students | | 4,127.50 | |
| Investment at Cost | | 6,671.00 | |
| Investments—Auto Fund | | 2,260.32 | |
| <i>Total Other Assets</i> | | | 28,833.65 |
| TOTAL ASSETS | | | \$133,449.76 |

LIABILITIES

Current Liabilities:

| | | | |
|--|----|----------|-----------|
| Accounts Payable—Regular | \$ | 1,039.87 | |
| Accounts Payable—Veterans Administration | | 8,925.50 | |
| Prepaid Dues | | 50.00 | |
| <i>Total Current Liabilities</i> | \$ | | 10,015.37 |

NET WORTH

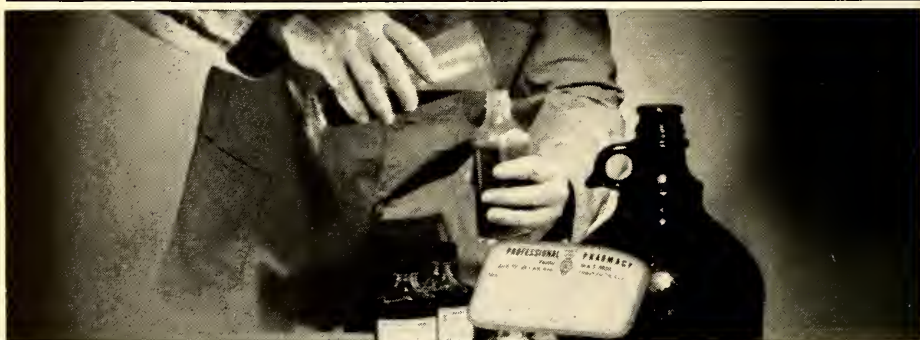
| | | |
|--|--------------|---------------------|
| Balance—January 1, 1961 | \$117,035.73 | |
| Add: Net Income—Exhibit "B" | 6,398.66 | |
| <i>Total Net Worth—December 31, 1961</i> | | 123,434.39 |
| TOTAL LIABILITIES AND NET WORTH | | \$133,449.76 |

**NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA**

STATEMENT OF INCOME AND EXPENSES FOR YEAR ENDED DECEMBER 31, 1961

Income:

| | | |
|---|-------------|-------------|
| Dues—Year 1961 | \$18,827.00 | |
| Dues—Year 1960 | 252.50 | |
| Dues—New Members | 1,210.00 | |
| Dues—Students | 374.00 | \$20,663.50 |
| Journal Advertising | | 9,944.96 |
| Service Allowance—Veterans Administration | | 11,253.95 |
| Contributions | | 1,676.50 |
| Convention Revenue | | 2,927.23 |
| Dividends Earned | | 823.85 |
| Journal Subscriptions | | 352.00 |
| Institute Maintenance | | 925.00 |
| Seminars and Registration Fees | | 1,289.62 |
| Revenue—Dental Formularies | | 16.00 |
| Sales—Professional Supplies | | 418.66 |
| Sales—Books | | 334.50 |
| Interest Income | | 64.95 |
| Other Income | | 15.00 |
| <i>Total Income</i> | | \$50,705.72 |



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Expenses:

| | | |
|--|-------------|------------------|
| Printing—Journal of Pharmacy | \$ 7,625.85 | |
| Salaries and Allowances—Officers | 9,275.00 | |
| Salaries—Others | 10,055.15 | |
| Insurance | 1,405.16 | |
| Public Relations Expense | 776.95 | |
| Dues and Subscriptions | 316.40 | |
| Meetings and Seminar Expense | 2,285.64 | |
| Office Supplies, Expenses and Printing | 2,627.37 | |
| Telephone and Telegraph | 353.75 | |
| Postage | 2,118.70 | |
| Legal and Audit | 1,790.00 | |
| Bank Service Charges | 21.19 | |
| Building Maintenance | 1,082.43 | |
| Heat, Lights and Water | 789.62 | |
| Photographs | 57.97 | |
| Payroll Taxes | 446.00 | |
| Other Taxes and Licenses | 181.13 | |
| Travel | 65.68 | |
| Awards | 424.14 | |
| Purchases—Books | 278.18 | |
| Convention Expense | 2,895.60 | |
| Auto Expense | 600.45 | |
| Contributions | 40.00 | |
| Purchase—Professional Items | 152.25 | |
| | | <u>45,664.61</u> |
| | | \$ 5,041.11 |

Other Deductions:

| | | |
|-----------------------------------|--|------------------|
| Depreciation | | 4,198.20 |
| <i>Net Operating Profit</i> | | <u>\$ 842.91</u> |

Endowment Fund:

| | | |
|---------------------------------|-------------|----------|
| Contributions | \$ 3,548.50 | |
| Earnings to Fund—Interest | 507.25 | 4,055.75 |

Student Loan Fund:

| | | |
|--|--|--------------------|
| Contributions | | 1,500.00 |
| <i>NET INCOME—TO EXHIBIT "A"</i> | | <u>\$ 6,398.66</u> |

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THIRD SESSION

The Monday afternoon session was opened at 2 P.M. by President Hall. Following some general comments pertaining to the importance of NCPA reports in the day by day functioning of the Association, President Hall called for and received official presentation of the following reports, which are published on the following pages:

Pharmaceutical Research Foundation—

E. A. Brecht

UNC School of Pharmacy—Dean Brecht

Extension Division—Dr. Melvin Chambers

UNC Visitation—Gilbert C. Hartis

Legislative—Wade A. Gilliam

Public Relations—James W. Harrison

Board of Pharmacy—H. C. McAllister

Report on the School of Pharmacy

By E. A. BRECHT

President Hall, Members of the North Carolina Pharmaceutical Association and Guests:

It is always a pleasure to present this brief report on the School of Pharmacy at the annual meeting of the North Carolina Pharmaceutical Association. This privilege is another item of evidence of the close cooperation between the School and the Association. This report can be brief because the details of news from the School of Pharmacy are reported monthly in *The Carolina Journal of Pharmacy*.

I would like to begin by asking all of the members of the faculty and staff at the School of Pharmacy to rise. While most of you are acquainted with most of the faculty and staff, it is important that no introduction should be overlooked, and I am happy to see several of our new faculty members present this afternoon. I must explain that a few of our faculty are prevented from attending by class schedules. (The members of the faculty and staff were introduced by name and position.)

It is particularly pleasing that Miss Alice Noble is here so that I may acknowledge publicly the completion of her important work as Research Historian in the publication of her book, "The School of Pharmacy

of the University of North Carolina, A History." This book has received unanimously complimentary commendation in numerous reviews. Particular attention was paid to the interesting format which made it readable as a narrative while including the essential details of the school's history.

The sale of this book has been most pleasing. It is available for \$5.00 plus sales tax from the UNC Press, Chapel Hill, until July 1. At that time its sale will be continued by the N. C. Pharmaceutical Research Foundation which subsidized its publication. It should be a prized possession in every pharmacy of the state.

There was a total enrollment in the School of Pharmacy for the fall semester of 265 for this school year. This is a decrease of 11 students from the previous year. This decrease, while not large, is most disappointing as a failure to attain the desired gradual increase of students enabled by the facilities of the new building for the school. Therefore, the recruitment of qualified students, to become greatly needed pharmacists, represents an urgent problem. The best recruitment, first after the organized effort at the School of Pharmacy, continues as the responsibility of the pharmacists and pharmacy students. By working together to show the attractive careers available in pharmacy, particularly in North Carolina, it should be possible to fill the capacity of the new building with a gradual buildup until 100 new pharmacists can be graduated per year. At this level of graduation it is estimated that at least 10 years will be required to fill the needs within the state for pharmacists.

Last year it was reported that a late resignation and a death during the preceding summer left the faculty short handed for the year. This year it is very pleasing to report that every teaching position was filled by the following new appointments: Dr. J. C. Kellett, Jr., Assistant Professor of Pharmaceutical Chemistry, undergraduate student at the University of South Carolina and Ph.D. from Purdue University; Dr. Margaret Ann Shaw, Assistant Professor of Pharmacy, undergraduate student at the University of Kentucky and Ph.D. from the University of Florida; Dr. Jack K. Wier, Assistant Professor of Pharmacognosy, undergraduate student at the University of

Nebraska and Ph.D. from the University of Washington; and Dr. Paul J. Wurdaek, Assistant Professor of Pharmacy, undergraduate student at the University of Pittsburgh and Ph.D. from the same institution. Also, Mr. Edward D. Sumner was appointed Instructor of Pharmacy in a position made vacant by the resignation of Mr. Edward M. Smith who is continuing his graduate work at the University of Alabama for a Ph.D. in Business Administration to continue his teaching interests in the field of Pharmacy Administration. At this time I am sorry to report that we have two resignations from the faculty at the end of this school year: Dr. Earl T. Brown, Associate Professor of Pharmacy who has not made definite plans for next year and Dr. Wurdaek who will return to the University of Pittsburgh.

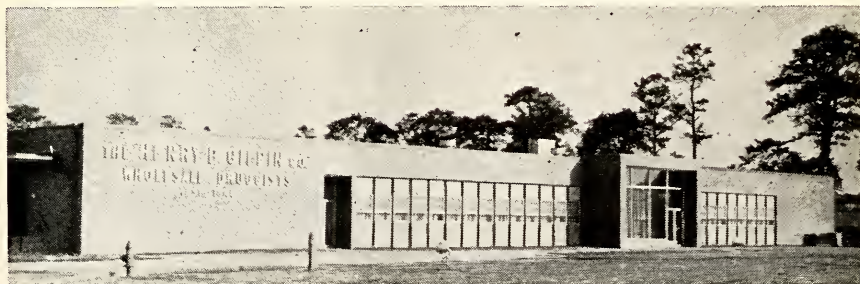
It was also reported one year ago that Pharmacy Extension had come to a temporary halt through the resignation of the Director of Extension. This void has been filled very well during the year by the assignment of this effort to Dr. M. A. Chambers, Assistant Dean. Two very successful postgraduate refresher courses were held.

The seminar on Modern Pharmaceutical Practice was held at Morehead City in the fall. Three of the lectures were published in the Carolina Journal of Pharmacy from which they received nationwide interest: "How the Public Views the Pharmacists" by C. H. McGregor, Burlington Industries, Professor of Business Administration, "The Future Framework of Health Services at the Community Level" by Dr. Henry T. Clark, Jr., Administrator of the Division of Health Affairs, and "The Image of Pharmacy—A Physician's Point of View" by Dr. Edgar D. Beddingfield, Jr., General Practitioner. The professional symposium on antibiotics and cardiovascular drugs was held at the School of Pharmacy on six consecutive Wednesday nights in February and early March. The faculty was provided from the School of Medicine. Its success was indicated by paid enrollment of 60 (when a predicted enrollment of 20 would have been considered good) and attendance from cities as distant as Murphy and Elizabeth City. Dr. Chambers served as Chairman of the Committee on Extension Division of the North Carolina Pharmaceutical Asso-

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ciation, and full cooperation was received from the Association and Extension activities of the school.

Dean Chambers also deserves credit for accepting the primary responsibility for another new project. The School of Pharmacy sponsored an exhibit to the theme "Pharmacy for Good Health" at the North Carolina State Fair, October 16-21. Approximately 14,000 people, of all ages, stopped, looked, and asked questions. The exhibit was manned by members of the faculty in rotation as teaching loads permitted. The outstanding conclusion, which was appreciated by frequent repetition, was the respect and high regard held by the visitors for their local pharmacists. The public image of the pharmacist was very good.

The retail laboratory is approaching completion. The fixtures were installed in February. The stock is now arriving in generous measure on a complimentary basis from the pharmaceutical manufacturers. Dr. A. W. Jowdy, Assistant Professor of Pharmacy Administration, has charge of this new type of laboratory to give experience to the senior students in practical applications of management problems.

You know from the monthly "U. N. C. Pharmacy School Notes" that the school has continued to receive many thoughtful gifts such as continuing scholarships, a few new scholarships, items of historical interest for the museum, and special items for the pharmacy library. This thoughtful generosity is sincerely appreciated.

A detailed "Report to the Chancellor" is prepared at the end of the school year and is available on request.

In closing, in keeping with the annual custom, I have with me a list of the students in the graduating class who have not committed themselves to employment in June. I know that one of the functions of this annual meeting is a clearing house for employment information. It is regrettable that the number of positions available greatly exceeds the number of new pharmacists. However, this list is available to anyone who may wish to have a copy, and the faculty and I shall be happy to bring prospective employers together with these graduating students.

Pharmaceutical Research Foundation, Inc.

By E. A. BRECHT, *Secretary*

President Hall, Ladies and Gentlemen:

President Wade A. Gilliam has asked me to present the report of the North Carolina Pharmaceutical Research Foundation because he is reporting as Chairman of the Legislative Committee on this program.

If this report were limited to one paragraph it would be reported very concisely that in 15 years the Foundation has received \$287,000 in contributions and \$64,000 in interest on investments for a total receipt of \$351,000. The Foundation has disbursed \$88,000 for pharmaceutical education and research while the operating costs were only \$14,000 for a total expenditure of \$102,000. The net worth is \$210,500 in endowment funds and \$38,500 in expendable funds. This total net worth is \$249,000, only slightly short of a quarter of a million mark.

This brief financial summary shows a pleasing success for the do-it-yourself program initiated by this association for the benefit of the School of Pharmacy as long ago as 1946 when Mr. E. C. Daniel of Zebulon was President. There has been a pleasing balance between the expenditure for a constructive program in education and research while the permanent investment funds enjoyed a steady increase.

For the current year, an expenditure of \$9,508.98 was made for undergraduate scholarships, a research fellowship for one semester, special library materials, support for the position of Research Historian, faculty professional grants, and the publication of the History of the School of Pharmacy. Operating expenses to amount \$1,464.90 were additive to make the total expenditure for the year of \$10,973.88.

At its annual meeting on March 14, the Board of Directors gave approval to a tentative budget for the expenditure of \$19,550. Two new items of interest were added for inclusion in the new budget. The first was the assurance of a subsidy, if needed, to support pharmacy extension courses to be given in the districts of the state. The second was the appropriation of \$500 for

token support to a socio-economic study of the profession.

In 1961 the rush of work for the Secretary prevented the organization of County Chairman for the annual solicitation of support to the Foundation. The result was a great decrease in the number and amounts of contributions made by pharmacists. Therefore, the County Chairman Plan will be used again in 1962. Past experience in 1958 and 1960 showed that the personal interest of the County Chairman was greatly helpful to the growth of the Foundation. The record of the Foundation speaks for itself and can serve as the source of real pride in helping our profession. No pharmacist should be satisfied until he has taken full part in the success. Please be ready with a smile and a check when the County Chairman calls at your pharmacy later this year.

Report of Extension Committee

DR. MELVIN A. CHAMBERS, *Chairman*

The primary purpose of this committee is to stimulate the intellectual growth of the Pharmacy Practitioner by reviewing basic principles and by introducing new develop-

ments which will enhance his professional, social and economic strengths.

The scope of the activities of this committee must necessarily be broad to accomplish its purpose. Its activities should be under constant scrutiny, appraisal, and revision to meet the ever changing needs of the practicing pharmacists. To accomplish its purpose, the committee undertook a series of programs. The first project was one of helping local drug clubs in programming their meetings. The nature of this aid was to provide speakers in specified subject areas. These subjects range from scientific pharmacy and business principles to general problems. A few of the societies took advantage of the offer. It is hoped more drug clubs will avail themselves of this service in the future.

A seminar on modern pharmaceutical practice was held in Morehead City last October. The purpose of the program was to focus attention on current problems, to look at these problems in a broad perspective and to interpret their effect upon North Carolina pharmacy as well as the future of pharmacy.

To meet our objective, we called upon



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speakers holding office in national associations and speakers from the state. Two addresses which seemed to elicit the greatest response were presented by Dr. McGregor who spoke on "How the Public Views the Pharmacists," and Dr. Clark who spoke on "Changing Patterns of Medical Care. Its Effect on Pharmacy." Both of these speakers are from the University of North Carolina and their remarks have attracted national interest. Their papers have been published in recent issues of the *Carolina Journal of Pharmacy* and are commended to you for close reading. About 35 pharmacists attended the seminar in Morehead City. What we lacked in numbers was certainly compensated for in quality as we had some very lively discussions.

In an effort to bring pharmacy's message to prospective students, we supported and participated in a Health Careers Congress in Winston-Salem in January. The purpose of this meeting was to stimulate the formation of health career clubs in high schools which in turn would interest junior and senior high school students in careers in the health fields.

Recognizing a need and a desire on the part of pharmacists to improve their professional knowledge and skill, a drug symposium on antibiotic and cardiovascular drugs was held in Chapel Hill recently. This consisted of weekly meetings on Wednesday evenings for six weeks and was given by the faculty members of the School of Medicine. The pharmacists responded overwhelmingly and enthusiastically. About 60 participated in the seminar and came from as far east as Elizabeth City and as far west as Bryson City. The attendance was maintained at a high level throughout the course. It is believed the response to this program was great because it answered a need of the pharmacists. Our people are seeking more knowledge so they can perform more effectively in their communities.

This impels us to believe pharmacists would participate to an even greater extent if this type program would be made more readily available to them. One way of making it more readily available is by taking the program to a more localized site such as a pharmaceutical district. This has not been

possible in the past because we could not draw a sufficient number of participants at a reasonable registration fee to pay expenses. I am very happy to report the directors of the North Carolina Pharmaceutical Research Foundation have recently agreed to underwrite the deficits of pharmaceutical district seminars. This now enables us to have a symposium in each district next year. The locations will be picked on the basis of local interest and accessibility.

It is recommended that a general seminar on problems of current interest be repeated next year. A suggested theme for this is "Role of the Pharmacist in Community Health Care."

Working with the Committee on Extension Services next year will be a graduate student in the Department of Sociology and Anthropology. This arrangement has been made possible by the directors of the North Carolina Pharmaceutical Research Foundation through partial support to a research program he has undertaken. This worthwhile study which is to analyze the professional needs, attitudes and behavior patterns of pharmacists has very practical benefits for the Extension Committee and far reaching implications for pharmacy.

We need to seek answers to questions like: What characterizes a successful pharmacist? Do pharmacy educators and practicing pharmacists view success in essentially the same terms? What criteria do both groups use in deciding what success is? How important is success to the retail pharmacist? What are some of the leading sources of occupational satisfaction and dissatisfaction in the work routine of the pharmacist? Do the criteria of success differ with the setting in which the pharmacist practices? Is the retail pharmacist concerned with the profession of pharmacy as a whole or does he view the situation in predominantly personal terms?

Answers to these questions may help us to understand why pharmacists want to unionize, or work in discount houses, prescription mail order firms, use automatic drug vending machines, etc. This information will enable leaders in pharmacy to plan more intelligently and to put pharmacy in its proper professional status.

Report of the Visitation Committee

G. C. HARTIS, *Chairman*

The Visitation Committee of the N.C.P.A. visited the U.N.C. School of Pharmacy, its faculty, and the senior class on Friday, March 16, 1962. This committee was created by the N.C.P.A. about thirty years ago and was charged with the responsibility of visiting the School of Pharmacy annually and making constructive suggestions for the welfare and usefulness of the institution.

The day's activities began with a visit to the model drug store in the school. The fixtures are in place and merchandise is being received and put on display. This will be a very fine addition to the school. I am sure you will want to visit this model drug store on your next visit to Chapel Hill. A one-hour discussion with the faculty followed. The chairman gave a restatement of the responsibilities of the committee. Dr. Brecht introduced the faculty and gave us a report on the school, the work of the Research Foundation, and urged a more active recruitment program for new pharmacy students.

The Visitation Committee endorses the request from the faculty that great improvement is needed in the number of pharmacists who annually give financial support to the North Carolina Pharmaceutical Research Foundation. This foundation was organized in 1946 specifically to help the School of Pharmacy. While the foundation has attained a high degree of success its support has not come in proper proportion from the pharmacists themselves. The committee urges every pharmacist to make an annual contribution to the foundation so that the number of contributions will increase from between 100-400 in recent years to at least 1000 which is nearly the number of pharmacies in North Carolina and only about two-thirds of the number of licensed pharmacists actively engaged in professional practice.

The committee recommends that every pharmacist increase his effort in sending more and better students to the School of Pharmacy, so that the acute shortage of pharmacists may become a problem of the past in the near future. The excellent facilities of the new building for the School of Pharmacy enable enrollment of approximately 120 students in each class. The build-up of students has lagged. The best recruiting of new students has always been done by the pharmacists and alumni of the school. Each one can increase this effort by selecting bright, promising students while they are beginning their coursework in high school, encouraging them by allowing them to work in local pharmacies, and directing their attention to the attractive careers available in the profession.

The committee commends the faculty in recognizing the specific problem of leading students in the School of Pharmacy to better scholastic attainment. This is a matter of stimulating leadership and encouragement. A study of failures and drop-outs, not only in the School of Pharmacy but in other kinds of colleges and universities, shows that there is far too much wasted time and expense on the part of the students who failed to meet scholastic obligations in spite of ability well-known on the basis of modern admission regulations.

The Committee called attention to a fairly serious problem in which the North Carolina

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Pharmaceutical Association has taken steps to be of help. It refers to the difficulty of some pharmacy students each summer in obtaining positions in pharmacies to obtain the practical experience required before a student can qualify for his licensing examination. Students still face a problem in which experience is required and they can't get experience required to obtain a position and experience can't be gained without obtaining a first position. The students do not expect the salaries of licensed pharmacists for this work. It may be necessary for pharmacists to make available an extra position solely for the purpose of helping the student meet his requirements.

The faculty and committee members discussed the merits of the Quarter System as compared to the Semester System. It would not be easy to change back to the Quarter System in the School of Pharmacy when other units of the University are on the Semester System. The members of the committee favored the Quarter System because they believed this system would allow students to take fewer subjects at a time and to meet classes daily for each subject. This concentration on fewer subjects at a time should make for better grades and fewer drop-outs.

Examinations were discussed with a number of faculty members taking part. Some committee members felt that quizzes given more often and covering less material would help encourage students to study daily instead of waiting until a few days before a big quiz and then studying all night.

The Committee met with the senior class at 11:00 A.M. for one hour. The following suggestions and comments were made by students to the Committee and do not necessarily have the endorsement of the Committee.

1. Increase in the teaching of merchandising problems; advertising; sale of sundries, trusses, vaporizers, cameras, and surgical appliances; displays; and salesmanship.
2. More attention be given to ethics and the teaching of ethics.

(Dean Brecht explained to the committee later that Ethics was applied and taught in

each course as applicable instead of as a single subject).

3. Continuing study of the curriculum recommended to cut out any overlapping of subjects.
4. Possibility of two year pre-pharmacy and three year pharmacy.
5. Professors rotate courses on three year basis. Students felt this would develop new approaches and keep courses up-to-date.
6. A report on the work of graduates after first year. This would assist the School in evaluating presently offered courses.
7. Students were overwhelmingly in favor of quizzes at regular class time instead of at night if questions were such as could be answered during time allotted.
8. Visit to different types of stores in small groups to learn types of operations.
9. One student wanted to know why Organic Chemistry of the School of Pharmacy is not accepted when transfers are made to the School of Medicine.
10. Include more business English in Business Management as partial course.
11. Night quizzes should be so prepared that students could complete them in one hour.

The committee met for one hour before lunch to study the comments and suggestions of the students. The more important of these are listed above.

During a two hour afternoon session members of the committee discussed the comments and suggestions of the students, as well as their own, with the Dean and Assistant Dean.

Assistant Dean Chambers closed the meeting with a plea for increased employment of undergraduates during summer vacation. This work is very important to these students because it will help them learn what Pharmacy really is. Please give serious thought to using one of these students in your store this summer.

In closing this report our group requests the carryover of a present committee member for the purpose of co-ordinating the work of and giving valuable experience to the new committee.

Report of the Legislative Committee

WADE A. GILLIAM, *Chairman*

Your Legislative Committee does not have any specific recommendations relative to any proposed Legislation for the 1963 General Assembly.

The Committee is aware of the fact that there may yet appear on the scene, proposed legislation affecting Pharmacy. If so I am sure that members of the Committee, whoever they may be, will be on the alert and that you will be promptly notified. May I say just here, that if there is any proposed legislation pro or con affecting Pharmacy, please be prepared to talk with your Legislators and express your feelings. Keep an eye on legislation and let yourself be heard when it is necessary.

To illustrate what I mean by this let us go back to 1959. As you will remember, Mr. Henley introduced the two bills, which were to set forth in the law, what the Board of Pharmacy was doing and is doing by regulation. The Bills passed the House but were defeated in the Senate Judiciary

Committee by one vote. The proposed legislation was re-endorsed by the 1960 Convention and ordered referred to the N.C.P.A. Legislative Committee. Your Legislative Committee prepared to act subject to a mail ballot approval of the two Bills by the members of the N.C.P.A. An overwhelming majority of the ballots received were in favor of the proposed Bills, but the sad picture is this: Less than 50% of the ballots were returned. This indicated an attitude of indifference on the part of the pharmacists throughout the State. Rep. John Henley stated that the Bills were defeated in 1959, not so much by the opposition but by the apathy and indifference on the part of pharmacists.

With the poor response to the mail ballot in 1961, it was deemed unwise to introduce the proposed Bills in 1961 Legislature.

My reason for giving this background is to emphasize very forcibly, the fact, that unless the pharmacists in the State wake up and become more interested in what is going on in the Legislature, good legislation will fail to be enacted into law and some bad legislation will get through successfully.

This is not only true at the State level, but at the National level. Proposed National legislation of vital interest to pharmacists are H. R. 4222 and S. 909 introduced by Rep. King and Sen. Anderson respectively, which provide health care services for the aged through the Social Security System.

The Kerr-Mills Law provides for administration of health needed for the aged at the State level. State Governments are qualified to more adequately administer health services to the aged at the point of greatest need. The Legislative Committee feels that the implementation of the Kerr-Mills Law is the best answer to the problem of health services for the aged. We suggest that the N.C.P.A. Resolutions Committee give consideration to a resolution endorsing the implementation of the Kerr-Mills Law by the General Assembly of the State of North Carolina, and that the N.C.P.A. oppose H. R. 4222 and S. 909.

We urge you also to be on the alert for other proposed National legislation of vital interest. Pharmacists should give careful study to the merits of SJ Res. 159 and HJ



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Res. 636 (Quality Stabilization Bill). The N.A.R.D. is listed as one of more than fifty organizations supporting this legislation. Also, we suggest the Committee on Resolutions formulate a resolution in support of SJ Res. 159 and HJ Res. 636.

The outlook for enactment of this legislation is much brighter than similar-type legislation introduced in the past.

In conclusion, we urge all North Carolina pharmacists to take a more active part in local, state and national legislative matters. Do not hesitate to express your views to your state and national legislators. These men solicit and welcome your opinions.

Report of Public Relations Committee

JAMES W. HARRISON, *Chairman*

Mr. President, Fellow Members:

The report of this Committee will deal in the most general way with a somewhat incomplete summation of some of the activities of members attempting a public relations program.

This committee regrets that it was unable to hold one or more regular meetings during the year in which it might have formulated and set in motion an adaptable program of public relations. As a consequence, it may be concluded that we have, as a committee, shunted our duties onto the broad shoulders of our executive secretary and his office staff. In this we have fared better than we might have fared. Practically every communication you have received from the secretary during the year has had one or more ideas for maintaining good relations with the public. On the whole, you have responded splendidly and taken those ideas and adapted them to your own operation.

Much has been accomplished, but much more could and must be accomplished. Some of you have participated in National Pharmacy Week. Our own Phil Link placed fourth in the APhA Window Display Contest. Several pharmacists have been honored by civic groups; some have entered the Academy of Pharmacy for the first time, and other members have maintained their membership by their religious, civic, pharmaceutical and other activities. Many have taken

advantage of the aid offered by various manufacturers, especially the newly created or re-promoted speakers bureaus. Drug Clubs and local and sectional pharmaceutical societies have done outstanding work during the year. Many groups and individual pharmacists have persuaded, perhaps by cajolery, but I am inclined to believe, by their own exuberance and sincerity, the seemingly impossible in prompting the press of the state to view pharmacy in a more favorable light.

A splendid idea has been advanced by Marion Edmonds of Greensboro and has been and even now acted upon. I refer to the plan by which a drug club or society or other group underwrites the expenses of a member of the press in a visit to a major pharmaceutical manufacturer where he or she will learn firsthand how private enterprise in that particular field is making possible the best health welfare the world has ever known.

That this idea was once attempted several years ago by a drug club takes away not one whit of credit to Mr. Edmonds. Rather does it make his efforts to shine more brightly because he followed through while the other failed through lethargy, lost interest, failure to get concerted action or some other reason.

Needless to say, this host, the pharmaceutical manufacturer need not put on his Sunday suit for these knights of the typewriter. The everyday activities will be revealing enough.

Much has been done in achieving better relations with the public; much more must be done. The public is a most unpredictable creature. To arouse its interest, to satisfy its tastes, to impress or persuade it, will call for all the art you possess if your relations with it are to be good.

In recent years the public image of pharmacy has undergone some changes. Some of these changes have been of deteriorating nature much like that of a devotee discovering his idol has feet of clay.

It is not the purpose of this report to criticize the pharmacist, the manufacturer, the distributor, or any segment of the industry for this condition. Nor is it an attempt to shift the blame for this condition on any power-mad politician or legislator, even though we may sincerely believe those

people have animosity toward the entire industry that springs from their own unselfish ends as much as it stems from unfounded suppositions.

However, we must take another look at our own actions. Have we used all our talent and our art to create a favorable image of pharmacy in the senses of the public? Are we truly mindful of the fact that to the public the pharmacist is PHARMACY? Do we realize what a wonderful opportunity this belief of the public presents to us to mold this unpredictable creature to view us as a necessary member of the health team that contributes to its welfare? Do we serve the public and the community to the utmost of our professional ability? Do we fully note the changing competitive conditions and discard those traditional methods that are obsolete and no longer applicable to today's conditions?

The answer is that some of us are creating a false image by sins of omission more so than by sins of commission. There could come a time when it will be too late to repent. This fact needs no elaboration. On

the whole, the majority of pharmacists do create a favorable image.

In North Carolina we are more fortunate than pharmacists in many other states. Here we enjoy to a greater degree the old time respect, regard and trust of the public. Here the image of pharmacy has not deteriorated so much. This does not mean that our people are more provincial or less sophisticated than others; it could mean that we have done more to earn that respect, regard and trust. Actually people everywhere on this continent are motivated by the same impulses, senses and passions, differing only in minor ways due to climate, occupation, race, wealth, or dependence on others.

Despite this condition in our own state, it would be like chasing a shadow, or like a pebble talking back to the sea for us to think we have King's right to a favorable image. Relations with the public begin on contact and it is a continuous and continual condition that must be constantly nourished to maintain it.

A public relations program for the pharmacist may be adopted for your use from the devices created by the resources and brains of the entire industry. You may combine them with the fruits of your own creative ability. Indeed, such a program will naturally include your own strong sense of professional responsibility; your own sense of responsibility to the public interest.

Many manufacturers have advertising and promotional programs crying to be used. They are yours for the asking. As a member of this Association you have access to tried and proved devices in the form of displays, leaflets, speeches and other pertinent material. Not only this, but you will have free use of the resources and talent of the officers of the Association as well as the aid of any future Public Relations Committee.

Your personal actions will be a major factor in your public relations. Make yourself available. Let the public know you as a good citizen, a stalwart for clean community life. Take part in the religious life of your community, whether you worship Jehovah, Allah, Aba Inki, or God's beauty. Be upright and ethical in dealing with your fellows. Be a reliable source of information in your role as pharmaceutical consultant to the busy doctor. Be an active participant in

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* * * *

This Committee is conscious of the feeling in some quarters that a trained and salaried public relations staff might function better for this Association. This idea deserves your serious consideration. It is our belief that, should such an agency be engaged, a pharmacist wholly conversant with pharmacy's problems have a voice in its function.

Respectfully submitted,

James W. Harrison, Chairman
J. R. Curtis
T. M. Holland
W. R. McDonald III
W. Moss Salley Jr.

BOARD OF PHARMACY

The 81st annual report of the N. C. Board of Pharmacy, as presented by H. C. McAllister, Secretary-Treasurer, is published in its entirety beginning on page 68.

The privilege of the floor was extended to Prentiss George of Kannapolis, who discussed the results of a survey involving the sale of drugs by some non-drug outlets in the state.

Following a general discussion, motion by Pike-Slesinger was passed that the Association's executive secretary obtain a statement from major pharmaceutical manufacturers and the state's wholesalers as to their sales policies with special reference to non-pharmacy outlets.

The third session was concluded by a screening of a film, "The Misery Merchants," by R. T. Austin, District Sales Manager of Glenbrook Laboratories.

FOURTH SESSION

An 8:30 A.M. business-starter breakfast helped to get the fourth NCPA business session underway with about 75 members and

guests present. Thomas J. Ham, Jr. introduced Jeff Henley of Richmond, a past president of the NARD and the Virginia Pharmaceutical Association. Mr. Henley, a native of North Carolina, said he learned his "3 R's" at an early age—reading, riting and the Road to Richmond."

Following some introductory remarks by Roger Sloop, NCPA Chairman of the N. C. Dental Formulary, a dental member of the committee, Dr. Charles M. Westrick of Winston-Salem, gave an interesting report of the value of dental formularies, of the background work leading to revision of the Second Edition of the N. C. Dental Formulary and of the growing cooperation existing between the dental and pharmaceutical professions.

Editor's Note: The Second Edition of the N. C. Dental Formulary was delivered by the publisher in August; is in general use in this and other states. The N. C. Dental Society purchased 800 fillers for binders remaining from the first edition.

CANCER CHEMOTHERAPY

Late developments in "New Agents in Cancer Chemotherapy" was presented by Dr. Wayne Rundles of the Duke University Medical Center. Introduced by I. T. Reamer, Dr. Rundles' presentation was mainly by graphs and charts, which highlighted the results being obtained from a limited number of cancer-inhibiting drugs.

PHARMACEUTICAL MARKETING

The address "Pharmaceutical Marketing—Today and Tomorrow" by guest speaker W. J. Wishing, Divisional Sales Manager for Smith Kline & French Laboratories, was published in the June, 1962 issue of The Carolina Journal of Pharmacy, pages 7-11-13-15-17-32.

PRACTICAL EXPERIENCE

Edward Haupt of Newton suggested that pharmacists assist pharmacy students in need of practical experience by setting up a summer rotation program whereby the student would work a month at each location. Since some students find it difficult to locate employment during the summer months, it was Mr. Haupt's belief that the 30-day rotation plan would be a practical answer to the

problem. Members of the Association will be queried on their willingness to cooperate in such a plan.

FIFTH SESSION

The fifth and final NCPA business session was opened at 2 P.M. on April 10 by President Hall. The first order of business was a report by Thomas J. Ham, Jr., Chairman of the NCPA-Institute Endowment Fund.

NCPA Endowment Fund

THOMAS J. HAM, JR., *Chairman*

Mr. President, Members of the Association, Ladies and Gentlemen:

From 5 to 8 to 12 to 16. That has been the pattern of your support of the Endowment Fund during the past three years.

My figures refer to dollars with three zeroes.

My report to you one year ago placed the Fund balance at \$12,700; today it is \$16,800.

We are making headway, slowly to be sure, but headway nevertheless.

We are still far short of our immediate goal of \$50,000 but we are approaching the half-way point. So, in the months ahead, let us all make an investment in the future of Pharmacy by making a liberal contribution to the NCPA Endowment Fund.

Sometime during the year the committee will write you in more detail about the Fund. In the meantime, we continue the memorial program, the student aid program and specials, such as the policy of one wholesale house in contributing \$100 as a memorial to deceased members of the firm.

The \$1,000 willed to the Fund by the late Thomas H. May of Wake Forest has been received. We hope this generous gesture on the part of Mr. May will strike a responsive chord among others in our Association.

Harold V. Day, Chairman of the Papers & Queries Committee, commented on the activities of his committee, which has devoted its efforts to compiling information about "Price Differentials."

Mr. Day reported some information had been transmitted to the Federal Trade Commission. Also, the FTC is studying information obtained from various pharmaceutical manufacturers relating to their sales policies, discounts and rebates. Recommendations and action by FTC will be delayed due to tremendous quantity of collected information on hand.

The Association's recommended policy of "one price to all" was reemphasized.

JUDICIAL COUNCIL

Roger A. McDuffie, Chairman of the Judicial Council, distributed copies of some suggested rules to implement the Association's Code of Ethics. Mr. McDuffie said copies of the rules plus the district judicial council setup would be mailed to all members of the NCPA (Note: this was done during the summer of 1962).

COMMITTEE REPORTS

Next on the agenda were committee reports as follows:

Inter-Professional Relations—Dr. Albert Jowdy

Public Health and Welfare—W. Latham West

Constitution and By-Laws—E. R. Fuller

Membership—Ben Harward (read by Hoy Moose)

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Report of the Interprofessional Relations Committee

DR. A. W. JOWDY, *Chairman*

Mr. President, Mr. Secretary and fellow members of the association.

The Committee On Interprofessional Relations was composed of Dr. Earl T. Brown, Mr. W. G. Dudley, Jr., Mr. Claude U. Paoloni, Mr. James A. Way, Jr., and Dr. A. W. Jowdy.

At a meeting of the committee in Chapel Hill, it was decided that this year, your committee should concern itself first with establishing liaison with its counterpart in the Medical and Dental Societies. It was the feeling of the committee that even though the most effective interprofessional relations must take place at the local level, there were wide areas where effective liaison at the state level could prove beneficial to the pharmacist, to the physician, to the dentist and last, but not least, to the patient.

Correspondence with the Medical Society revealed that an interprofessional relations committee did not exist. The work which has fallen into this category, however, has been most effectively handled between the executive secretaries of the two organizations. Very cordial letters were received from Mr. James T. Barnes and Dr. John R. Kernodle, Executive Secretary and President, respectively, of the Medical Society of the State of North Carolina, expressing interest in our venture.

A letter from Dr. Norman Ross, president of the N. C. Dental Society, stated the appointment of Dr. Charles M. Westrick and his Dental Formulary Committee as representatives of the Dental Society.

In addition to these activities, letters were sent at random to a number of pharmacists over the state seeking their advice as to projects which could be jointly undertaken by this committee—and a number of worthwhile suggestions were received which (in the interest of time) will not be enumerated here.

It is well to point out, that in all our correspondence, the emphasis has been on the positive—, that is emphasizing the need for close liaison between members of the health team for joint projects which would best

serve the interest, not only of members of the health team, but also the patient.

It is unnecessary to enumerate the many activities undertaken by the individual drug clubs over the state in the field of interprofessional relations. Many have accomplished and are continuing to accomplish very worthwhile objectives in this most important field.

However, for the interest of those who may desire possible topics or projects in the field of interprofessional relations, the following are listed. None, we might add are original or novel, but may serve as a starter for local or district societies:

- (a) Supply to Dentists, copies of the newly revised N. C. Dental Formulary, a report on which was given this morning by Dr. Westrick and Mr. Sloop.
- (b) Attempt to secure physicians and dentists for speakers at pharmaceutical society meetings, especially men to speak on their specialty.
- (c) Supply to physicians and dentists information relative to Narcotic, FDA and State-laws and regulations affecting the prescribing and the dispensing of medicines.
- (d) Joint meetings, if possible, between members of the allied health profession organizations with topics for discussion which are of mutual interest.
- (e) Planned joint meeting between the grievance committees of the allied health organizations. This is a delicate area and an important requisite would be for the respective chairmen to meet privately at some time prior to the joint committee meeting to agree upon rules and procedures.

We of the committee urge each of you to work with your local groups in Interprofessional Relations.

Respectively submitted:

Earl T. Brown

W. G. Dudley, Jr.

Claude U. Paoloni

James A. Way, Jr.

A. W. Jowdy, Chairman

Public Health and Welfare

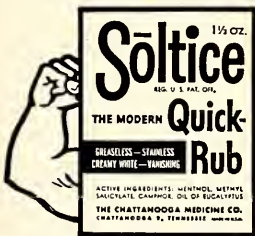
W. LATHAM WEST, *Chairman*

The Committee on Public Health and Welfare does not have much to report on the active working of this committee since the adjournment of the 1961 session of the General Assembly. However, I can report on the results of the combined efforts of The North Carolina Medical Society, The North Carolina Dental Society, The North Carolina Association of Hospital Administrators and The North Carolina Pharmaceutical Association to enact legislation intended to implement the provisions of the Kerr-Mills Act which was passed by the Congress in 1960, intended to provide medical care for the aged and aging.

At the time of the meeting of the N.C. P.A. in Greensboro last year, I reported to you that legislation which implemented the Kerr-Mills Act had been introduced into the General Assembly by Dr. Rachel Davis, a member of the legislature from Lenoir County, and that the legislation known as "An Act To Provide Medical Care To The Aging" had been sent to the Health Commit-

tee of the House of Representatives for its study and recommendations. On April 26, 1961, the Health Committee held hearings on the bill and persons and groups who either favored or opposed the enactment of the legislation, appeared before the committee to express their views. I appeared before this committee and expressed the support of Pharmacy for this legislation. After this public hearing the Health Committee of the House of Representatives gave the bill a favorable report. The House of Representatives passed the legislation and it was sent on to the State Senate. It was immediately sent to the Health Committee of the Senate and was given considerable study by this committee. However, certain concentrated opposition brought about the defeat of the bill by this Senate Health Committee. So the combined effort of Medicine, Dentistry, Pharmacy and Hospital Administrators to bring medical aid to the aged in North Carolina was defeated. More than thirty states have implemented the Federal Act with satisfactory results.

During the past twelve months, the Kennedy administration in Washington has used every means possible to bring about the passage of legislation whereby medical care for the aging would be under social security. This is essentially the same legislation which President Kennedy introduced and sponsored in the 1960 session of the Congress when he was a member of the U. S. Senate. This concept of medical care for the aging was defeated in the 1960 Congress and the Kerr-Mills bill was passed instead. The presidential election of 1960 elevated Senator Kennedy to the Presidency of the United States and the new Chief Executive has shown no disposition to retreat from his campaign promise, advocating the establishment of a medical care program for the aged as a feature of social security. All areas of the Federal Government which has to do with Public Health and Welfare have organized and have used every effort to enact this type of legislation for the care of the aging. These government agencies are joined by the Labor Unions, retired government employees, retired teachers, social welfare workers and others in support of health care for the aging through social security.



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The problem is not simply the question of whether some 10 to 15 million aged and aging Americans are to get assistance in meeting health problems but whether the medical services of the Nation—the finest in the world—are to remain free or whether they are to fall under the domination and dictation of the Federal Government.

No one denies that thousands of aged Americans are not receiving the medical and hospital care they want and need. But neither are thousands of American babies, and thousands of young and middle-aged Americans. If medical care for those over 65 years of age is right and proper, then free medical care for those under 65 is equally right and proper. If Congress is pressured into granting it to one group today, it is foolish to suppose it will resist the pressure to grant it to the other tomorrow. The point is that medical care for the aging under social security is simply a first step—an opening wedge. The ultimate goal is the complete federalization of the Nation's drug, medical and hospital services—a measure that the welfare-statists have been advocating since the days of Wagner-Murray-Dingell bill.

The first objection to the President's program of medical care is that it would be the first step toward socialized medicine for all Americans.

The second objection is that,—what the Federal Government pays for, it eventually controls. The advocates of medical care for the aged, of course, deny that this is the case, but there is a long list of examples to prove that this is true. Wherever the Federal Government provides the funds—for municipal airports, for housing and slum clearance, for education and research grants, for farm programs—it eventually attaches conditions and sets standards. A recent example is the executive order relative to desegregation of all school in those population explosion areas due to national defense activities, where Federal funds are supplied to assist in building and operating the local school systems. It can be argued that it would be wrong for the Federal Government not to supervise and control operations where Federal Aid is furnished. However, the fact remains that Federal subsidizing means Federal control.

A third objection stems from the financial aspects of the social security system itself. In the first 25 years of its existence social security took in some \$70 billion through compulsory taxes on the earnings of American workers. During the same time it paid out \$50 billion in benefits. At the end of 25 years it had \$20 billion left in assets, and at the present rate of benefits it now has \$360 billion in obligations. In other words, for every dollar that social security now has in the till, it must eventually pay out \$18.00 in benefits. This means among other things, that the Nation's younger workers, who generally need every penny to meet present obligations, must be taxed the rest of their lives to pay for free medical care for the aged and aging Americans, including millions who are able and willing to care for themselves.

A fourth objection to the medical care plan is that it is a compulsory program for which all Americans covered by social security must pay, regardless of whether they want or need the benefits provided.

There has been such a powerful propaganda campaign in behalf of medical care for the aging within the last few years that opposing it is like opposing motherhood, patriotism and virtue itself. Nothing touches the heart of the American people more forcefully than the picture of aged men and women who find themselves, after a lifetime of toil, incapable of providing the medical care and hospitalization they need. The plight of these aged Americans is an evil that the Nation, the States and the communities of America must work to overcome just as they work to overcome juvenile crime and ignorance and poverty in all of its other forms. However, to maintain that the only answer is to force all Americans into a compulsory system of Federal medical insurance, is to advocate a system that would inevitably become a greater evil than the one it is designed to remedy.

In closing this report and these observations, I can tell you that reports from Washington during the last two or three weeks, indicate that certain key members of the House of Representatives are considering certain revisions to the proposed legislation for medical care for the aged, under social security. If President Kennedy agrees to

accept these revisions, he will have a good chance of winning at least two more votes in the House Ways and Means Committee—thus giving him a 13-12 margin instead of the 14-11 line-up now against him. If this compromise is accomplished and the House of Representatives passes the compromise legislation, there is little doubt that the Senate will pass it with several votes to spare. Then, with a foot in the door, compulsory medical insurance is on its way.

Report of By-Laws and Constitution Committee

EDWIN R. FULLER, *Chairman*

Among the many committee appointments made by your President to carry on the work of our association during the past year, was a committee charged with the responsibility of revising our Constitution and By-Laws. As you are well aware, many of them date back to their adoption more than 80 years ago.

This was to have been a comprehensive

report of this committee with specific recommendations for your consideration in modernizing these instruments that govern our associations policies. However, as was pointed out in the very fine address by President Hall yesterday morning this has proven to be quite an undertaking. The task has been magnified by the conditions resulting from the ever changing pattern of drug distribution. After consultation with your executive committee it is deemed advisable that we appear on the program to ask for more time to study the needed changes.

Those of you who were privileged to hear Mr. Warren Lansdoune at the business session on Monday morning will recall his reference to the changes made in the state of Michigan and 11 other states whereby, they, as a matter of policy, affiliate with their local-state and national associations under a federated membership plan. Frankly, we would like very much to watch carefully the progress of these pioneers in this direction.

There are in our own state some local clubs that have adopted or are considering the adoption of their own versions of this unified membership system. As we observe the seemingly multitude of problems that confront us in Pharmacy today we become more and more alert to the fact that all of them—every problem that arises—is caused because some person or persons who depends upon the drug industry for their livelihood fails to accept their responsibility as an individual part of this great profession. Every human being reflects either credit or discredit upon those with whom he associates.

It is indeed gratifying to hear the learned speakers at this convention express their optimism for our future. I sincerely believe we will become stronger as the moral fibre of the individual becomes stronger and when we determine what course to chart for our future.

It is for these reasons that we trust that President-Elect Steveson will see fit to re-appoint this committee for the coming year. In the meantime, I am confident that this committee or any committee appointed by your President will welcome any advice, suggestions or recommendations from you the individual member. We need your help in deciding what our future will be.

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Report of Membership Committee

BEN R. HARWARD, *Chairman*

Our organized membership campaign for the NCPA began in 1956 and has been conducted annually since then. Since most of the membership prospects come to our attention through the North Carolina Board of Pharmacy and the Institute of Pharmacy, necessarily most of the work of recruiting is carried on through our office in Chapel Hill. Each year letters are mailed to newly licensed pharmacists and other prospects, explaining the benefits of membership in the Pharmaceutical Association and urging them to join. Personal contacts are also made when practical to do so. There are 72 members in the present graduating class of the School of Pharmacy—the largest four year class in the history of the school. Many of this group when licensed will join the N.C.P.A.

The weak link in our membership campaign has been pharmacists coming to us from other states. Many of them are not familiar with our operation or with the facilities at Chapel Hill. To rectify this, the Association's executive committee has authorized Secretary W. J. Smith to offer free membership to such individuals for the remainder of the year in which they are licensed to practice pharmacy in North Carolina, with the understanding they will be billed for dues the following year.

Our minimum goal of new members annually is 100. During the year 1961 we were able to obtain ninety-six percent of this minimum as compared to eighty-five percent in 1960. The present total membership of the N.C.P.A. as of March 19, 1962, is 1284 members. From January 1st through March 19th of this year, forty-one new members have affiliated with our organization. If this present rate of new members being added continues throughout the year, we should have our largest new membership ever for 1962. Let us all dedicate ourselves to the task of getting every pharmacist to be a member.

RESOLUTIONS

The Resolutions, as acted upon at the 81st convention, were published in the May, 1962, issue of The Carolina Journal of Pharmacy, pages 15-17.

J. C. Jackson, acting on behalf of N. O. McDowell, Jr., who was absent, presented the report of the Committee on the President's Address.

Report of Committee on the President's Address

N. O. McDOWELL, JR., *Chairman*

We, the committee to review the president's address, submit the following report:

First, we commend President Hall for his outstanding leadership and his conscientious approach to the duties of his office during the past year. His personal sacrifice in making the travel necessary to attend the many district meetings and his timely message presented at these meetings shows a dedicated interest in the betterment of our profession.

We agree with his remarks regarding the meetings held during the past year with the faculty of the School of Pharmacy and with the Board of Pharmacy in that it is always easy to criticize when ignorant of the true facts. It is hoped that future Association presidents will follow President Hall's example and see that such meetings are continued.

We agree with President Hall that our Association must be made stronger and that it deserves the support of all its members.

We concur with our president in that to better our image and to achieve the ends which can save our profession we must:

- (1) Continue the fight for Fair Trade, build more and stronger local drug clubs, support the Association's efforts to better our public relations and to review our prescription pricing systems.
- (2) Strive to secure capable students for our school and to endeavor to aid in their apprentice education in a manner befitting the high standards of the profession.
- (3) Work in every way possible to secure the defeat of the King-Anderson Bill which can bring destruction to the profession through socialism.

And further, we most heartily concur with President Hall's final remarks regarding ethics, laws and regulations and interpret his words to clearly appear as "handwriting

on the wall" that we in Pharmacy must decide, here and now, that we all must rise above the many continued violations of ethics and laws, most of which stem from an overpowering desire to increase our material wealth, with our regard for the protection of the public health. Our president has shown us the way in stating that this must be done by each of us, individually. It is also clear that he means we cannot afford to wait, but must tackle the job at once if we expect pharmacy to grow in stature in the eyes of the public which it is dedicated to serve.

We sincerely feel that President Hall's address can well serve as a guidepost for the future of pharmacy in North Carolina and as much can point the way in the fight for more dedicated pharmaceutical service.

Respectfully submitted,

N. O. McDowell, Jr., Chairman

J. C. Jackson

Clareuce E. Page, Jr.

TIME & PLACE

The Committee on Time & Place, Jesse M. Pike, Chairman, recommended Charlotte as the 1963 convention city but the report was amended, leaving the final selection up to the Executive Committee after a telegram arrived with invitation from The Carolina Hotel, Pinehurst.

Joseph F. Bland extended an invitation from High Point, which, after discussion, was referred to the Executive Committee for consideration. Note: The NCPA Executive Committee later decided on Pinehurst (May 12-14) as the 1963 convention site.

The Committee on Nominations, W. Dorsey Welch, Jr., submitted the following slate of officer-nominees, which was accepted without change:

COMMITTEE ON NOMINATIONS

W. D. WELCH, JR., *Chairman*

For President: Hoy A. Moose of Mount Pleasant and O. K. Richardsou of Boone.

For First Vice-President: Harry A. Barringer of Concord and I. T. Reamer of Durham.

For Second Vice-President: John W. S. Biggs of Greenville and W. T. Boone of Ahoskie.

For Third Vice-President: Robert H. Milton of Salisbury and Earl H. Tate of Lenoir.

For Member of the Executive Committee: (3-year term) C. Louis Shields of Jacksonville and John J. Stevenson of Elizabeth City.

For Member of the State Board of Pharmacy: (5-year term) David D. Claytor of Greensboro and Ernest J. Rabil of Winston-Salem.

For Directors of N. C. Pharmaceutical Research Foundation: F. J. Andrews of Durham, Rowe B. Campbell of Taylorsville, F. Herwan Cline of Charlotte, David R. Davis of Williamston, W. H. Houser of Cherryville, J. C. Jackson of Lumbertno, Roger A. McDuffie of Greensboro, T. M. Stanback of Salisbury.

OFFICER INSTALLATION

At 4 P.M. the fifth NCPA business session was adjourned for ten minutes to be reconvened in the Virginia Dare Ballroom for the joint officer installation ceremony. Seated at the head table were Presidents Hall, Myers and Kimball.

Mrs. Myers, president of The Woman's Auxiliary, and Leon Kimball, president of the TMA, each discussed the activities of their organizations, summarizing briefly the accomplishments during the past year (for details see Auxiliary sections in this Year Book).

President Hall covered the highlights of the NCPA year just completed, then introduced J. Floyd Goodrich, who presented TMA Life Membership certificates to C. M. Andrews and W. J. Smith.

John T. Stevenson was installed as President of the NCPA; Mrs. Stevenson as president of The Woman's Auxiliary and William P. Brewer, president of The Traveling Men's Auxiliary. In turn, these newly installed officers installed the following slates:

NCPA: Hoy A. Moose of Mount Pleasant, first vice-president; Harry A. Barringer of Concord, second vice-president; and W. T. Boone of Ahoskie, third vice-president.

Woman's Auxiliary: Mrs. David D. Claytor of Greensboro, first vice-president; Mrs. C. D. Blanton, Jr. of Kings Mountain, second vice-president; Mrs. W. H. Randall of Lillington, secretary; Mrs. Robert H. Milton of Salisbury, treasurer; Mrs. L. R. Burris, Sr.

of Valdese, historian; Mrs. M. B. Melvin of Raleigh, parliamentarian; and Mrs. Floyd F. Potter of Charlotte and Mrs. Leslie Myers of Winston-Salem, advisors. (Officer list on page 000)

Traveling Men's Auxiliary: Forrest Matthews, Jr. of Raleigh, vice president; J. Floyd Goodrich of Durham, secretary-treasurer; and C. H. Smith of Charlotte, assistant secretary-treasurer. (See officer-board of governors list on page 60).

At the conclusion of the formal installation ceremony, which involved questions and answers, President Hall said:

"Ladies and Gentlemen, you have heard the promises of the men and women who will guide the NCPA and its Auxiliaries through the coming year. When they call on you for help, give them your cheerful cooperation. Or better still, offer them your assistance."

As the final order of business, President Hall transferred the President's Pin to Mr. Stevenson and Mr. Stevenson, in turn, attached a Past President's Pin to Mr. Hall's coat lapel.

With a pledge to fulfill the duties of the office to the best of his ability in the months ahead, President Stevenson adjourned the 81st NCPA convention at 5:10 P.M.



NORTH CAROLINA PHARMACEUTICAL ASSOCIATION 1962 MEMBERSHIP ROSTER

(Corrected to September 1, 1962)

Life Members are shown in bold face type.

—A—

Adair, Walter Holmes—Roxboro
Adams, Charles Edwin—Fuquay Springs
Adams, James Walter—Asheville
Adams, Leron Dale—Mount Holly
Adams, Wilbur Royster—Carolina Beach
Adams, William Robert, Jr.—Wilson
Adkinson, Newton Frank—Avondale
Ahlin, Bjorn—Sylva
Airheart, Jack W.—Concord
Akins, Frank T., Jr.—Asheville
Albright, George Bishop—Salisbury
Allen, Billy Thomas—Raleigh
Allen, Harry H., Jr.—Cherryville
Allen, Robert Eugene—Hickory
Allen, William Franklin—Cherryville
Ameen, John U.—Gastonia
Ammons, Dallas Lee—Salisbury
Ammons, Raymond M.—Red Springs
Anders, G. Howard—Chapel Hill
Anderson, Arthur Alexander—
Martinsville, Va.

Anderson, Carolyn Cox—Lansing, Michigan
Anderson, Ernest R., Jr.—High Point
Andes, Garrette Earl—Wadesboro
ANDREWS, CHARLES McDONALD—
Burlington
Andrews, F. Jackson—Durham
Andrews, John Puett—Winston-Salem
Andrews, John Warren—Winston-Salem
Andrews, Richard Homer—Burlington
Arena, James Edward—Durham
Arnold, Broddie Duke—Raleigh
Ashworth, Ralph Hilliard—Cary
Atkinson, Matthew James—Lumberton
Aucello, Frances Marie—Fort Bragg
Austell, Ronald Lowery—Shelby
Austin, Beverly Newton—Morehead City

—B—

Bain, Jones Douglas, Jr.—Clayton
Baker, Walter Presley—Raeford
Balas, John B.—Charlotte
Ball, Dorothy Reaves—Fayetteville
Ball, Harold Lee—Fayetteville
Bane, Gordon H.—Concord
Banner, Robert Dale—Spruce Pine
Barber, Robert W.—Raleigh
Barbour, Joseph Parker—Burlington

Barbour, Joseph P., Jr.—Burlington
Barbour, Robert Layton—Burlington
Barbrey, Herman Sutton, Jr.—Raleigh
Barefoot, Lexie Glenn—Asheville
Barger, Charles Glenn—Raleigh
Barlow, Edward R.—Durham
Barnett, Charles Mason—Henderson
Barnett, Frank, Jr.—Henderson
Barnett, Jimmie—Henderson
Barringer, Harry Alexander—Concord
Barringer, John Marshall—Carthage
Bartlett, John Bradley—Durham
Barton, William H.—Pleasant Garden
Basart, Jasper M.—New Bern
Bass, James Albert—Wilson
Batten, Welch Middleton—Elizabeth City
Bauguess, Carl Thomas, Jr.—Chapel Hill
Beale, Garland Wood, Jr.—Broadway
Beale, Jesse J., Jr.—Burlington
Beason, Robert Hoyle—Boiling Springs
Beavans, Samuel Clark—Enfield
Beck, Albert L, Jr.—Hendersonville
Beck, Quay H.—Fletcher
Beck, William C.—Hendersonville
Beddingfield, Bruce Brooks—Greenville
Beddingfield, Charles Herman—Clayton
Bell, Barbara Jane—Raleigh
Bell, Barry Max—Gastonia
Bell, Frank Roland—Beaufort
Bell, Henry C.—Gastonia
Bell, L. R.—Tarboro
Bender, Walker Meares K.—Fayetteville
Bennett, Donald Leon—Albemarle
BENNETT, KELLY EDMOND—
Bryson City
Bennick, James E.—Lenoir
Benson, Harley O'Neil—Tryon
Benson, Lawrence Monroe, Jr.—Charlotte
BEST, JOHN HARPER—Greensboro
Biggs, John Waller Smallwood—Greenville
Birkitt, Sebastian Poisal—Charlotte
Birmingham, John Steele—Hamlet
Bishop, Robert Ellis—Kinston
Bissett, Donald Hines—Lumberton
BISSETTE, PAUL BRANCH—Wilson
Bissette, Paul Branch, Jr.—Wilson
Bius, John H.—Raleigh
Black, William E.—Concord

Bland, Joseph F.—High Point
 Blanton, Charles Donald—Kings Mountain
 Blanton, Charles Donald, Jr.—
 Kings Mountain
 Blue, D. Adolph—Carthage
 Bobbitt, A. Bracey—Winston-Salem
 Bobbitt, Hilliard Fletcher—Glen Alpine
 Boger, Richard Albert—New Bern
 Bolton, James Cener, III—Woodland
 Bolton, Robert Baugham—Rich Square
 Booker, Elsie Hudson—Chapel Hill
 Boone, Demetrius Leonard—Durham
 Boone, William Thomas—Ahoskie
 Booth, Guthrie Donald—Durham
 Bostian, Thomas Richard—Kannapolis
 Bostie, Russell Alton—Beulaville
 Bowen, Norman George—Durham
 Bowers, Jimmie C.—Lincolnton
 Bowers, John Robert—Bethel
 Boyd, Allan Craig—Greensboro
 Boyd, Shelton Bickett—Mt. Olive
 Bracker, Dale Conrad—Greensboro
 Bradley, William Vernon, Jr.—Kannapolis
 Bradshaw, Edward Luther—Kinston
 Bradshaw, Edward Luther, Jr.—Kinston
 Bradsher, Arthur Long, Jr.—Durham
 Bradsher, Hugh Tate—High Point
 Brame, Philip Augustus—North Wilkesboro
 Brame, Robert Marvin, Jr.—
 North Wilkesboro

Branan, Cecil L.—High Point
 Brannon, James L.—Chapel Hill
 Brantley, John Calvin, Jr.—Raleigh
 Brantley, William Cain—Winston-Salem
 Brecht, Edward A.—Chapel Hill
 Brewer, Marsha Hood—Pink Hill
 Bridges, Albert Reid—Rutherfordton
 Brinkley, Clifton Scott—Kernersville
 Brison, John Edgar—Gastonia
 Brison, Samuel Pressly—Belmont
 Brisson, Edward—St. Pauls
 Brisson, Lloyd Clifford—Fayetteville
 Britt, Grady—Raleigh
 Britt, Robert Timothy—Raleigh
 Brodie, Thomas Lewis—Fayetteville
 Brooks, Baylus Cade—Fayetteville
 Brooks, C. McLane—Monroe
 Brooks, Frank Gibbons—Siler City
 Brooks, Frank Gibbons, Jr.—Siler City
 Brooks, Harvey Ray—Goldston
 Brookshire, James Edwin—Winston-Salem
 Brookshire, Lorain Balfour—Asheville
 Brothers, Arthur Etheridge—Elizabeth City
 Brown, Earl Triplett—Chapel Hill

Brown, Henry Shelton—Goldsboro
 Brown, John Herndon—China Grove
 Brown, William Colfax—Greensboro
 Browning, Alton Cain—Greensboro
 Browning, David Benjamin—Kinston
 Browning, Joseph Fletcher, Jr.—Burlington
 Bruce, Thomas Milton—Hot Springs
 Bryan, W. D.—Tarboro
 Bryant, Alvin—Durham
 Bryson, Vaughn Douglas—

Jacksonville, Florida

Buchanan, Christine Tunstall—Boise, Idaho
 Buchanan, Elmer William—Greensboro
 Buchanan, Ernest Chadwell—Kinston
 Buckner, Wilfred B.—Statesville
 Buhmann, Walter L.—Asheville
 Buie, Wayne M.—Winston-Salem
 Bullock, Benjamin W.—Durham
 Bullock, John Chester, Jr.—Wilmington
 Bunch, Luther Elmo—Carolina Beach
 Bunn, Richard Speight—Elizabeth City
 Burch, Eidson U.—Andrews
 Burgiss, Thomas Reeves—Elkin
BURGISS, THOMAS ROY—Sparta
 Burnett, John Paul, Jr.—Rocky Mount
 Burris, Loy Ray—Valdese
 Burris, Loy Ray, Jr.—Valdese
 Burrus, Brainard M.—Canton
 Burrus, Samuel Brainard—Canton
 Burt, Milton Stanley—Durham
 Butler, Alman Byron—Clinton
 Butler, James Gene—Shelby
 Bynum, Carney Washington—New Bern

—C—

Cable, Maurice LeRoy—Asheville
 Cagle, Carlus Vann—Greensboro
 Cain, Charles Macbeth—Henrietta
 Cain, Leighton Dewey—Kannapolis
 Caldwell, Hugh Cannon, Jr.— Mooresville
 Caldwell, Palmer L.—Faison
 Calhoun, Rudgely Millwee—High Point
 Callahan, Virginia L.—Asheville
 Callicutt, Richard Douglas—High Point
 Cameron, Marcus—Sanford
 Campbell, Charles Clifford—Maiden
 Campbell, Francis Earle—Hamlet
 Campbell, Howard Turner—Maiden
 Campbell, Rowe B.—Taylorsville
 Campbell, Rowe Bogle, Jr.—Taylorsville
 Canaday, Ralph Clarence—Four Oaks
 Cannon, Claude Claiborne—Durham
 Capps, Earl U.—Ahoskie
 Cardell, Jeremiah Curtin—Lenoir
 Carraway, Ernest L., Jr.—Windsor

- Carrigan, James Frank—Salisbury
 Carroll, G. Leon—Wilmington
 Carroll, William Wright, Sr.—Dunn
 Carswell, A. Paul—Durham
 Carswell, Virginia H.—
 Providence Forge, Virginia
- Carter, Donald Kernit—Lowell
 Carter, Lee C.—Sanford
 Carter, Leo Harrison—Asheboro
 Carter, Ralph Edward, Jr.—Wilmington
 Carter, Wade A.—Lowell
 Caruthers, Morrison Rankin—Burlington
 Cash, James E.—Rutherfordton
 Cassel, A. S.—North Wilkesboro
 Caudle, Virginia—Winston-Salem
 Causey, John H.—Rutherford College
 Cavanaugh, Samuel MacDonald—Rose Hill
 Caviness, Edith Ann—Rockingham
 Chambers, Melvin A.—Chapel Hill
 Champion, Herbert O.—Waynesville
 Chandler, Peggy Black—Kannapolis
 Chandley, Albert Brookshire—Asheville
 Chapman, Donald Kenneth—Winston-Salem
 Charles, Fred Richard—Charlotte
 Christensen, Carl Viggo—Charlotte
 Chronister, David Lee—Hickory
 Clapp, Ernest Bernard—Newton
 Clark, Claude Baxter, Jr.—Williamston
 Clark, George Edward—Warsaw
 Clark, Hugh Mercer—Goldsboro
 Clarkin, John R., Jr.—Hamlet
 Clay, Albert S.—Chapel Hill
 Clay, James Baker—Oxford
 Clayton, Albert Winfrey, Jr.—Durham
 Claytor, David Dortch—Greensboro
 Clelland, Alec W., Jr.—Fayetteville
 Clifton, William Horace—Gastonia
 Clinard, Betty Tate—Charlotte
 Cline, Frederick Herman—Charlotte
 Clodfelter, Walter Allen, Jr.—Ahoskie
COBB, CLARENCE HARPER—Durham
 Cobb, James Louis—High Point
 Coble, George S.—Stanley
 Cochrane, Arthur Linwood, Jr.—Jackson
 Cocolas, George Harry—Chapel Hill
 Cogdell, Henry Paul—Keuly
 Cohen, Robert I.—Kinston
 Cole, Alfred F., Jr.—Roxboro
 Cole, Thomas R.—Sanford
 Coleman, Robert Astor—Burlington
 Coley, Walter Newton—Raeford
 Colina, Gilbert—Charlotte
 Collette, Roy Wilson—Mocksville
 Collins, Ben F., Jr.—Greensboro
- Connell, James Paul Beardsley—Henderson
COPELAND, ROBERT ROYAL—Ahoskie
 Coppedge, John Benjamin—
 Huntsville, Alabama
 Coppedge, Raymond Franklin, Jr.—
 Asheville
- Copses, Charles Peter—Charlotte
 Cornwell, Amos Halsted—Lincolnton
 Cornwell, George Thomas—Morganton
 Courts, Ben Carter—Chapel Hill
 Courts, Ellyn Gardner—Chapel Hill
 Cowan, Leo B.—Sylva
 Cowan, Marvin Russell—Greenville
 Cowan, William L.—Forest City
 Coward, Billy Thomas—Kannapolis
 Cox, Robert Olin—Winston-Salem
 Cox, Rupert—Dunn
 Craft, Roy Edwin—Gastonia
 Craig, Lyle Benjamin—Aberdeen
 Craig, William Franklin—Charlotte
 Crawford, Harvey Dinsmore—
 Black Mountain
- Creech, Howard Welda—New Bern
 Creech, James Leonard—Smithfield
 Creech, Leonard Ralph—Oxford
 Creech, W. Grover—Selma
CREECH, WILLIAM H.—Selma
 Creekmore, Raymond L.—Acme
 Croft, Curtis D.—Belmont
 Cromley, Robert Irvin—Raleigh
 Cromley, Robert Irving, Jr.—Raleigh
 Crowell, Charles Milton—Mooresville
 Crumpler, Leonard H.—Raleigh
 Crumpler, Wilbur Aubrey—New Bern
 Crutchfield, Thomas Garrett—Greensboro
 Culbreth, Graham McKenzie—
 Southern Pines
- Curtis, James Richard—Bessemer City
 Curtis, Thomas E.—Waynesville
- D—
- Dameron, Hubert Gordon—Tabor City
 Daniel, Elbert Clifton—Zebulon
 Daniels, H. Hallet—Ahoskie
 Darden, Robert Jackman—Clinton
 Darlington, James M.—Winston-Salem
 Daughtry, Ben Philip—Smithfield
 Daughtry, Ruffus Lynwood—Reidsville
 Davis, Arch Lyle—Statesville
 Davis, Charles E., Jr.—Winston-Salem
DAVIS, DAVID RAMSEY—Williamston
 Davis, David Ramsey, Jr.—Williamston
 Davis, McDonald, Jr.—Roseboro
 Davis, Marvin Lee—Elm City

- Davis, Thomas Peete—Yanceyville
 Davis, William Edward—Reidsville
 Dawkins, William Atlas, Jr.—Clinton
 Day, Harold Vann—Spruce Pine
 Day, Lewie Griffith—Spruce Pine
 Dayvault, Frank Wilson—Lenoir
 Deal, Harland Murlee—Lenoir
 Dean, Fletcher Sims—Lumberton
 Deaton, Donald Jason—
 Martinsville, Virginia
 Dees, Robert Register—Burgaw
 DeLozier, T. Martin—Robbinsville
 Dement, William Taylor—Oxford
 Denny, Keith Earl—Charlotte
 Denison, Millard D.—Burlington
 Dever, James Henry—Greensboro
 Dewar, Robert L.—LaGrange
 Dillon, Henry Edwards—Elkin
 Dimmick, Graham B., Jr.—Charlotte
 Dixon, Charles Thomas—Winston-Salem
 Dixon, Sterling Gray—Beaufort
 Dixon, Walter Reginald—Charlotte
 Dockery, Wesley Prichard—Valdese
 Dollar, Aubrey Chester, Jr.—
 Winston-Salem
 Donnell, Viola Richards—Dobson
 Donnelly, Thomas Milton—Asheville
 Dowdy, David Astor—High Point
 Dowdy, David Astor, Jr.—High Point
 Dowdy, Donald Carlisle—Greensboro
 Dowdy, J. Henry—High Point
 Doyle, Lewis Benton, Jr.—Goldsboro
 Dudley, William Garland, Jr.—Reidsville
 Duffy, Henry Bryan—New Bern
 Duggins, Jack Steven—Asheboro
 Duguid, Helen—Kinston
 Dukes, Wyndham Stloe—Greensboro
 Dunlap, Henry H., Jr.—Siler City
 Dunlap, Ralph Harry—Winston-Salem
 Dunn, Bill Mack—High Point
 Dunn, Everette Matthews—Leaksville
DURHAM, CARL THOMAS—Chapel Hill
 Dutton, Gene Raymond—Hickory
 Dutton, Marshall Wilson—Hickory
 Duvall, Clyde Jefferson—Brevard
- E—
- Eadie, Edward Blease—Charlotte
 Eakle, Allan Fairfax—Albemarle
 Edmonds, George Heston—Greensboro
 Edmonds, Marion Myers—Greensboro
 Edmondson, Edwin Wilson—Pollocksville
 Edwards, James C.—Wilmington
 Edwards, James W.—Winston-Salem
 Edwards, Kenneth—Stantonsburg
 Edwards, Otho Crowell—Raleigh
 Edwards, Sherwood McDonald, Jr.—Ayden
 Edwards, Snowdie McGroover—Ayden
 Eidam, Ben H., Jr.—Asheville
 Elliott, Augustus Green, Jr.—
 Fuquay Springs
 Elliott, Rebecca Harper—
 Hendersonville
 Elmore, Oscar Allen, Jr.—Raleigh
 Erwin, Joe D.—Greensboro
 Etheridge, Samuel Bushell—Washington
 Etheridge, Thomas Jarvis—Bailey
 Eubanks, Clyde Lee—Chapel Hill
 Eubanks, James Norwood—Greensboro
 Evans, Dallas Mason—Raleigh
 Evans, Floyd Herbert—Greensboro
 Evans, Harold E.—High Point
 Evans, James Edward—Marion
 Evans, William Bryant—Greensboro
- F—
- Faireloth, Vernon L.—Charlotte
 Fairley, Allene Warren—Dunn
 Fairley, Robert Brittain—Dunn
 Farrar, Joseph Ernest—Greensboro
 Farrington, John Vanstory—Greensboro
 Farrior, William Sloan—Greensboro
 Faucett, John William, Jr.—Greensboro
 Faulkner, Edward Garfield, Jr.—Monroe
 Feagin, Eugene Lloyd, Jr.—
 Hendersonville
 Feagin, Laurence Edward—
 Hendersonville
 Fearing, Malcolm Keith, Jr.—Manteo
 Fearing, Woodson Bradford, Jr.—Manteo
 Feeney, Barney A., Jr.—Salisbury
 Ferguson, Clarence McDonald, Jr.—
 Siler City
 Ferguson, Howard Quinn—Randleman
 Ferguson, J. Frank, Jr.—Durham
 Ferguson, Lewis M.—Taylorsville
 Ferguson, Louis Edward—Winston-Salem
 Fincher, Ellis Murphy—Cliffside
 Finger, Zack Lester—Morganton
FISHEL, ARTHUR L.—Winston-Salem
 Fisher, Clarence G.—Thomasville
 Fisher, Don Rea Hedrick—Thomasville
 Fisher, Lester Jerry—Statesville
 Fisher, Paul Lewis—Jonesville
 Fitchett, Carl Evander, Sr.—Dunn
 Fleming, Oliver G.—Smithfield
 Fleming, Robert Edward, Jr.—
 Rocky Mount
 Fletcher, James Hugh—Valdese

Floyd, Calvin Moore, Jr.—Roanoke Rapids
 Flynn, Hubert Lanier—Winston-Salem
 Fordham, Christopher C., Jr.—Greensboro
 Forrest, Bedford Brosier—Hillsboro
 Forrester, William G.—Gastonia
 Forrester, Preston Reynolds—Albemarle
 Foster, Dan William—Asheville
 Foster, J. C. Coke—Tryon
 Foster, Robert William—Greensboro
 Fowler, Evelyn Blanchard—Salisbury
 Fox, Carolyn Twiggs—Winston-Salem
 Fox, Howard Spencer—Winston-Salem
 Fox, James Hamilton—Asheboro
 Fox, Junius Claude, Jr.—Chapel Hill
 Fraley, Thomas Maurice—Statesville
 Franklin, Russell Edmund—Greensboro
 Friday, John Paul—Gastonia
 Fulbright, Keith Norman—Greensboro
 Fuller, Edwin Rudolph—Salisbury
 Fulton, James W.—Winston-Salem
 Furr, Fitzhugh Lee—Louisburg
 Fussell, Thomas Edmund—Hamlet
 Futrell, Clyde Loraine—Cary

—G—

Gabriel, James Chandler—Troutman
 Gaddy, Henry M.—Asheville
 Gaddy, Phil—Marshville
 Gamble, Charles Franklin—Monroe
 Gamble, Joseph Paul—Monroe
 Gammon, Hunter Oakley—Reidsville
 Gardiner, Paul L.—Greensboro
 Gardner, John T.—Mooresville
 Gardner, Mattie Smith—Charlotte
 Gardner, Windfield Scott—Burlington
 Garren, Falton O.—Mt. Airy
 Garrou, Elizabeth Ann Bills—Valdese
 Gaskins, William Floyd—Havelock
GATTIS, PHILIP D.—Raleigh
 Gaylord, Jeremiah Thomas—
 Overland Park, Kansas
 Gibson, John Howard—Whiteville
 Gibson, Willie Stephen—Goldsboro
 Gilbert, Lacy Earl, Jr.—Wagram
 Gilbert, Loamie Mercer, Jr.—Maxton
 Giles, Robert Troy—Candor
 Gillespie, Charles B., Jr.—Burnsville
 Gilliam, Alvis B., Jr.—Reidsville
 Gilliam, Wade Axom—Winston-Salem
 Gilmore, Lamar M.—Kannapolis
 Glenn, Jamerson Samuel—Mt. Olive
 Glenn, Roland A.—Denton

GODWIN, CLYDE FILLMORE—

Pine Level

Goforth, J. Philip—Asheville
 Goodrum, Cloyd Smith—Davidson
 Goodwin, Samuel Stephen—Monroe
 Gordon, Freda Hobowsky—
 Norfolk, Virginia
 Gordon, Robert Lee—Cary
 Gowan, Steve W.—Wallace
 Graham, Carroll C.—Greensboro
 Graham, Henry Neill—Charlotte
 Graham, John Calhoun—Red Springs
 Graham, Leon Irvin—Wallace
 Grandy, John I.—Charlotte
 Grantham, James G.—Charlotte
 Grantham, Reid Bridgers—Red Springs
 Greene, Henry Wilson—Wilmington
 Greene, James Paul—Boone
 Greene, James Simpson—Morganton
 Greenspan, Joseph—Charlotte
 Gregory, Robert L.—Mooresville
 Gregory, Walker S.—Shelby
 Gresham, John William—Wilson
 Greyer, Mary Alice Bennett—Bryson City
 Griffin, E. Wilson, Jr.—Kings Mountain
 Griffin, Octavus—Roanoke Rapids
 Griffin, Sandy D., Jr.—Burlington
 Griffin, William Cicero—Raleigh
 Griffin, William Crane—Roanoke Rapids
 Griffin, William Russell—Old Fort
 Griffin, William Russell, Jr.—

Winston-Salem

Griffith, Wiltshire—Hendersonville
 Griffith, Wiltshire, Jr.—Hendersonville
 Grimes, George David—Robersonville
 Guion, Howell Newton—Marshville
 Gupton, Adrian Clay—Louisburg
 Gurley, William Burden—Windsor
 Guthrie, Clarence Hudson—Beaufort

—H—

Hackney, Eugene W.—Lumberton
 Hackney, Sara Alice Jackson—Lumberton
 Hagwood, Ray Gordon—Dobson
 Hair, Robert Clifton—Pineville
 Haithecock, Jimmy Reid—Mount Gilead
 Hall, Homer Glenn, Jr.—Asheboro
 Hall, James Malcolm, Jr.—Wilmington
 Hall, John Perry—Oxford
 Hall, Robert Buckner—Mocksville
 Hall, Sam Cannady—Oxford
 Hall, Stacy Buckner—Mocksville
 Ham, Thomas J., Jr.—Yanceyville
 Hambright, Joanne Bullard—Fayetteville
 Hames, Herbert J.—Kannapolis
 Hammond, Henry A.—Charlotte

Hunsucker, Evelyn Stutts—Gibson
 Hunter, James Boyce—Charlotte
 Hunter, Joseph Everett, Jr.—
 Columbia, S. C.
 Huntley, Clarence Oscar—Lenoir
 Huntley, Winfred Arlington—Lexington
 Huss, Kelly William—Cherryville
 Hutchins, James Alexander—Winston-Salem

—I—

Ingle, Calvin Eldridge—Weaverville
 Ingram, James Thomas—Roanoke Rapids
 Inman, George Graham—Rockingham
 Irwin, Dwayne Alton—Elkin
 Irwin, Robert Louis—Elkin

—J—

Jackson, Jasper Carlton—Lumberton
 Jackson, Leonidas—Erwin
 Jackson, Payton Donald—Dunn
 Jackson, William Carlton—Lumberton
JAMES, ALBERT ALLISON—
 Winston-Salem

James, Francis Duke—Hazelwood
 Jarrett, Charles Leonard—Washington
 Jefferies, C. L.—Raleigh
 Jenkins, Ingram, Jr.—Bisbee
 Jenkins, Paul Ronald—Murfreesboro
 Jenkins, Sam—Walstonburg
 Jenks, Keithan Blanchard—Graham
 Jernigan, Rupert Watson—Chapel Hill
 Johnson, Arthur Richardson—
 Winston-Salem

Johnson, Jerome Karl—Raleigh
 Johnson, Rowland H.—Robbins
 Johnson, Roy Josiah—Asheville
 Johnson, Sidney B., Jr.—Charlotte
 Johnson, Troy Humphrey—Raleigh
 Johnson, Walter P.—Kinston
 Johnson, William Lewis, Jr.—Garner
 Johnson, William Luther—Gibson
 Johnson, William Spurgeon—Rocky Mount
 Johnson, Woodrow Wilson—Fuquay Springs
 Johnston, Clyde Anthony—Littleton
 Jolley, Carl Edgar—Forest City
 Jones, Alpheus, Jr.—Warrenton
 Jones, Arthur Raley, Jr.—Concord
 Jones, Charles Flourney, Jr.—Oxford
 Jones, David Edward—Beaufort
 Jones, Don P.—Charlotte
 Jones, George Haywood—Zebulon
 Jones, John Lee—Canton
 Jones, John Lee, Jr.—Canton
 Jones, William Warren—Morganton
 Jordan, William Merritt, Jr.—Marion

Josey, Charles William—Old Fort
 Jowdy, Albert W., Jr.—Chapel Hill
 Joyce, Gladys Elizabeth—Mayodan
 Julian, Leslie B.—Tryon

—K—

Kale, Robert Glenn—Durham
 Kauffman, William H.—Asheville
 Keating, Thomas M.—Asheville
 Keever, David Eugene—Lincolnton
 Keever, Zeb Thomas, Jr.—Lincolnton
 Kellett, James Clarence, Jr.—Carrboro
 Kelly, Hunter Liggett—Durham
 Kemp, Robert Carlton—Andrews
 Kendrick, Melvin C.—Greensboro
 Kerr, Banks D.—Raleigh
 Kiger, Robert W.—Shelby
 Kinard, Edward R., Jr.—Greensboro
 King, Alfred Henderson—Durham
 King, Roland Gabriel—New Bern
 King, Van Hill, III—Goldsboro
 King, Winfred A.—Mount Airy
 Kirby, Carl M., Jr.—Southport
 Kirby, James T.—Southport
 Kirkman, Paul Madison—Winston-Salem
 Kirkman, Phebe Pettingill—Winston-Salem
 Kirkpatrick, Thomas Morgan, Jr.—
 Leaksville

Kiser, Arthur George—Asheville
 Kiser, Frank—Asheville
 Kiser, Ray Alexander—China Grove
 Kluttz, John—Black Mountain
 Knight, C. V.—Wilson
 Knight, James Oliver—Rocky Mount
 Knight, Richard A.—Pinehurst
 Koonce, Samuel G.—Chadbourn
 Koonts, Archie Alva—High Point
 Kritzer, Everett Loftus—Albemarle

—L—

Lamar, W. L.—Denton
 Lambert, Martin Lee, Jr.—Charlotte
 Lambeth, Donald C.—Morganton
 Lamm, Lewis Marion—Mount Airy
 Lane, Oveda Fisher—Wilmington
 Lane, Robert L.—Greensboro
 Langdon, F. Hampton—Greensboro
LANGDON, RALPH EDWARD—
 Fayetteville
 Langdon, Roseoe—Columbia, S. C.
 Langston, Douglas O.—Franklinton
 Langston, Milton Beron, Jr.—New Bern
 Lanier, LeRoy, Jr.—Fayetteville
 Lanning, Edward Ray, Jr.—Lexington
 Larson, Verl Allen—High Point

- Lasater, Walter Harold—Pittsboro
 Lassiter, Lucious Melvin, Jr.—Kinston
 Latta, Patsy Ruth Upchurch—Durham
 Lawing, Kenneth Lee—Conover
 Lazarus, John Michael—New Orleans, La.
 Lazarus, Joseph—Sanford
 Lazarus, Larry—Forest City
 Leatherwood, Jerry Robert—High Point
 LeGette, John S.—Charlotte
 Leigh, Henry A.—Waynesville
 Leonard, Holland, Jr.—High Point
 Leonard, Thomas Donald—Charlotte
 Lewis, Robert L.—Charlotte
 Lewis, William Clyn—Kannapolis
 Lewis, Wilson Knowles—Mount Olive
 Libbus, Thomas Anthony—New Bern
 Lindsay, Bobby Clay—Salisbury
 Link, Francis Philip—Reidsville
 Linn, Tom Latan—Landis
LISK, DANIEL CLYDE—Charlotte
 Liverman, James Stanley, Jr.—Charlotte
 Lloyd, Allen Alexander—Hillsboro
 Lloyd, William L.—Garner
 Logan, Howard Marion—Winston-Salem
 Lombard, William Oly—Rockwell
 London, Lawton W., Jr.—Kings Mountain
 Lore, Sara Fountain—Winston-Salem
 Lovelace, W. M., Jr.—Hudson
 Lovett, Herbert Edward—Liberty
 Lowder, James Franklin—Winston-Salem
 Lowder, John Henry—Marion
 Lowder, Thomas M., Jr.—Greensboro
 Lowry, Fred W.—Statesville
 Lowry, Hughes D.—Pembroke
 Lutz, Horace Cleveland—Hickory
 Lutz, Howard Robert—Hudson
 Lynch, Herman Wright—Dunn
 Lynch, William F.—Hillsboro
 Lyon, Robert Phillips—Wadesboro
- M—
- Mabry, Charles Snellings—Hamlet
 Macon, Arthur Boise—Mt. Airy
 Malion, Harold Edward—Fairmont
 Mancini, Lawrence Harold—
 Ypsilanti, Michigan
 Markham, George Wilbur—Fayetteville
 Marsh, John W.—Charlotte
 Marsh, William Luther—Marshville
 Martin, Alfred Newman—Roanoke Rapids
 Martin, John Wilford—Macesfield
 Martin, Robert Milus—Ahoskie
 Martin, Roy J.—Charlotte
 Martin, S. L., Jr.—Leaksville
- Massengill, David Waugh—Bristol, Tenn.
 Mast, William H.—Henderson
 Mathews, George W.—Asheville
 Matthews, John Ivey—Raleigh
 Mauney, Harry McCombs—Hayesville
 Mauney, Walter McCombs—Murphy
 Maurer, William Burland—Kannapolis
 May, Gerald Franklin—West Jefferson
 Mayberry, Herbert Clarence—
 Winston-Salem
 Mayrand, Louis Phillip—Winston-Salem
 McAdams, Jack Webster—Burlington
 McAllister, Harmon Carlyle—Chapel Hill
 McAllister, Larry Bikle—Graham
 McBride, Thomas L.—Marshville
 McCollum, Numa Hill, Jr.—Leaksville
 McCorkle, Mack Elmo—Burlington
 McCrimmon, Dan Grier—Pittsboro
 McCurdy, Marion Boger—Greensboro
 McDaniel, Paul L.—Wilmington
 McDonald, Eugene James—Jacksonville
 McDonald, Joanne Schell—Hickory
 McDonald, John Cameron—Durham
 McDonald, William Russell III—Hickory
 McDowell, Norfleet Owen, Jr.—
 Scotland Neck
 McDowell, Norfleet Owen, Sr.—
 Scotland Neck
 McDuffie, Roger Atkinson—Greensboro
 McFall, Charles D.—Madison
 McFalls, Oliver Wendell—Greensboro
 McFalls, Samuel Woodrow—Greensboro
 McFarland, Thomas W.—Charlotte
 McGee, James Conrad, Jr.—Asheville
 McGugan, Vance G.—Mocksville
McKAY, DANIEL McNEILL—Durham
 McKeithan, Herbert, Jr.—Laurinburg
 McKenzie, C. B.—Winston-Salem
 McKnight, L. E., Jr.—Coats
 McLarty, George Collins, Jr.—High Point
 McLean, Alton Lee, Jr.—Fuquay Springs
 McLean, George Woodrow—Clinton
 McNeely, Jimmy L.—Charlotte
 McNeill, John Albert—Whiteville
 McNeill, John Parker—Norwood
 Means, Mack R.—Hickory
 Meares, James Frederick—Wilson
 Mebane, Alfred Holt III—Greensboro
 Medlin, Fred Wilson—Statesville
 Medlin, W. E.—Gastonia
 Melvin, Marion Butler—Raleigh
 Meroney, Carl P.—Columbus
 Merritt, Morris E.—Wilmington
 Metts, Horace M.—Charlotte

Miles, Morton Clifton—Henderson
 Millaway, Eugene Delano—Burlington
 Miller, Archibald James—Hendersonville
 Miller, James Monroe—Hickory
 Miller, Joseph Larry—Statesville
 Miller, Paul W.—Spencer
 Miller, Robert Edward—Elizabeth City
 Miller, Seth George—Lexington
 Miller, William James—Statesville
 Milliones, Peter T.—Charlotte
 Mills, John Craton—Mt. Airy
 Mills, John E.—Mt. Airy
 Mills, Oscar Walter—Spray
 Mills, Roger Carlton—Hickory
 Milton, Robert H.—Salisbury
 Mitchell, Clarence Eugene—Highlands
 Mitchell, Henry Gaither—Burlington
 Mitchell, John D.—Kannapolis
 Mitchell, Russell Gray—Greensboro
 Mitchell, Thomas Wayne—Cary
 Mitchener, James W.—Concord
 Mitchener, John Agrippa, Jr.—Edenton
 Mitchener, Nancy Pike—Edenton
 Mobley, Benjamin K.—Burlington
 Mock, Charles Henry—Boone
 Moir, A. L.—Hickory
 Montesanti, Joe, Jr.—Southern Pines
 Montgomery, David Weatherspoon—
 Greensboro
 Moore, A. Roy—Wilson
 Moore, Horace W.—Lexington
 Moore, John W.—Asheville
 Moore, Milton Alvin—Tarboro
 Moore, Milton Alvin, Jr.—Tarboro
 Moore, Thomas B.—Salisbury
 Moorefield, George M.—Lexington
 Moose, Hoy Archibald—Mount Pleasant
 Moose, Hubert Foy—Statesville
 Moose, Walter Lee—Greensboro
 Moose, William Whitaker—Mt. Pleasant
 Morris, Alvin E., Jr.—Faith
 Morris, Eugene M.—Brevard
 Morris, Stephen Carroll—Newton Grove
 Morris, William White—Shelby
 Morrison, Brame P.—Wilson
 Morton, William A.—Wilmington
 Moss, Fred Morris—Gastonia
 Mosteller, William H.—Albemarle
 Mueller, Reinhold Ernst—High Point
 Mullinax, Joseph L., Jr.—Williston, S. C.
 Murr, George Frank—Thomasville
 Murray, Billy Roger—Raleigh
 Murrell, Harry Thomas—Albemarle

Murrell, Harry Thomas, Jr.—Albemarle
 Musgrove, William McKinley—Catawba
 Myers, Leslie M.—Winston-Salem

—N—

Nance, Bernie J.—Concord
 Nance, John S., Jr.—Charlotte
 Neal, David Ellison—Kannapolis
 Needham, Billy Wright—Mount Airy
 Neil, Joseph W.—Huntersville
 Nelson, Stacy Gordon—Aulander
 Neville, Augustus—Spring Hope
 Newbern, Marshall Louis—Nashville
 Newton, J. Cody—Fayetteville
 Newton, J. Gary—Fayetteville
 Nichols, Lois W.—Charlotte
 Nicholson, Michael A.—Troy
 Niles, Ed Lee—Marshall
 Norris, Charles Allen—Matthews
 Northeott, William Warren—Winston-Salem

—O—

Oakley, Calvin Sneed—Mebane
 Oakley, Curtis Hill—Roxboro
 Oakley, James Ray—Ahoskie
 O'Briant, Gordon Lee, Jr.—Durham
 O'Daniel, James Sidney, Jr.—New Bern
 Odom, Lindsay A.—Wilmington
 O'Neal, Walton Prentiss—Belhaven
 Osborne, Doris Hinshaw—Asheboro
 Overman, Harold Speight—Elizabeth City
 Owen, Fred R.—Tryon
 Owens, Thurman Quinton—Whiteville
 Owens, Thurman Quinton, Jr.—Whiteville
 Oxendine, Jesse E.—Charlotte

—P—

Paderick, Hatherly C.—Kinston
 Padgett, Hughel F.—Durham
 Page, Cannon Foster—Jacksonville, Fla.
 Page, Clarence Eugene, Jr.—Henderson
 Page, Jane Welch—Washington
 Paoloni, Claude U.—Greensboro
 Pappas, Steve A.—Charlotte
 Paramore, Rex A.—Nashville
 Parham, Linda J.—Kinston
 Parker, Fred B.—Jacksonville
 Parker, Robert Greer—Winston-Salem
 Parker, Walter Wellington, Jr.—
 Henderson
 Parks, William Allen—Salisbury
 Parrish, Alton Sherwood—Newton Grove
 Parrish, Leland Frederic—Rocky Mount
 Patterson, Forrest Tribble—Burlington
 Patterson, James L.—Lenoir

- Patton, James B., Jr.—Canton
 Patton, William Harrison—Marion
 Pearson, Sarah Pegram—Apex
 Pecora, Ruth Patterson—Salisbury
 Pegram, Addie Bradshaw—Apex
 Peile, James I., Jr.—Burlington
 Pelt, Adie Grey, Jr.—Goldsboro
 Perry, Victor Horn—Franklin
 Petrea, Fred Smith—Greensboro
 Peterson, Donald Vance—Burgaw
 Phifer, Fred Owen—Raleigh
 Phillips, Millard Brown—Albemarle
 Phillips, William Penn—Morganton
 Phillips, William Webster—Charlotte
 Piantadosi, Claude—Chapel Hill
 Pickard, Jefferson Franklin—Greensboro
 Pickard, John Milton—Durham
 Pike, Jesse M.—Concord
 Pike, Joseph William, Jr.—Concord
 Pilkington, Edward Lee, Sr.—Goldsboro
 Pinnix, John M., Sr.—Kernersville
 Pinnix, Joseph Leak—Kernersville
 Pinnix, William Maple—New Bern
 Pittman, Billie E.—Valdese
 Pittman, G. Rudolph—Smithfield
 Polk, John Wayne—Dunn
 Ponder, William N.—Hendersonville
 Poole, Laurie B.—Thomasville
 Porter, Charles Davis—Concord
 Powell, Edward Sholar—Oxford
 Powell, Fred L.—Burlington
 Powell, William P.—Mars Hill
 Pressly, Charles Payson—Charlotte
 Prevo, James Miller—Asheboro
 Price, Billy Lee—Conover
 Price, Hubert Graham—Raleigh
 Price, Samuel Howard—Mooreville
 Price, Samuel Howard, Jr.—Mooreville
 Price, Sanford Scott—Salemberg
 Proctor, William Vinsou—Charlotte
 Propst, Gold Blanton—Morganton
 Provo, Jean Bush—Raleigh
 Pruett, Irvin J.—Angier
 Puckett, W. Moorefield—Robbins
 Pugh, Edward Stuart—Windsor
 Purell, D. Craig—Salisbury
 Putnam, Jessie Van—Bessemer City
- R—
- Rabil, Ernest John—Winston-Salem
 Rachide, Albert Paul—Jacksonville
 Rancke, John McMillan—Lumberton
 Randall, William Hurley, Jr.—Lillington
 Ranzenhofer, John Arthur—Greensboro
 Raper, Donald J.—Rocky Mount
 Rauch, Robert K.—Mocksville
RAY, FREDERICK, JR.—Sanford
 Reamer, I. Thomas—Durham
 Reaves, Charles Adams—Asheboro
 Reaves, Hallie Craven—Asheboro
 Reaves, L. E., Jr.—Fayetteville
 Reese, Joe Neal—Kannapolis
 Register, Milton Otis—Clinton
 Reinhardt, Bruce Bastian—Ayden
 Rhem, John Fitzhugh—Florence, S. C.
 Rhodes, Charles Reginald—Charlotte
 Rhodes, Daniel Edward—Morganton
 Rhyme, Clarence Little—Charlotte
 Rice, Harry Curtis—Charlotte
 Rice, Leslie Davis—Maxton
 Rich, Harold C.—Garland
 Rich, Remus Edgar, Jr.—Brevard
 Richardson, Luther Wyatt—Goldsboro
 Richardson, Odell Kellie—Boone
 Richardson, Vernon Herbert—Walnut Cove
 Richardson, Wayne Robert—Boone
 Ridenhour, Davidson Giles—Mount Gilead
 Ridenhour, Henry Baxter—Spencer
 Riggsbee, Edgar Lloyd—Chapel Hill
 Riggsbee, Victor Lee, Jr.—Charlotte
 Ring, Luther Branson—
 Tarpon Springs, Fla.
 Rives, Herbert Lisle—Bethel
 Roberson, Culas—Spray
 Roberts, Stephen Burgin—Black Mountain
 Robertson, William N., Jr.—Laurinburg
 Robinson, Carlton—Morehead City
 Robinson, Derwood Paul—Oxford
 Robinson, Harriett Agnes—Lumberton
 Robinson, Thomas Ruffin, Jr.—Goldsboro
 Rogers, Hubert Newton, Jr.—Lumberton
ROGERS, RALPH PEELE—Durham
 Rogers, Ralph Peele, Jr.—Durham
 Rogers, William LeRoy—Benson
 Rollins, Ernest William—Winston-Salem
 Rollins, Stuart Wingo—Rural Hill
 Roper, Harold Edward—Melbourne, Florida
 Rose, Willie C.—Goldsboro
 Rose, Winfield P.—Greensboro
 Roughton, Rawlings H.—Charlotte
 Rouse, Louis Livingston—Fayetteville
 Royall, George Edwin, Jr.—Elkin
 Rubin, Seymour R.—Newport
 Russell, G. Clark—Greensboro
 Russell, Jesse Milton, Jr.—Asheville
 Russell, Joe Terrell—Canton
 Russell, Lon D.—Greensboro

Russell, Ritchie A.—Winston-Salem
 Russell, Thomas Wayne—Greensboro

—S—

Salley, William Moss—Asheville
 Salley, William Moss, Jr.—Asheville
 Sanders, Charl H.—Granite Quarry
 Sasser, John Marshall—Smithfield
 Saunders, John Wesley—Raleigh
 Saunders, Walter K., Jr.—Burlington
 Savage, Matthew Council—Roanoke Rapids
 Scarborough, William Louis—Raleigh
 Schaefer, Brownie Dickson—Fayetteville
 Scharff, Robert Edgar—Clemmons
 Scott, Milon A., Jr.—Skyland
 Seaborn, Robert H.—Cary
 Seerest, Vann V., Jr.—Monroe
 Selden, Joseph Stancell—Weldon
 Semeniuk, Fred—Chapel Hill
 Senter, Lloyd M.—Carrboro
 Senter, Plennie Lloyd—Carrboro
 Setzer, E. S., Jr.—Greensboro
 Sewell, Evelyn Salter—Beaufort
 Sewell, Guion Linwood—Kinston
 Shaheen, William Maxwell—Blowing Rock
 Shaw, Margaret A.—Chapel Hill
 Shearin, Robert Hunter—Greensboro
 Sheets, James Paul—West Jefferson
 Sheffield, Barnard Cleveland, Jr.—Warsaw
 Shepherd, Dale M.—West Jefferson
 Shepherd, Roy C., Jr.—Lexington
 Sherard, Gene S.—Burlington
 Sherard, John Frank—Burlington
 Sherrill, Fred Lee, Jr.—Conover
 Sherwood, Norman W.—Lenoir
 Shields, Clarence Louis—Jacksonville
 Shigley, Henry Hall—Asheville
 Shoemaker, William Preston—High Point
 Shook, Eulan—Hickory
 Shore, Vollie A., Jr.—Durham
 Shouse, W. Darle—King
 Shuford, Grady W.—Forest City
 Shultman, Simon L.—Charlotte
 Sigmon, Russell Grady, Jr.—Hickory
 Simmons, Foster Joel—Hickory
 Simmons, Hansford R.—Jacksonville
 Simmons, Peggy Costner—Lincolnton
 Simmons, William Alfred—Winston-Salem
 Simpson, John Thomas, Jr.—Statesville
 Simpson, Noah J.—Spindale
 Simpson, Thomas Skinner—Winston-Salem
 Sinclair, Allen—Albemarle
 Sisk, Charles Jones—Asheville
 Sisk, William T.—Asheville

Skakle, Sybil Austin—Chapel Hill
 Slaughter, Thomas G.—Charlotte
 Slayton, Mary Thomasine—

Washington, D. C.

Slesinger, Stanley S.—Charlotte
 Sloan, William Lee—Chapel Hill
 Sloop, Roger Hester—Winston-Salem
 Smith, Alfred Gene—Elizabethtown
 Smith, Donald Judd—Forest City
 Smith, Edward M.—Tuscaloosa, Alabama
 Smith, Edwin Harrison, Jr.—Tarboro
 Smith, Emmett Aaron, Jr.—Charlotte
 Smith, Henry Edwin—Thomasville
 Smith, James Grey—Stokesdale
 Smith, Joe E.—Valdese
 Smith, John Hubert, Jr.—Varina
 Smith, L. Wriston—Kannapolis
 Smith, Oscar Wilbur—Pilot Mountain
 Smith, Ralph Wright, Jr.—Charlotte
 Smith, Robert Garland—Mount Airy
 Smith, Roger Austin—Raleigh
 Smith, Terre Milton—Chapel Hill
SMITH, WILLIAM JULIUS—Chapel Hill
 Smith, William Oscar—

W. Palm Beach, Florida

Snead, Linford Dunlap—Charleston, W. Va.
 Snyder, Shuford E.—Asheville
 Soler, Urbano—High Point
 Solomon, A. Melvin—Charlotte
 Southern, Joseph Carson—High Point
 Sparks, James Ellis—Elizabeth City
 Spencer, B. W., Jr.—Durham
 Speranza, Charles F.—Chapel Hill
 Spirko, Paul—Fontana Dam
 Spittle, Roger Y.—Asheville
 Stahl, Gerald M.—Durham
 Stalvey, John C.—Knightdale
 Stamps, J. N.—High Point
STANBACK, THOMAS MELVILLE—

Salisbury

Stanford, Joyce Nelson—Chapel Hill
 Stanley, Verner E.—Charlotte
 Stanton, William Harper—New Bern
 Steele, George H., Jr.—Greensboro
 Stevens, Charles L.—Benson
 Stevens, Mae Watson—Broadway
 Stevenson, John Thomas—Elizabeth City
 Stevenson, Paul A.—Elizabeth City
 Stevenson, Ralph S.—Concord
 Stewart, Jesse Southerland—Fremont
 Stimson, J. H.—Statesville
 Stine, Charles R.—Charlotte
 Stone, Benjamin Franklin—Elizabethtown
 Stone, Harry Curtis, Jr.—Salisbury

Warren, J. C.—Benson
 Watson, Emory Milner—Leaksville
WATSON, ROBERT NEAL—Sanford
 Way, James Arthur, Jr.—Winston-Salem
 Weaver, Van Darwin—Wilson
 Webster, Park E.—Concord
 Webster, Willie Broox—Fairmont
 Welborn, John Henry—Lexington
 Welch, William Dorsey, Jr.—Washington
 Wells, Franklin Ennis—Benson
 Wells, Robert Rodney—Shelby
 Wells, William Potter—Durham
 West, June Bush—Raleigh
 West, Waits Artemus—Roseboro
 West, Wilbur Latham—Roseboro
 Whaley, Hobart Glenn—Wilmington
 Whaley, Lloyd Milton—Wallace
 Wheeler, Claude Cameron, Jr.—Creedmoor
 Wheeler, Cyrus Rankin—Oxford
 White, Clarence Bernard—Henderson
 White, Grey Bullock—Burlington
 White, J. Graham—Burlington
WHITE, GEORGE SPENCER—Lexington
 White, James Stark—Mebane
 White, John Richard—Henderson
WHITE, LUTHER—Wilmington
 White, Ralph Lawrence—Troy
 Whitehead, Charles Raymond—Ramseur
 Whitehead, Willis Lee—Sanford
 Whitehurst, Paul Adams—Murfreesboro
 Whiteley, Roland Scott—Greensboro
 Whitford, Bryan Henry—Rocky Mount
 Whitley, Howard Emsley—Concord
 Whitley, Jesse Rose—Hendersonville
 Whitley, Wyatt Yelverton—Fremont
 Whitney, H. A. K., Jr.—Durham
 Whitson, William James—Phelps, New York
 Wier, Jack Knight—Chapel Hill
 Wiggins, Kenneth L.—Goldsboro
WIGGINS, WILLIAM WINSTON—
 Raleigh

Wilkes, Ernestine B.—High Point
 Williams, Archibald Hunter A.—Oxford
 Williams, Bruce—Hendersonville
 Williams, Charley Harold—Laurinburg
 Williams, Earl Gaston—Gastonia
 Williams, Glenwood Lee—Fayetteville
 Williams, James E.—Rockingham
 Williams, John Cossie—Bessemer City
 Williams, Lawrence Lanier—Lexington
 Williams, Martin H.—Lexington
 Williams, Martin Van Buren—
 Winston-Salem

Williams, William Alexander—Williamston
 Williford, E. H., Jr.—Kannapolis
 Williford, Evelyn Doris—Angier
 Williford, John Samuel—Pinetops
 Willis, Robert Moore—Southport
 Wilson, Carol Bray—Durham
 Wilson, Claude Arthur—Monroe
 Wilson, Harry W., Jr.—Winston-Salem
 Wilson, Joseph Helsebeck—Winston-Salem
 Wilson, Robert Charles—Hendersonville
 Wilson, Thomas Harvey—Gastonia
 Wilson, William Hooper—Raleigh
 Winstead, D. D., Jr.—Washington
 Winter, Carlton O.—Jacksonville
 Wohlford, Herbert William—Charlotte
 Wolfe, Benjamin Houston—Burlington
 Wolfe, Robert P.—Mount Airy
 Wolfe, William Samuel—Mount Airy
 Womble, Logan Nyal—Plymouth
 Wood, John Dee—Burlington
 Woodard, Barney Paul—Princeton
 Woodard, George F.—Matthews
 Woodard, John Bennett—Kannapolis
 Woodson, Joseph Thomas, Jr.—
 Woodbury, Tenn.

Woodward, Grover Ben—Franklin
 Woody, Robert Rickman—Burlington
 Woolard, Edward Watson—Henderson
 Wooten, Ruth Aycock—Raleigh
 Wyche, Gordon Vincent—Weldon

—Y—

Yandle, Howard Avant—Chapel Hill
 Yarborough, Frank Flowers—Cary
 Yost, Thomas Marion—Greensboro
 Young, Charles W., Jr.—Elizabeth City
 Young, Thomas F.—Leicester
 Youngblood, Frances Rimmer—Charlotte
 Youngblood, Thomas Watson—Raleigh

—Z—

Zachary, James Neville—Sylva
 Zuckerman, Isaae L.—Greensboro

HONORARY MEMBERS

Bowman, Frederick O.—Chapel Hill
 Graham, Frank Porter—New York City
 Holton, Charles William—
 Essex Falls, New Jersey
 Jones, Rowland, Jr.—Washington, D. C.
 Noble, Alice—Chapel Hill

ASSOCIATE MEMBERS

- Adams, James C.—Landis
 Almaud, Charles Aubrey—Rocky Mount
 Anderson, William A.—High Point
 Angel, T. W., Jr.—Franklin
 Barbour, Thelbert Alonzo—Burlington
 Black, Baxter F., Jr.—Kannapolis
 Brown, Samuel James—Gastonia
 Bryan, J. E.—Lumberton
 Cahill, Edgar Leon—Winston-Salem
 Chandler, James Thomas—Leaksville
 Correll, Leslie James—Kannapolis
 Coxe, James Sherwood—Raleigh
 Creech, Joseph A.—Selma
 Dallas, G. L.—Leaksville
 Elks, Chester A.—Scotland Neck
 Faulkner, Edward G.—Monroe
 Gamble, Joe Paul, Jr.—Monroe
 Garland, Robert G.—High Point
 Gwin, Charles Eugene—Salisbury
 Hedrick, Hoyt Carlynn—Monroe
 Hickman, Sam G.—Statesville
 Holmes, Ralph T.—Statesville
 Jenkins, Edmund Thomas—Winston-Salem
 Ketchum, W. L.—Jacksonville
 Lovingood, Jack B.—Hendersonville
 McGhee, Joseph T.—High Point
 McGill, J. L.—Kings Mountain
 McLarty, George—High Point
 McNeill, W. C.—Whiteville
 Matthews, George David—Stoneville
 Matthews, Johnnie Lee—Rocky Mount
 Matthews, Weldon C.—Morehead City
 Niven, Howard Archibald—Charlotte
 Overton, John Tyler—Southern Pines
 Pearce, Ennis Lee—Rocky Mount
 Pinner, Beaman L.—Asheville
 Pinnix, John Marshall, Jr.—Kernersville
 Reeves, Elmer J.—Charlotte
 Richardson, Joseph Phillips—
 Winston-Salem
 Riddle, Steve W.—Burlington
 Royal, J. Weldon—Denton
 Royall, George E.—Elkin
 Rumpfelt, Jack Norman—Belmont
 Russell, Rufus C.—Greensboro
 Seerest, Vann V.—Monroe
 Sumner, Alfred Cooper—Burlington
 Suttle, Julius Albert, Jr.—Shelby
 Taylor, Charles Alexander—Mount Holly
 Treadwell, John E.—Raleigh
 Upchurch, John O.—Salisbury
 Viall, Wesley R.—Pinchurst
 Vinson, James Thomas, Jr.—Goldsboro
 Walters, Chester R.—Salisbury
 Wharton, Charles A.—Gibsonville



**WOMAN'S AUXILIARY
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION**

OFFICERS 1962-1963

- President* Mrs. John T. Stevenson, 817 W. Church Street, Elizabeth City
First Vice-President Mrs. David D. Claytor, 1208 Quail Drive, Greensboro
Second Vice-President Mrs. C. D. Blanton, Jr., 403 Phifer Road, Kings Mountain
Secretary Mrs. W. H. Randall, P. O. Box 277, Lillington
Treasurer Mrs. Robert H. Milton, 329 Club Drive, Salisbury
Historian Mrs. L. R. Burris, Sr., Laurel Road, Valdese
Parliamentarian Mrs. M. B. Melvin, 1907 St. Marys Street, Raleigh
Advisor Mrs. Floyde F. Potter, 1227 Wendover Road, Charlotte
Advisor Mrs. Leslie Myers, 420 Lawndale Drive, Winston-Salem

COMMITTEE MEMBERS, 1962-1963

Nominating

- Mrs. Ralph P. Rogers, *Chm.* Durham
 Mrs. Robert B. Hall Mocksville
 Mrs. L. Craig Lewis Winston-Salem

Ways and Means—Project

- Mrs. George W. Markham, *Chm.* Fayetteville
 Mrs. M. A. Chambers Chapel Hill
 Mrs. L. E. Reaves, Jr. Fayetteville

Project—Sub-Committee

- Mrs. Claude Piantadosi, *Chm.* Chapel Hill
 Mrs. R. B. Hall Mocksville
 Mrs. F. F. Potter Charlotte
 Mrs. James L. Creech Smithfield

Membership

- Mrs. David Claytor, *Chm.* Greensboro
 Mrs. Fred Moss Gastonia
 Mrs. Sanford Price Salemburg

Hospitality

- Mrs. C. D. Blanton, Jr., *Chm.* Kings Mt.

- Mrs. Wesley Viall, Sr. Pinehurst
 Mrs. W. L. West Roseboro

Resolutions

- Mrs. William H. Houser, *Chm.* Cherryville
 Mrs. T. R. Robinson Goldsboro
 Mrs. S. G. Koonce Chadbourn

“Doings”

- Mrs. George Cocolas, *Chm.* Chapel Hill
 Mrs. James R. Casteel Durham
 Mrs. George W. Harris Chapel Hill

Publicity

- Mrs. Rush Hamrick, Jr., *Chm.* Shelby
 Mrs. C. L. Futrell Cary
 Mrs. E. E. Merchant, Jr. Winston-Salem

SPECIAL COMMITTEE—Revising Handbook

- Mrs. W. D. Welch, Jr., *Chm.* Washington
 Mrs. W. J. Smith Chapel Hill
 Mrs. Ralph P. Rogers Durham



Auxiliary Officers: Seated, l to r, Mesdames Claytor, Stevenson and Randall. Standing, l to r, Mesdames Myers, Milton, Burris, Melvin and Potter.

LIAISON COMMITTEE

| | |
|---------------------|--|
| Alamance..... | Mrs. Sandy D. Griffin, Jr., Burlington |
| Asheville..... | Mrs. Rush Blanton, Asheville |
| Cabarrus..... | Mrs. P. L. George, Jr., Kannapolis |
| Chapel Hill..... | Mrs. M. A. Chambers, Chapel Hill |
| Charlotte..... | Mrs. Ross L. Cooper, Charlotte |
| Gaston..... | Mrs. William G. Forrest, Gastonia |
| Greensboro..... | Mrs. L. D. Russell, Greensboro |
| High Point..... | Mrs. J. A. Bundy, High Point |
| Lizzie Hancock..... | Mrs. Frank Barnett, Henderson |
| Pharmacy Wives..... | Mrs. O. O. Grabs, Jr., Chapel Hill |
| Raleigh..... | Mrs. J. E. Gillespie, Raleigh |
| Rowan-Davie..... | Mrs. John H. Brown, China Grove |
| Winston-Salem..... | Mrs. G. F. Benton, Winston-Salem |

Mrs. L. Dale Adams, Mt. Holly
 Mrs. Brooks Beddingfield, Greenville
 Mrs. C. D. Blanton, King Mountain
 Mrs. Shelton B. Boyd, Mt. Olive
 Mrs. Ed Bradshaw, Jr., Kinston
 Mrs. Lee R. Brandon, Hickory
 Mrs. C. B. Clark, Jr., Williamston
 Mrs. James L. Creech, Smithfield
 Mrs. Graham Culbreth, Southern Pines
 Mrs. Harold Day, Spruce Pine
 Mrs. Robert R. Dees, Burgaw
 Mrs. J. Paul Gamble, Monroe
 Mrs. H. O. Gammon, Reidsville
 Mrs. W. S. Gibson, Goldsboro
 Mrs. Steve Gowan, Wallace
 Mrs. W. B. Gurley, Winsor
 Mrs. R. M. Herring, Clinton
 Mrs. L. L. Holland, Hamlet
 Mrs. F. L. Hooper, Sylva
 Mrs. Palmer Horton, Wilkesboro
 Mrs. R. L. Irwin, Elkin

Mrs. J. C. Jackson, Lumberton
 Mrs. W. A. James, Belmont
 Mrs. Zack Lyon, Durham
 Mrs. E. J. McDonald, Jr., Jacksonville
 Mrs. N. O. McDowell, Jr., Scotland Neck
 Mrs. William J. Miller, Statesville
 Mrs. J. C. Mills, Mt. Airy
 Mrs. Roy Moore, Wilson
 Mrs. James R. Oakley, Ahoskie
 Mrs. John Wayne Polk, Dunn
 Mrs. Frank E. Raper, Rocky Mount
 Mrs. L. E. Reaves, Jr., Fayetteville
 Mrs. Ralph P. Rogers, Jr., Durham
 Mrs. Carlton Robinson, Morehead City
 Mrs. Charles L. Stevens, Benson
 Mrs. Claude Suttlemyre, Hickory
 Mrs. John A. Terrell, Jr., Sanford
 Mrs. Harry Umphlett, Elizabeth City
 Mrs. Wilbur Ward, Swannanoa
 Mrs. James E. Williams, Rockingham

EXCERPTS FROM THE MINUTES OF THE THIRTY-FIFTH ANNUAL BUSINESS SESSION

The Woman's Auxiliary of the North Carolina Pharmaceutical Association met for the thirty-fifth annual business meeting at twelve noon on April 10, 1962, in the Virginia Dare Ballroom of the Sir Walter Hotel, Raleigh, North Carolina, with the president, Mrs. Leslie M. Myers, presiding.

The invocation was given by Mrs. Homer Starling of Raleigh, a former State President of the Auxiliary.

Greetings were brought by Mrs. John Bius, president of the Raleigh Woman's Drug Club, the Hostess Auxiliary. The response was given by Mrs. Robert B. Hall,

wife of the president of the North Carolina Pharmaceutical Association.

Mrs. Myers appointed a Committee on Minutes: Mrs. Eugene Merchant, Mrs. Paul Miller, and Mrs. B. W. Spencer, Jr. She also appointed an Auditing Committee: Mrs. A. W. Jowdy, Jr., Mrs. Robert B. Hall, and Mrs. George W. Markham.

The Parliamentarian, Mrs. George Markham, had been appointed to serve as chairman of a special committee on Constitution and By-Laws, and also Chairman of a Special Committee regarding Life Member-

ships. Mrs. Markham recommended that Article VII, Section 2 of the By-Laws be amended to include the word *incoming*. The section, as amended by the vote of the session, now reads: "One fourth of the money received from dues shall be reserved for operating expenses and the remainder shall be contributed to the Scholarship Fund established at the University of North Carolina by the Woman's Auxiliary, or any worthwhile project decided upon by the current or *incoming* Executive Board."

Mrs. Markham further recommend that Section 3 be added to Article IV—Memberships: "A Life Membership shall be available upon application to any active member, who has done outstanding work for a minimum of ten (10) years, upon payment of One Hundred Dollars (\$100.00) to the Woman's Auxiliary, for use in their Scholarship program, or for other current Pharmacy project needs. The Woman's Auxiliary may award a Life Membership to any member voted for such honor by the membership of the Auxiliary provided the Treasurer transfers the amount of One Hundred Dollars (\$100.00) to the aforesaid funds." This recommendation was also seconded and carried.

The Historian, Mrs. Rush Hamrick, Jr., reported a new scrapbook had been secured as approved by the Executive Board at their February meeting. She asked that material be sent to her for inclusion in the book.

STANDING COMMITTEE REPORTS

Mrs. Thomas M. Holland reported for the Executive Board. Four meetings were held during the year and the following business was transacted: Approval of the selection of a nominating committee, appointment of the committee on Life Membership, planning of the October Workshop. It was also voted to allot \$35 to the Pharmacy (Students) Wives Auxiliary toward the expenses of their Christmas party and Senior Tea.

A sum of one hundred and fifty dollars was appropriated toward clerical help and office expenses borne by the N. C. Pharmaceutical Association in Auxiliary work, as well as \$35 toward expenditures incurred by the Woman's Auxiliary during official meetings held at the Institute of Pharmacy. It

was also voted to allot up to \$250 to Raleigh for convention expenses.

The Hospitality chairman, Mrs. David D. Claytor, reported that 133 messages had been sent to members or their families.

The Membership chairman, Mrs. John T. Stevenson, reported 179 new members; convention attendance of 273; total membership of 681.

Mrs. Myers made the following announcement: "It is with regret that I announce the death of three of our members during the past year: Mrs. J. Howard Mock of Asheville, Mrs. G. T. Cornwell of Morganton, and Mrs. Wayne T. Rhyne of Gastonia.

Resolutions submitted by Mrs. W. T. Boone, Chairman, were adopted in appreciation to Auxiliary officers and committee members; to Frances Holland who was retiring from the Executive Board; to Vivian Smith for assistance to the Auxiliary; to the NCPA, TMA, wholesale houses, manufacturers, retail establishments, and individuals who had given prizes, entertainment, etc. at the convention; to the women of Raleigh who had served as hostesses for the convention.

Mrs. Homer Starling reported for the Publicity Committee. She listed news releases which had been prepared and mailed to major newspapers of the State, as well as the Auxiliary write-ups in the Carolina Journal of Pharmacy.

Mrs. George Cocolas, editor of "Doings" reported that one issue of the bulletin has been mailed to members during the year, in which was included convention news, membership materials, etc.

The report of the Nominating Committee was given by Mrs. Hoy Moose, and the following slate was accepted as submitted: For President, Mrs. John T. Stevenson; for First Vice-President, Mrs. David D. Claytor, Second Vice-President, Mrs. Charles D. Blanton, Jr.; Secretary, Mrs. W. H. Randall; Treasurer, Mrs. Robert H. Milton; Parliamentarian, Mrs. M. B. Melvin; Historian, Mrs. L. R. Burris, Sr.; Advisors, Mrs. Floyd F. Potter and Mrs. Leslie Myers. The Installation service was announced for four o'clock in the afternoon.

At the convention planning session, the local auxiliary presidents had chosen to re-

port the activities of their respective groups by exhibits, in order for members to view their work during the entire three convention days. The exhibit was located on the mezzanine of the Sir Walter, and was arranged by Mrs. Paul Miller and Mrs. Edwin Fuller.

Presidents of the local auxiliaries were recognized by name and asked to stand. Mrs. Myers announced that the total Woman's Auxiliary membership was composed of approximately 50% members at large and 50% from organized local auxiliaries.

Mrs. Myers recognized wives of Pharmacy students who had served as Pages during the convention. She also expressed appreciation and gratitude to Mrs. M. B. Melvin, general convention chairman, and her committees for their hospitality throughout the meeting.

Mrs. John T. Stevenson, First Vice-President, took the chair while the President gave her report.

PRESIDENT'S REPORT

MRS. LESLIE MYERS

This has been a busy year, one full of activity. I was inspired by so congenial a group, and confident that we were working toward a common goal, to encourage women concerned with the profession of Pharmacy to take an active interest in pharmaceutical affairs.

The Executive Board held a brief meeting following the business session at the Country Club in Greensboro.

I was invited to the Senior Pharmacy Wives Tea in May. These girls are well versed in each phase of our work, and we welcome them to activity in local groups upon their husbands' graduations.

An Executive Board meeting to act on recommendations of the past president was held in May. Committee appointments were made and confirmed in June.

The tenth Annual Leadership Training Workshop sponsored by the NCCWO was held July 17-20 in Chapel Hill. Five of your officers, plus three members of the Cabarrus County Auxiliary attended. During the Workshop, plans were made for our Officer's Day in October.

On October 3rd, the Officer's Day was attended by 60 members of our organization. Small informal discussion groups, led by

experienced persons, was the format used to acquaint those attending with information pertinent to their offices in the local auxiliaries. Projects and programs that have been used successfully by each group were discussed. Mrs. W. J. Smith, assisted by the Chapel Hill Auxiliaries, was hostess for a delightful buffet luncheon.

High Point and Rowan-Davie Auxiliaries asked me to come as a guest to their monthly meeting in October. I was honored by the ladies in Raleigh, Cabarrus County, and Greensboro during November and January.

Other activity in January consisted of an Executive Board meeting followed by a convention planning session in the afternoon. As a result, the membership drive and local auxiliary reports were presented in a different manner this year.

After several preliminary discussions, Dr. Melvin Chambers presented a program for recruiting Pharmacy students which would enlist the help of the Woman's Auxiliary. The Executive Board heartily endorsed the plan but felt that the limited time remaining in both our fiscal year and the high school year would not permit a fair trial of the proposed plan.

Our newsletter, "Doings," was edited, published, and mailed to each member in February. The Charlotte ladies were my hostesses in February.

I was a luncheon guest at the Burlington-Alamance and Lizzie Hancock Chapter in March. The Apothecary Club of which I am a member honored me at their annual dinner. Truly, I have never received so great a tribute from those who know best my limitations. This concluded official visits to the local auxiliaries.

These are highlights of a most eventful year. To see the enthusiasm that each group possessed in their numerous activities was indeed a challenge to me. The Chapel Hill Pharmaceutical Auxiliary and Pharmacy Student Wives gave generously of their time to make us welcome at each visit to the Institute.

The Endowment Principle of the Vivian Spradlin Smith Scholarship is \$6,500.00. The Scholarship went to a most deserving girl in the senior class.

The Lucile Swaringen Rogers Scholarship Fund now totals \$2,579.98.

The Student Emergency Loan Fund is \$1,199.70.

Our Reserve Fund has a balance of \$524.25.

In past years the outgoing president was not retained on the Executive Board. Each, in turn, left recommendations which would, in her opinion, improve the efficiency of the organization. I feel that the incoming president will bring new ideas and inspiration for us to work with and, therefore, I do not choose to make a recommendation.

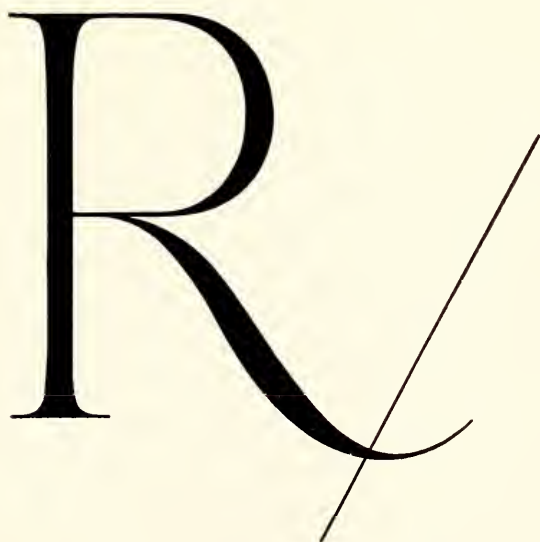
I wish to thank sincerely this year's officers; members of appointive committees, and the entire membership for their loyal support; Mrs. W. J. Smith for her invaluable assistance and encouragement to me;

and Mrs. M. B. Melvin, State Convention Chairman and her assistants, Mrs. John Bius and Mrs. Tom Sanders for the success of this convention.

Mrs. James L. Creech presented Mrs. Myers with a gift of silver from the Auxiliary as a token gift of appreciation for her work during the year.

Mrs. Myers resumed the chair and recognized Mrs. Leon Kimball, luncheon hostess for Sealtest Foods, and other members of the Sealtest family, also Mrs. Harold Diggette, luncheon chairman, and members of her committee.

Following announcements by Mrs. Melvin and Mrs. Stevenson, Mrs. Leslie Myers, President, declared the meeting adjourned.



1962-1963 ROSTER TRAVELING MEN'S AUXILIARY OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

OFFICERS

W. P. Brewer, *President*
 Forrest Matthews, Jr., *Vice President*
 J. Floyd Goodrich, *Secretary-Treasurer*
 C. H. Smith, *Asst. Secretary-Treasurer*

BOARD OF GOVERNORS

Leon Kimball 5 years
 Bruce Wingate 4 years
 O. G. Duke 3 years
 Reuben C. Russel 2 years
 A. G. Cox 1 year

MR. PHARMACIST—These men and these men alone contributed financially toward your entertainment at the TMA party held in Raleigh this year. Support those representatives that are interested in you and your association. Ask the man who calls on you if he is a member.

Abbott Laboratories, R. Vance Eller, 1817 Dublin Drive, Greensboro
 Abbott Laboratories, F. A. Stovall, 2210 Pershing St., Durham
 Albers Drug Co., N. O. Phillips, Box N, Bristol, Tennessee
 American Greeting Corp., Loyd A. Simmons, 204 Westmoreland Drive, Greensboro
 American Pharmaceutical Co., A. W. Baker, Box 715, Valdese
 American Pharmaceutical Co., C. H. Davies, 120 Bruckner Blvd., New York, N. Y.
 American Safety Razor Co., Mark S. Lehr, 1045 W. Market St., Greensboro
 Ascher, B. F. & Co., Inc., Carl Lewis, Box 236, Kenly
 Atlantic Tobacco Co., O. R. Davis, 1430 S. Wilmington St., Raleigh
 J. H. Austin Co., J. H. Austin, Box 4142, Charlotte
 Ayerst Laboratories, J. Howard Mock, 1220 N.E. 157th St., N. Miami Beach, Fla.
 Ayerst Laboratories, Romas T. White, Jr., P. O. Box 6313, Raleigh
 B. C. Remedy Co., H. M. Adams, Route #7, Rock Spring Dr., Winston-Salem
 B. C. Remedy Co., L. P. Bullock, Jr., 503 Louise St., Wilson
 B. C. Remedy Co., F. T. Clayton, 1217 Gunnison Place, Raleigh
 B. C. Remedy Co., A. G. Cox, 2513 Club Blvd., Durham
 B. C. Remedy Co., W. T. Hamlin, 1102 N. Gregson St., Durham
 B. C. Remedy Co., W. Morris Long, 709 Shepherd St., Durham
 B. C. Remedy Co., W. W. Morton, % Company, Durham
 B. C. Remedy Co., R. F. Norton, Box 119, Carolina Beach
 B. C. Remedy Co., R. T. Scott, 2123 Sprunt Street, Durham
 B. C. Remedy Co., W. W. Wall, Box 521, Hickory
 B & H Photo Co., W. S. Barnett, Box 1600, Charlotte
 Bauer & Black, Walter A. Wardlaw, 3206 James Pl., Greensboro
 Beeton, Dickinson Co., J. A. Hessen, Jr., 265-A Hillside Ave., Charlotte
 Bellamy, R. R. & Son, A. B. Bethune, 1212 Azalea, Wilmington
 Bellamy, R. R. & Son, J. D. Colwell, % Company, Wilmington
 Bellamy, R. R. & Son, W. B. Lennon, 2918 Park Ave., Wilmington
 Bellamy, R. R. & Son, Harry H. Montgomery, 3808 Oleander Dr., Wilmington
 Bellamy, R. R. & Son, J. E. Woodburn, % Company, Wilmington
 Bennett-Lewallen Co., Cecil K. Henderson, % Company, Winston-Salem
 Borden Co., The, Burgess Moore, % Company, Asheville
 Borden Co., The, J. P. Morgan, 1309 Marlborough Rd., Raleigh
 Borden Co., The, G. Warren Newton, 315 S. Grace St., Rocky Mt.
 Borden Co., The, Bob Yarbrough, 461 Oakdale Rd., Charlotte

Breon Laboratories, Inc., J. L. Moore, 2343 Grant Ave., Raleigh
Bristol Laboratories, Howard A. Wynne, Jr., 3549 Apache Dr., Raleigh
Bristol-Myers Co., F. P. Potter, 1227 Wendover Rd., Charlotte
Brockway Glass Co., Inc., John D. Floyd, 2844 Columbus Circle, Charlotte
Brockway Glass Co., Inc., J. Lowell Smithey, 701 Green Glen Dr., DuBois, Pa.
Burrroughs Wellcome & Co., Dean J. Shelton, 2703 Wynnewood Dr., Greensboro
Chicago Pharmaceutical Co., Carter A. Henson, 609 2nd Ave. Pl. N.E., Conover
Ciba Pharmaceutical Co., L. A. Coleman, 819 Ashwyn Drive, Charlotte
Ciba Pharmaceutical Co., William A. Diehl, 3304 Hall Place, Raleigh
Ciba Pharmaceutical Co., Charles G. Perry, 506 Peach St., Kannapolis
Cliff-Weil, Inc., E. L. Rock, P. O. Box 1897, Richmond, Va.
Coca-Cola Co., Wingo Avery, 1813 Pembroke Rd., Greensboro
Coca-Cola Co., David W. Britt, 622 N.E. 25th St., Winston-Salem
Coca-Cola Co., E. M. Greeson, Jr., 1813 Pembroke Rd., Greensboro
Coca-Cola Co., Warren Portwood, 3411 Leonard St., Raleigh
Colorcraft Corp., Nelson Strawbridge, Box 249, Durham
Creomulsion Co., George VonAspern, 400 Woodlawn Ave., Greensboro
H. H. Cutler Company, Victor McGee, 633 West Ave., Wadesboro
Davol Rubber Co., John Alexander, 2775 North Hills Dr., N.E., Atlanta, Ga.
Dean Rubber Co., J. A. Catanese, Box 2401, Charlotte
Dome Chemicals, Inc., Bob Sherrill, 2620 McClintock Rd., Charlotte
Drug Package Co., C. H. Smith, Box 1001, Charlotte
Endo Products, Inc., Edwin C. Brown, 21 Chateau Place, Asheville
Endo Products, Inc., H. H. Matthews, 3200 Coleridge Dr., Raleigh
Geer Drug Co., J. W. Brown, Box 124, Arden
Geer Drug Co., W. Henry Davis, 268 Royal Pines Dr., Arden
Green Drug Co., Frank O. Ezell, 894 Greenville Highway, Spartanburg, S. C.
Geer Drug Co., Carlisle Friday, Jr., 1908 Windham Pl., Charlotte
Geer Drug Co., D. A. Geer, 102 Greenbriar Rd., Spartanburg, S. C.
Geer Drug Co., Holmes C. Geer, 846 W. Main St., Spartanburg, S. C.
Geer Drug Co., R. Glenn Holt, 319 Amherst Dr., Spartanburg, S. C.
Geer Drug Co., Charles Trippe, 203 Midway Dr., Spartanburg, S. C.
Geigy Pharmaceuticals, Donald H. Boughton, 4204 Windsor Place, Raleigh
Geigy Pharmaceuticals, Thos. E. Edwards, 805 Poplar St., Kinston
General Electric Co. Photo Lamp Dept., Walker B. Sorrells, P. O. Box 2144, Charlotte
Gillette Safety Razor Co., E. D. Gardner, 2320 Prince St., Durham
Gilpin, H. B. Co., Robert Colb, 1205 Tuscarora Ave., Elizabeth City
Gilpin, H. B. Co., Charlie Daughtridge, 300 W. 12th St., Washington
Gilpin, H. B. Co., L. Scott Grauel, 6435 Tidewater Dr., Norfolk, Va.
Glenbrook Laboratories, R. T. Austin, 2582 Woodward Rd., N. E., Atlanta 6, Ga.
Glenbrook Laboratories, Tom Wagener, P. O. Box 1253, Pulaski, Va.
Globe Laboratories, Bennett Early, Box 5177, Roanoke, Va.
Glover, H. Clay, Inc., Irving Standiford, 2817 Sherwood St., Greensboro
Hoffman-La-Roche, J. Lee Jones, 2206 Lawndale Dr., Greensboro
Hollingsworth Candies, Hugh K. Seonyers, 1618 Providence Rd., Charlotte
Hynes Sales Co., Bryce W. Griffith, Route 4, Box 500, Charlotte
Johnson & Johnson, J. Darrell Dail, P. O. Box 11252, Raleigh
Johnson & Johnson, E. Lee Hamilton, 4317 Federal St., Rockville, Md.
Johnson & Johnson, Cleveland C. Wilkins, 1012 Evergreen Ave., Goldsboro
Johnson, Robert Wood Co., Stuart R. Knapp, Jr., P. O. Box 6058, Raleigh
Justice Drug Co., W. H. Andrews, % Co., Greensboro
Justice Drug Co., W. P. Brewer, % Co., Greensboro
Justice Drug Co., R. G. Carroll, 404 Summit Ave., Statesville
Justice Drug Co., L. R. Davis, % Company, Greensboro

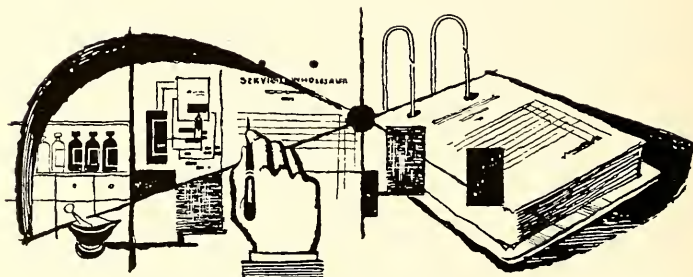
Justice Drug Co., Stephen Forrest, % Company, Greensboro
 Justice Drug Co., J. C. Knight, % Company, Greensboro
 Justice Drug Co., O. C. Trogdon, % Company, Greensboro
 Justice Drug Co., J. M. Waugh, % Company, Greensboro
 Justice Drug Co., T. B. Waugh, % Company, Greensboro
 Justice Drug Co., R. G. Wells, % Company, Greensboro
 Justice Drug Co., R. F. Whiteley, % Company, Greensboro
 Kendall Drug Co., John W. Canipe, % Company, Shelby
 Kendall Drug Co., John W. Canipe, % Company, Shelby
 Kendall Drug Co., Raymond Canipe, Box 39, Shelby
 Kendall Drug Co., J. P. Grice, % Company, Shelby
 Kendall Drug Co., C. Rush Hamrick, Sr., Box 39, Shelby
 King, W. H. Drug Co., R. L. Alphin, 337 Buncombe St., Raleigh
 King, W. H. Drug Co., Raymond Brockwell, 2803 Exeter Circle, Raleigh
 King, W. H. Drug Co., R. L. Brown, % Company, Raleigh
 King, W. H. Drug Co., Charles R. Daniel, % Company, Raleigh
 King, W. H. Drug Co., O. G. Duke, Mitchell Village, RFD #1, Box 277, Morehead City
 King, W. H. Drug Co., Douglas J. Finch, 405 W. Gannon Ave., Zebulon
 King, W. H. Drug Co., Earle Jones, % Company, Raleigh
 King, W. H. Drug Co., Frank D. Peacock, 2413 Ridge Road, Raleigh
 King, W. H. Drug Co., Tom Sanders, % Company, Raleigh
 King, W. H. Drug Co., David V. Scarlett, Box 866, Clinton
 King, W. H. Drug Co., H. C. Starling, % Company, Raleigh
 King, W. H. Drug Co., Jack T. Yeargan, 2909 Boone Trail, Raleigh
 Lance, Inc., B. B. Dean, 1226 Banbury Rd., Raleigh
 Lance, Inc., C. L. Moser, 1919 Woodberry Rd., Charlotte
 Lance, Inc., E. P. Ward, Box 8688, Richmond 26, Va.
 Lederle Laboratories, Reginald B. Childers, 402 Carolina Ave., Raleigh
 Lederle Laboratories, Edward D. Jackson, 2509 Arnold Drive, Charlotte
 Lederle Laboratories, Clifford J. Lopp, P. O. Box 102, Lexington
 Lederle Laboratories, Ed. E. Thomison, 3015 Finley Place, Charlotte
 Lever Bros., Pepsodent, Ralph G. Lien, 814 Hawthorne Lane, Charlotte
 Lilly, Eli & Co., George L. Coaker, 6119 Glenridge Rd., Charlotte
 Lilly, Eli & Co., L. M. McCombs, Box #7, Creedmoor
 Lilly, Eli & Co., David F. McGowan, Old Mill Rd., Greenwood, Chapel Hill
 Lilly, Eli & Co., Jack G. Watts, 2426 Briarwood Dr., Burlington
 McKesson & Robbins, Inc., M. J. Dean, % Company, Charlotte
 McKesson & Robbins, Inc., Charles W. Haigler, % Company, Charlotte
 McKesson & Robbins, Inc., P. S. Hawfield, % Company, Charlotte
 McKesson & Robbins, Inc., W. B. Hawfield, 203 S. College St., Charlotte
 McKesson & Robbins, Inc., George L. Hull, % Company, Roanoke, Va.
 McKesson & Robbins, Inc., Ted Johnson, 1300 Hawthorne Lane, Charlotte
 McKesson & Robbins, Inc., P. W. Kendall, % Company, Charlotte
 McKesson & Robbins, Inc., Joel E. McConnell, % Company, Charlotte
 McKesson & Robbins, Inc., Ray R. McGee, % Company, Charlotte
 McKesson & Robbins, Inc., Joe E. Myers, Jr., % Company, Columbia, S. C.
 McKesson & Robbins, Inc., J. Auddy Parker, % Company, Charlotte
 McKesson & Robbins, Inc., Reuben C. Russell, % Company, Charlotte
 McKesson & Robbins, Inc., Tobie K. Steele, % Company, Charlotte
 McKesson & Robbins, Inc., James E. Thrower, % Company, Charlotte
 McKesson & Robbins, Inc., Roanie Trotter, % Company, Charlotte
 Mallinckrodt Chemical Co., R. L. White, 5622 Preston Lane, Charlotte
 Maryland Baking Co., Graham W. Gregory, 2302 Stevens Rd., Raleigh
 Massengill, S. E. Co., Manning C. Carrington, Box 121, Durham

- Massengill, S. E. Co., Thompson Hiles, 120 Westwood Rd., Asheville
Massengill, S. E. Co., James H. Morris, Jr., 902 Stoney Hill Rd., Redwood City, California
Massengill, S. E. Co., Herbert Taylor, 113 Grace St., Williamston
Massengill, S. E. Co., J. C. Woodard, 602 Sunset Dr., High Point
Mayrand, Inc., J. C. Edmonds, Whiteville
Mayrand, Inc., R. E. Woodcock, 3117 Georgian Terrace, Raleigh
Meade Johnson & Co., Thomas C. Clark, 605 Pine Valley Dr., Wilmington
Meade Johnson & Co., Jack Featherston, 2824 Butner St., Durham
Merck, Sharp & Dohme Co., Warren R. Ehrhardt, Box 1313, Rocky Mt.
Merck, Sharp & Dohme Co., W. P. Farthing, 2040 Coniston Place, Charlotte
Merck, Sharp & Dohme Co., E. E. Fulmer, Box 1279, Salisbury
Merck, Sharp & Dohme Co., A. S. McCord, Jr., Highland Park, North Wilkesboro
Merck, Sharp & Dohme Co., Ivey A. McDaniel, 501 E. Club Blvd., Durham
Merck, Sharp & Dohme Co., Jimmie A. Sherrill, 517 Westview St., Lenoir
Merck, Sharp & Dohme, W. E. Sutton, P. O. Box 1353, Wilmington
Merck, Sharp & Dohme, Tommy H. Temple, 127 Hudson St., Raleigh
Merrell, Wm. S. Co., Garland F. Benton, Jr., 1605 Northwest Blvd., Winston-Salem
Merrell, Wm. S. Co., Jimmy Gunter, 1219 Thurston Drive, Wilson
Merrell, Wm. S. Co., Carl G. Knox, 1206 Azalea Drive, Wilmington
Merrell, Wm. S. Co., Forrest Matthews, Jr., 2509 Kenmore Dr., Raleigh
Miles Laboratories, Inc., C. Harold Daniels, 211 W. Knox St., Durham
Miles Laboratories, Inc., Robert F. Skinner, 202 Trelawney Rd., Bayside, Va.
Mitchum Co., The, J. R. "Jack" Toler, 4569 Woodlark Lane, Charlotte
Montag, Inc., L. Melvin Wells, 102 Sparger Place, Greensboro
National Hygienic Prod. Corp., A. C. Stewart, Box 484, Smithfield
Nifty Mfg. Divn. St. Regis Pa. Co., Robert L. Travis, 3859 Stonehaven Dr., Charlotte
Norris, Garland C. Co., Osborne S. Lucas, 2536 York Rd., Raleigh
North Carolina Mutual Drug, D. Boone, 504 Compton Pl., Durham
North Carolina Mutual Drug, T. H. Mangum, 3503 Eastis Dr., Durham
North Carolina Mutual Drug, W. D. Pearce, 210 Pogue St., Raleigh
North Carolina Mutual Drug, T. S. Williams, 301 Hughes St., Apex
Norwich Pharmacal Co., James E. North, 308 Shephard St., Raleigh
Nunnally's Candies, W. T. Threewitts, Jr., 300 A Ashland Dr., Greensboro
O'Hanlon-Watson Drug Co., J. Herbert Ball, 2401 Bitting Rd., Winston-Salem
O'Hanlon-Watson Drug Co., J. M. Darlington, 2232 Westover Dr., Winston-Salem
O'Hanlon-Watson Drug Co., L. P. Miller, 1255 Wedgewood Dr., Winston-Salem
O'Hanlon-Watson Drug Co., I. H. Rider, % Company, Winston-Salem
O'Hanlon-Watson Drug Co., James D. White, 324 Anita Drive, Winston-Salem
Ortho Pharm. Corp., Roy C. Muse, Jr., 3130 Pinehurst Place, Charlotte
Owens-Illinois Glass Corp., A. S. McKaig, 1506 Liberty Life Bldg., Charlotte
Owens-Illinois Glass Corp., J. M. Morgan, 1300 Baxter St., Charlotte
Owens, Minor and Bodeker, Inc., Gamble Bowers, % Company, Richmond, Va.
Owens, Minor and Bodeker, Inc., W. Frank Fife, 304 Wilshire Blvd., Wilson
Owens, Minor & Bodeker, Inc., Ray Howell, 2402 Wade Avenue, Raleigh
Owens, Minor and Bodeker, Inc., Gilmer Minor, % Company, Richmond, Va.
Owens, Minor and Bodeker, Inc., L. S. Whittle, Box 962, Goldsboro
Owens, Minor and Bodeker, Inc., Cecil Williamson, 602 N. 25th St., Wilmington
Owens, Minor and Bodeker, Inc., Bruce W. Young, 1606 Highland Dr., Wilson
Pangburn's Candy, C. W. Morris, 1182 Wembleton Dr., Raleigh
Parke-Davis & Co., G. G. Buchanan, Box 1254, Greensboro
Parke-Davis & Co., E. M. Burkett, 732 Circle Drive, New Bern
Parke-Davis & Co., Walter I. Davis, Box 10694, Cameron Village, Raleigh
Parke-Davis & Co., Joseph E. Gillespie, Box 6028, Raleigh
Parke-Davis & Co., G. C. Hartis, 24 Gloria Ave., Winston-Salem

- Parke-Davis & Co., J. L. Holloway, Box 538 Rt. #3, Wilmington
 Parke-Davis & Co., N. Eugene Hood, Jr., 464 Liberty St., Rock Hill, S. C.
 Parke-Davis & Co., Fred Johnson, 420 Golfview Rd., N.W., Atlanta, Ga.
 Parke-Davis & Co., Robert M. Styles, 5456 Topping Place, Charlotte 9
 Parke-Davis & Co., Gordon Vail, 3133 Pendelton, Charlotte
 Parker Pen Co., Henry J. Bladen, 533 Frank Dr., Charlotte
 Peabody Drug Co., C. T. Byerly, 2315 Sprunt St., Durham
 Peabody Drug Co., W. M. Cannady, 501 Park Drive, Oxford
 Peabody Drug Co., Wade O. Daniels, 3004 Buckingham Rd., Hope Valley, Durham
 Peabody Drug Co., Zack Lyon, 925 Urban Ave., Durham
 Peabody Drug Co., G. O. Peele, % Company, Durham
 Penslar Co., The, A. R. Cross, 1204 N. Fairwater Dr., Norfolk, Va.
 Pet Dairy Products Co., W. B. Bowman, 2356 Rosewood Ave., Winston-Salem
 Pet Dairy Products Co., G. E. Garst, 3717 Frazier Dr., Greensboro
 Pet Dairy Products Co., Jesse P. Jones, % Company, Waynesville
 Pet Dairy Products Co., J. C. Mitchell, % Company, Burlington
 Pet Dairy Products Co., W. H. Tuttle, % Company, Waynesville
 Pfeiffer Co., The, L. D. Davidson, Box 362, Monroe
 Pfizer Laboratories, Charles B. Simmons, 209 Willanda Dr., Wilmington
 Pharmaceutical Products, Inc., Charles B. Parham, 1127 E. Morehead St., Charlotte
 Pharmaco, Inc., James R. Jordan, 325 Auman St., Asheboro
 Physicians Products Co., Wayne Everhart, 909 E. Lexington Ave., High Point
 Physicians Products Co., F. A. Frayser, Jr., 707 Spring Dr., Richmond 29, Va.
 Pictorial Paper Package Corp., L. A. Bass, Box 591, Wilson
 Pine State Creamery Co., Willard S. Allen, % Company, Raleigh
 Pine State Creamery Co., W. B. Frazier, % Company, Henderson
 Pine State Creamery Co., J. Dwight Johnson, % Company, Goldsboro
 Pine State Creamery Co., Ben W. Kilgore, % Company, Raleigh
 Pine State Creamery Co., James D. Kilgore, 500 Glenwood Ave., Raleigh
 Pine State Creamery Co., Sam N. Mann, % Company, Raleigh
 Pine State Creamery Co., W. E. Spence, % Company, Raleigh
 Pine State Creamery Co., Edward R. Sweat, % Company, Raleigh
 Poythress, Wm. P. & Co., Inc., Peter A. Moore, 2626½ St. Mary's St., Raleigh
 Read, E. B. & Sons Co., J. G. Barnette, Box 955, Sanford
 Reese Chemical Co., Harold M. Pickett, 1152 Rio St. St. Johns Dr., Jacksonville, Florida
 Roerig, J. B. & Co., Samuel G. Deal, 2408 Ashley Rd., Charlotte
 Roerig, J. B. & Co., Walter W. Hendrix, Jr., 1210 Whilden Place, Greensboro
 Rorer, Wm. H. Inc., H. D. Gray, 3022 Glendale Ave., Durham
 Saginaw Industries Co., Gervin M. Wayt, 300 Patton St., Morganton
 Schering Corp., John M. Horton, 1310 Dogwood Lane, Raleigh
 Schering Corp., Melvin W. Kerner, 3800 Sulkirk Rd., Charlotte
 Schering Corp., Steven Schneider, 2003 Murdoch Rd., Richmond 29, Va.
 Schering Corp., M. Dale Warner, 803 Fairfield Ave., Kinston
 Schering Corp., James Ray Willis, 811 Murray Ave., Durham
 Schmid, Julius Inc., M. C. Gillen, 5044 French St., Jacksonville, Fla.
 Schmid, Julius Inc., Clarence Marcus, 624 Willivee Dr., Decatur, Ga.
 Scott Drug Co., Oren H. Baucom, P. O. Box 10627, Charlotte
 Scott Drug Co., W. L. Blanton, 2900 Whitson Rd., Gastonia
 Scott Drug Co., Lore S. Brown, Box 246, Hamlet
 Scott Drug Co., Dan Busley, Box 1444, Statesville
 Scott Drug Co., Carlos Fry, P. O. Box 652, Carthage
 Scott Drug Co., Carl Geanes, % Company, Charlotte
 Scott Drug Co., I. E. Helms, Box 22, North Wilkesboro
 Scott Drug Co., Jack Hemby, % Company, Charlotte

Scott Drug Co., R. B. Julian, Box 571, Salisbury
 Scott Drug Co., Walter Scott, P. O. Box 10627, Charlotte
 Scott Drug Co., Walter Scott, III, % Company, Charlotte
 Scott Drug Co., E. Pannie Smith, Box 10671 Cameron Village, Raleigh
 Scott Drug Co., Lee Talton, % Company, Charlotte
 Scott Drug Co., Bobby Wall, % Company, Charlotte
 Scott Drug Co., J. A. Wolfe, P. O. Box 10627, Charlotte
 Sealtest Foods, O. O. Allsbrook, % Company, Wilmington
 Sealtest Foods, Joe Beatty, % Company, Charlotte
 Sealtest Foods, C. Ray Black, 2040 Oleander Dr., Wilmington
 Sealtest Foods, Luke Blackmer, % Company, Charlotte
 Sealtest Foods, Worth Blackmon, Box 1787, Charlotte
 Sealtest Foods, W. B. Brown, Box 3007, Wilmington
 Sealtest Foods, William E. Brown, 1002 Montpelier Dr., Greensboro
 Sealtest Foods, Henry Coghill, 535 Nash St., Rocky Mt.
 Sealtest Foods, Harold W. Diggett, 3026 Medlin Dr., Raleigh
 Sealtest Foods, W. Vance Hart, 1309 Spry St., Greensboro
 Sealtest Foods, Norman Hinton, % Company, Rocky Mt.
 Sealtest Foods, C. E. Hudgins, % Company, Wilson
 Sealtest Foods, E. A. Hutcheus, Route #1 River Road, Advance
 Sealtest Foods, R. Leon Kimball, 646 Roslyn Rd., Winston-Salem
 Sealtest Foods, Bill Messick, Box 1787, Charlotte
 Sealtest Foods, J. T. Shumate, Box 586, Albemarle
 Sealtest Foods, Guy Smith, % Company, Fayetteville
 Sealtest Foods, F. H. Suttle, % Company, Wilmington
 Sealtest Foods, Cullie Tarlton, % Company, Charlotte
 Sealtest Foods, A. P. Thomas, % Company, Winston-Salem
 Sealtest Foods, Edsel Thomas, % Company, Charlotte
 Sealtest Foods, William H. Thomas, % Company, Wilson
 Sealtest Foods, Bruce Wingate, % Company, Charlotte
 Searle & Co., F. Garland Coble, 901 Fairmont St., Greensboro
 Searle & Co., Benjamin W. Sams, Jr., 1910 Ann St., Wilmington
 Sheaffer Pen Co., H. J. Farnsworth, 110 Arden Pl., Greensboro
 Sherman Laboratories, Grayson A. Smith, 936 E. Dayton Ave., High Point
 Smith, Dr. T. C., Co., Canie B. Smith, % Company, Asheville
 Smith, Dr. T. C. Co., Stacy Smith, % Company, Asheville
 Smith, Dr. T. C. Co., Norman F. Young, 7 Forestdale Rd., Asheville
 Smith, Kline & French Labs., Boyd Lee Barnette, 419 Glenbrook Dr., Raleigh
 Smith, Kline & French Labs., Walker R. Crump, Jr., 2510 Beechridge Rd., Raleigh
 Smith, Kline & French Labs., Fred Hawkins, Box 711, Chapel Hill
 Smith, Kline & French Labs., James T. McGhee, 714 E. Hammond St., Durham
 Smith, Kline & French Labs., C. W. Walker, 500 Chanecry Pl., Greensboro
 Smith, Kline & French Labs., Richard Weir, 1500 Spring Garden St., Phila., Pa.
 Smith, Miller & Patch, Henry P. Ferrell, 2611 Clark Ave., Raleigh
 Smith Wholesale Drug Co., M. H. Byrd, 112 Greenbriar Rd., Spartanburg, S. C.
 Smith Wholesale Drug Co., Morris S. Michael, Box 6011, Asheville
 Smith Wholesale Drug Co., Frank Millstead, 3331 Eastwood Dr., Charlotte
 Smith Wholesale Drug Co., Chas. Rhoden, 842 Churchill Dr., Shelby
 Smith Wholesale Drug Co., A. C. Vickers, 1250 Patridge Rd., Spartanburg, S. C.
 Squibb, E. R. and Sons, J. C. Canipe, Jr., 5724 Doncester Dr., Charlotte
 Squibb, E. R. and Sons, W. W. Jordan, Box 6353, Raleigh
 Squibb, E. R. and Sons, L. E. Lee, 2838 Selwyn Ave., Charlotte
 Squibb, E. R. and Sons, M. G. Morris, 315 Isabelle St., Greensboro
 Squibb, E. R. and Sons, Ray E. Weathers, 2310 Sprunt St., Durham

Stanback Co., L. S. Bright, 2212 Shannon St., Raleigh
 Stanback Co., C. E. Caison, 412 Cape Fear Ave., Fayetteville
 Stanback Co., T. Jim Matthews, % Company, Salisbury
 Stanback Co., J. D. Sorrell, 104 Park View, Wilson
 Stanback Co., F. J. Stanback, % Company, Salisbury
 Stanback Co., R. K. Stuart, 402 Glascock St., Raleigh
 Strother Drug Co., G. A. Gurganus, Box 716, Greenville
 Strother Drug Co., H. F. Miller, % Company, Richmond, Va.
 Strother Drug Co., D. J. Odum, Box 95, Morehead City
 Sylvania Electric Products, Inc., Bruce Brannon, 5020 Greenbrook Dr., Charlotte
 Taylor Biscuit Co., Guy B. Beattie, P. O. Box 2508, Raleigh
 Tilden Co., The, Walter D. Druen, Box 165, Lynchburg Va.
 Upjohn Co., Ralph L. Billeter, 2616 Glendale Ave., Durham
 VanPelt & Brown, Inc., Edward P. Hammond, 2205 Bay St., Charlotte
 VanPelt & Brown, Inc., W. Lawrence Jones, 327 McIver St., Greensboro
 VanPelt & Brown, Inc., C. M. Lancaster, 532 Barksdale Dr., Raleigh
 Warren-Teed Pharm., Ford Walker, P. O. Box 265, Raleigh
 Weeco Products Co., G. E. Cory, 3600 Madison Ave., Greensboro
 Welton Labs., Inc., Claude S. Welton, 177 Verona Ave., Newark, N. J.
 Westlox Div., Glenn Davis, 1728 Jameston Dr., Charlotte
 White Laboratories, Inc., Charles D. Andrews, 1104 Meade Dr., Greensboro
 Whitman's Candies, Ed Cook, 400 63rd. Ave. N. Myrtle Beach, S. C.
 Whitman's Candies, Ray McArtan, 801 E. Morris Circle, Dunn
 Winston Pharmaceuticals, Inc., Leonard Morrow, Rutherfordton
 Winston Pharmaceuticals, Inc., Milton L. Teague, 705 W. 24th St., Lumberton
 Winston Pharmaceuticals, Inc., William A. Welch, P. O. Box 5275, Winston-Salem
 Winthrop Labs, C. H. Blanton, Rt. #3 Guilford College Station, Greensboro
 Winthrop Laboratories, Inc., Ken Perry, 409 Stacy St., Raleigh
 Write Right Div., Union Bag-Camp Paper Corp., E. Howard Cox, 2020 W. Club Blvd.,
 Durham
 Young's Rubber Corp., Delmas Gault, 2035 Providence La., Dallas, Texas
 Young's Rubber Corp., Ed Hoffman, 1508 Airline Park Blvd., Metairie, La.
 Young's Rubber Corp., Henry A. Trudeau, 3915 Winfield Dr., Charlotte
 Young's Rubber Corp., Waite Warren, 408 Rutland Dr., Charlotte



LIFE MEMBERS
TRAVELING MEN'S AUXILIARY

- Life Membership, J. E. Allen, 2116 Matheson Avenue, Charlotte
Life Membership, J. W. Bennick, % Scott Drug Co., Charlotte
Life Membership, W. A. Burwell, 115 Hudson St., Raleigh
Life Membership, J. Ben Coppedge, 5801 Park Rd., Charlotte
Life Membership, W. R. Dixon, 1405 E. Blvd., Charlotte
Life Membership, W. O. Ezell, 890 Greenville Hwy., Spartanburg, S. C.
Life Membership, H. J. Farnsworth, 110 Arden Pl., Greensboro
Life Membership, F. L. Furr, Box 161, Louisburg
Life Membership, J. Floyd Goodrich, 2121 Club Blvd., Durham
Life Membership, J. W. Harrell, 1917 Sunset Dr., Raleigh
Life Membership, D. Frank Hayes, Powhatan Apts., W. Mkt. St., Greensboro
Life Membership, P. A. Hayes, % Justice Drug Co., Greensboro
Life Membership, R. D. Heist, 3701 Monument Ave., Richmond 30, Va.
Life Membership, W. L. Johnson, Gibson
Life Membership, W. B. Lyon, 417 Crestland Ave., Greensboro
Life Membership, W. McElveen, 205 Audrill Ter., Charlotte
Life Membership, F. T. Matthews, 611 Myers Lane, Greensboro
Life Membership, N. B. Moury, 7620 Marsha St., Orlando, Fla.
Life Membership, W. P. Rogers, 27 Farwood Ave., Asheville
Life Membership, T. S. Simpson, % Justice Drug Co., Greensboro
Life Membership, M. W. Stone, Box 703, Charlotte
Life Membership, Phil VanEvery, % Lancee Inc., Charlotte
Life Membership, Joe Wear, Box 217, Wickliffe, Ky.
Life Membership, F. J. Williams, Sr., 1302 Broad St., Durham
Life Membership, S. E. Woodall, Box 8688, Richmond, Va.



**EIGHTY-FIRST ANNUAL REPORT
NORTH CAROLINA BOARD OF PHARMACY**

MAY 1, 1961 - APRIL 30, 1962

MEMBERS AND ORGANIZATION

**COMMISSIONED BY HIS EXCELLENCY
THE GOVERNOR OF NORTH CAROLINA**

Roger A. McDuffie, Greensboro..... Term expires April 28, 1963
N. O. McDowell, Jr., Scotland Neck Term expires April 28, 1964
Robert Neal Watson, Sanford..... Term expires April 28, 1965
Harold V. Day, Spruce Pine..... Term expires April 28, 1966
Frank W. Dayvault..... Term expires April 28, 1967

President

Roger A. McDuffie

Vice-President

Robert Neal Watson

Secretary-Treasurer

H. C. McAllister, Chapel Hill

General Counsel

J. Ruffin Bailey, Raleigh

Special Counsel

F. O. Bowman, Chapel Hill

Inspector

John B. Balas, Charlotte

Chapel Hill, N. C.

May 1, 1962

To His Excellency
Governor Terry Sanford
Raleigh, N. C.
Dear Sir:

In compliance with Article 4, Section 90-57 of the General Statutes of North Carolina, we are pleased to submit to you and to the North Carolina Pharmaceutical Association the Eighty-First Annual Report of the North Carolina Board of Pharmacy. This report contains the proceedings of the Board for the fiscal year ending April 30, 1962.

Respectfully yours,

N. C. BOARD OF PHARMACY

H. C. McAllister

Secretary-Treasurer

EIGHTY-FIRST ANNUAL REPORT OF THE NORTH CAROLINA BOARD OF PHARMACY

MEMBERSHIP

Mr. F. W. Dayvault was elected to succeed himself for a period of five years ending April 28, 1967. At the June meeting the officers of the previous year were re-elected to serve for a period of one year. The officers and members are as follows:

Roger A. McDuffie..... *President*
R. N. Watson..... *Vice-President*
H. C. McAllister (non-member)
Secretary-Treasurer

F. W. Dayvault
N. O. McDowell, Jr.
Harold V. Day

Other personnel of the Board:

General Counsel..... J. Rufin Bailey
Special Counsel..... F. O. Bowman
Inspector..... J. B. Balas

MEETINGS

The Board held ten meetings during the year. These were regular meetings and were held at the office of the Board, 109 Church Street, in Chapel Hill. As usual, the examinations for license were held in June and February. The results of the examinations are reported below. The facilities at the new building occupied by the School of Pharmacy, and which are made available to the Board for holding the examination in Practical Pharmacy, contribute materially to the usefulness, dignity, and ease of administration of this branch of the examinations. This improvement accrues to the satisfaction of both the Board and the candidates taking the examination.

ADMINISTRATION

The personnel complement of the Board has remained unchanged during the year. In last year's report the Board brought to your attention the need for additional field and office personnel and outlined the reasons for this need. The demands for services of various kinds made upon the Board of- fice continue to grow in number and char-

acter. In some areas of the Board's work the situation has become critical. The continued work-load "spreading" is beginning to have its effect in diluting the thoroughness and quality of the Board's services in these areas. Specific references to these needs will be made subsequently in this report.

EXAMINATIONS

The objective of and approach to the examination function of the Board is often not well understood. Frequently the statement is made to the effect that something must be wrong with board examinations when graduates of a recognized school of pharmacy fail to pass.

In order to fully understand the nature of board examinations, it is necessary to review all of the statutory prerequisites for licensure. In addition to requiring graduation from a "reputable school or college of pharmacy," the law says that the candidate must have acquired one year of practical pharmacy experience under the instructions of a licensed pharmacist and that he must pass a "satisfactory examination." When the candidate for license has been graduated from an accredited school of pharmacy, the Board accepts such graduation as a certification of his educational fitness. For the Board to reexamine him on his educational attainments would not only be a duplication of what the school has done but might also indicate a lack of confidence in the school's educational program, in which case its "accreditation" should be discontinued.

Board examinations presuppose educational fitness. The Board's job is to see whether the candidate for license has learned, through the period of practical training and experience required by the statute, to translate formal knowledge gained in school into terms of practice and to surround that practice with such safeguards as are necessary to protect the public.

Tradition has established the practice of permitting candidates who have been graduated from a school of pharmacy to take the "written" examinations before they have completed their practical experience and then be admitted to the final "practical" portion of the examinations after completing the practical experience. There is usually a high failure rate among these candidates. This is as should be expected if the examinations accomplish the purpose for which they were designed—which is a determination of safety and fitness to practice. Obviously a candidate cannot have a knowledge of procedures used in practice in which formal knowledge is applied unless he has had the benefit of that practice experience. Except for the value of gaining experience in taking a board examination, the candidate for license would be well advised to refrain from taking any portion of the examination until he has acquired the minimum of practical experience as required by the statute.

In June, 1961, twenty-three candidates qualified for admission to the examination; fifteen passed and were registered. They are as follows:

Council Foy Bradshaw, Chapel Hill
James Peter Copses, Charlotte
Ruffus Lynwood Daughtry, Princeton
Charles Farris Himes, Brevard
William Lewis Johnson, Jr., Garner
Phebe McDonald Kirkman, Winston-Salem
Eugene James McDonald, Reidsville
Linda Jones Parham, Kinston
Dorothy Bingham Reaves, Fayetteville
Walter Adrian Rice, Winston-Salem
John Wesley Saunders, Raleigh
Robert Hunter Shearin, Warrenton
James Paul Sheets, West Jefferson
Terre Milton Smith, Reidsville
Gordon Vincent Wyche, Weldon

Charles Farris Himes scored the highest grade, and James Paul Sheets scored the second highest grade.

In February, 1962, forty-five candidates qualified for admission to the examination; thirty-four passed and were registered. They are as follows:

Robert Layton Barbour, Burlington
Barbara Jane Bell, Raleigh

Barry Max Bell, Gastonia
Charles David Bell, Winston-Salem
Alpheus Worth Benthall, Carthage
Arthur Long Bradsher, Jr., Roxboro
Sarah Upchurch Browning, Chapel Hill
Gary Stanley Cooper, Rutherfordton
Phillip Francis Crouch, Asheville
Sterling Gray Dixon, Durham
Ann Bills Garrou, Valdese
Charles Thomas Gibson, Goldsboro
Samuel Stephen Goodwin, Monroe
Robert Lee Gordon, Cary
Adrian Clay Gupton, Louisburg
James Jackson Horn, Lawndale
Kent Loewe Huffman, Winston-Salem
David Eugene Kever, Linecolnton
Bobby James Kincaid, Greensboro
Walter Harold Lasater, Durham
George Collins McLarty, Jr., High Point
James Frederick Meares, Wilson
William White Morris, Gastonia
Robert Greer Parker, Winston-Salem
Adie Grey Pelt, Goldsboro
Hazel Green Post, Morrisville
Miles Herbert Purser, Hampton, Virginia
Jessie Van Putnam, Bessemer City
Ernest Augustus Randleman, Jr., Mount
Airy

Benjamin S. Savoia, Jr., Salisbury
Donald Judd Smith, Forest City
Larry Glenn Snider, Canton
Van Darwin Weaver, Spring Hope
John Richard White, Henderson

Sarah Upchurch Browning scored the highest grade.

REGISTRATION BY RECIPROCITY

Thirty-nine applications for reciprocal registration have been accepted and the applicants registered. One application was rejected.

Seventeen pharmacists registered in North Carolina have been certified to other states. All applications from North Carolina have been accepted by the states to which application was made. Those registered in this state are as follows:

James Stanley Liverman, Jr., June 1, 1961, from South Carolina
James Leonard Brannon, Jr., June 30, 1961, from Illinois
Herbert James Hames, June 30, 1961, from South Carolina

- Robert Louis Gregory, June 30, 1961, from South Carolina
- Robert Frank Shimon, June 30, 1961, from Wisconsin
- Denford Harold Oxendine, June 30, 1961, from South Carolina
- Roy Lee Garrett, June 30, 1961, from Virginia
- Arthur Alexander Anderson, July 3, 1961, from Georgia
- Dillard Arnold Connelly, August 1, 1961, from South Carolina
- James Thomas Burton, September 2, 1961, from Georgia
- Don Douglas Norman, September 19, 1961, from Georgia
- Harry Mallechok, September 19, 1961, from Michigan
- Richard Lee Cox, September 19, 1961, from West Virginia
- Thomas Lee Richards, Sr., September 19, 1961, from Alabama
- Herman Matthews Burney, October 2, 1961, from District of Columbia
- Robert Carlton Kemp, October 5, 1961, from Georgia
- Marshall Louis Newbern, October 18, 1961, from South Carolina
- James D. Boatright, November 1, 1961, from Georgia
- William Wells Rogers, November 1, 1961, from South Carolina
- Jerry D. Collins, November 1, 1961, from South Carolina
- Willie Hugh Jennings, November 1, 1961, from Virginia
- Walker Eugene Kimbell, November 1, 1961, from Georgia
- Frances Marie Aucello, December 11, 1961, from Connecticut
- Alford Howard Graham, December 11, 1961, from Mississippi
- Claire Darden Rankin, December 14, 1961, from Iowa
- Donna Marie Robertson, December 15, 1961, from West Virginia
- Charles Robert Newton, January 29, 1962, from South Carolina
- Joseph Latimer Mullinax, January 29, 1962, from South Carolina
- Haskell J. Hall, January 29, 1962, from South Carolina
- Donald Thurston Miller, February 21, 1962, from Pennsylvania
- William Earl Nelson, February 21, 1962, from Georgia
- George Mitchell Turner, February 26, 1962, from South Carolina
- Thomas Myles King, Jr., March 7, 1962, from Texas
- Harvey A. K. Whitney, March 7, 1962, from Michigan
- Martin Lee Lambert, Jr., March 20, 1962, from Alabama
- Lam Boykin Britton, Jr., April 17, 1962, from South Carolina
- James Peter Wallent, April 17, 1962, from Massachusetts
- James Holden Ward, April 17, 1962, from Mississippi
- Arthur Raley Jones, Jr., April 17, 1962, from South Carolina

PHARMACISTS REREGISTERED

Seven pharmacists whose licenses were allowed to lapse or who were on the inactive list have been reinstated during the fiscal year. They are as follows:

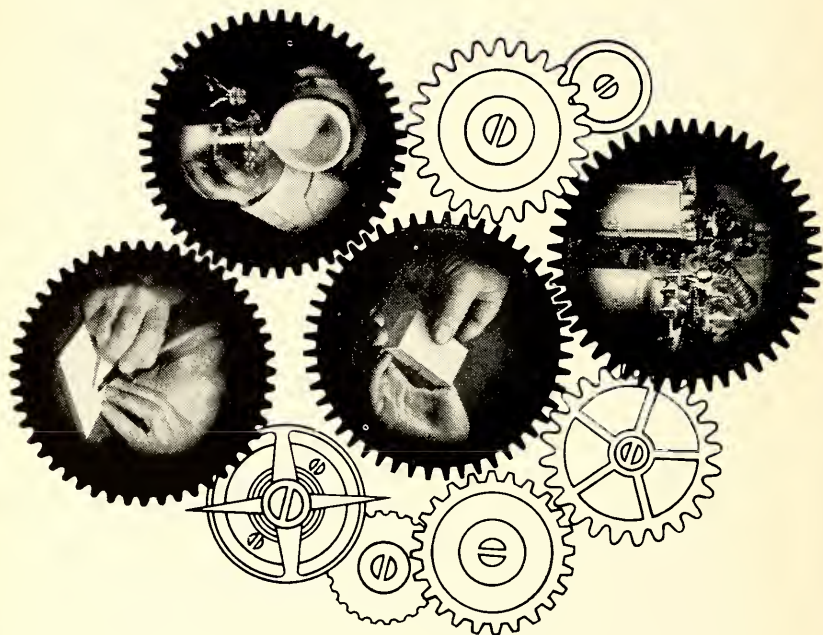
Elizabeth W. Mattison
 Willard I. Herring
 Jose Ramos
 Lee C. Lewis
 Emory M. Watson
 Harold L. Ball
 W. C. Sharpe

PHARMACISTS REMOVED FROM THE REGISTERED LIST BY REQUEST OR FAILURE TO RENEW—27

Frank Warren Bennett
 Barbara Bess Carson
 Benjamin F. Cooper, Jr.
 Donald French
 George Ray Graham
 Robert Gardner Ham
 Reeves Hawkins
 Wilson Walter Henry
 Johnnie M. Holmes, Jr.
 Robert Louis Holt
 Edwin Cavanaugh Howard
 Robert Monroe Inman
 Edward Parker Judy
 William Burton Lyon
 William Clyde McManus

Douglas Rhett Mowrey
John L. Mullen
Nicholas F. Nixon, Jr.
Nathaniel Lewis Prather
Luther W. Richardson
William A. Sappenfield

John Bennett Sprinkle
Maggie Suominen
Miriam Suzanne Thorpe
Richard Kendrick Webb
Charles Pleasant Willson
Gerald Waymon Wilson



In Memoriam

PHARMACISTS WHO HAVE DIED DURING THE YEAR
(31 PHARMACISTS)

| | |
|------------------------------------|------------------|
| Leonard W. Aiken—8-8-61..... | Mars Hill |
| Jarvis Marion Alligood—7-9-61..... | Greenville |
| Joe M. Anderson—11-17-61..... | New Bern |
| Oscar David Biddy—1-23-62..... | Brevard |
| H. L. Bishop—3-31-62..... | Asheville |
| Charles Alvin Brady—5-5-61..... | Hickory |
| Ellie Burton Bristow—5-27-61..... | Rockingham |
| Garland A. Eatman—10-1-61..... | Wilson |
| William B. Ennett—4-17-62..... | Swansboro |
| Roseoe C. Faulconer—2-20-62..... | Burlington |
| Loamie Gilbert—5-1-61..... | Benson |
| Eric F. Glenn—8-17-61..... | Morehead City |
| Lewis I. Grantham—4-26-62..... | St. Pauls |
| Herbert Cooper Greene—5-31-61..... | Charlotte |
| Needham B. Herring—6-15-61..... | Wilson |
| Robert R. Herring—9-17-61..... | Oxford |
| John Palmer Horton—10-5-61..... | North Wilkesboro |
| Graham P. Johnson—1-17-62..... | Jacksonville |
| James E. Johnson—6-24-61..... | Lumberton |
| Leon B. Joiner—3-1-62..... | Salisbury |
| James Fleming Lyon—5-7-61..... | Arlington, Va. |
| John H. McLelland—1-8-62..... | Mooresville |
| William George Nelson—6-6-61..... | Atlanta, Ga. |
| Elery Watson Oliver—1-30-62..... | Greensboro |
| Moses A. Peacock—8-27-61..... | Benson |
| Herman C. Price—10-22-62..... | Creedmoor |
| Harry B. Rimerman—6-18-61..... | Cape May, N. J. |
| John F. Simpson—12-25-61..... | Raleigh |
| John A. Underhill—3-25-62..... | High Point |
| William F. Welborn—11-3-61..... | Lexington |
| Iley C. Whiteley—9-7-61..... | Morganton |

SUMMARY OF PHARMACISTS ON THE ACTIVE ROSTER

| | Under 30 | 30-39 | 40-49 | 50-59 | 60-64 | 65-70 | Over 70 | Total |
|--|----------|-------|-------|-------|-------|-------|---------|-------|
| A. Total number of pharmacists in good standing on roster | 289 | 658 | 390 | 271 | 143 | 131 | 179 | 2061 |
| B. Total number actively engaged in pharmaceutical pursuits (in State) | 227 | 553 | 329 | 228 | 115 | 107 | 110 | 1669 |
| 1. In retail pharmacy | 199 | 508 | 301 | 204 | 95 | 100 | 83 | 1490 |
| a. As owners | 8 | 96 | 92 | 85 | 32 | 41 | 33 | 387 |
| b. As partners | 25 | 128 | 82 | 50 | 25 | 22 | 15 | 347 |
| c. As employees | 166 | 284 | 127 | 69 | 38 | 37 | 35 | 756 |
| 2. Part-time retail employees | 7 | 14 | 5 | 4 | 8 | 4 | 27 | 69 |
| 3. In hospital pharmacy (civilian) | 16 | 18 | 11 | 5 | 4 | 1 | 0 | 55 |
| 4. In hospital pharmacy V.A. (in State) | 0 | 2 | 4 | 2 | 0 | 0 | 0 | 8 |
| 5. In wholesale & mfg. labs. | 0 | 0 | 1 | 3 | 4 | 2 | 0 | 10 |
| 6. As field rep. for mfg. & wh. | 3 | 7 | 9 | 6 | 3 | 0 | 0 | 28 |
| 7. Teaching (students) & govt. | 2 | 5 | 2 | 4 | 0 | 0 | 0 | 13 |
| 8. In misc. ph. pursuits | 0 | 1 | 0 | 2 | 1 | 0 | 0 | 4 |
| C. Total number who reside IN State & NOT engaged in ph. pursuits | 7 | 24 | 3 | 12 | 13 | 17 | 57 | 133 |
| 1. Unemployed (at time of renewal) | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 2 |
| 2. Retired | 0 | 0 | 0 | 3 | 10 | 12 | 51 | 76 |
| 3. Otherwise engaged | 6 | 23 | 3 | 9 | 3 | 5 | 6 | 55 |
| D. Number who reside OUT of State | 40 | 77 | 54 | 29 | 15 | 7 | 12 | 234 |
| E. Number serving with Armed Forces | 15 | 2 | 0 | 0 | 0 | 0 | 0 | 17 |
| F. Number in "B" who are women | 30 | 35 | 17 | 3 | 3 | 0 | 0 | 88 |
| G. Number in "A" who are women | 47 | 66 | 28 | 4 | 5 | 0 | 0 | 150 |
| H. Number of women not engaged in pharmacy pursuits (G minus F) | 17 | 31 | 11 | 1 | 2 | 0 | 0 | 62 |

EDUCATIONAL QUALIFICATIONS OF PHARMACISTS ACCORDING TO AGE

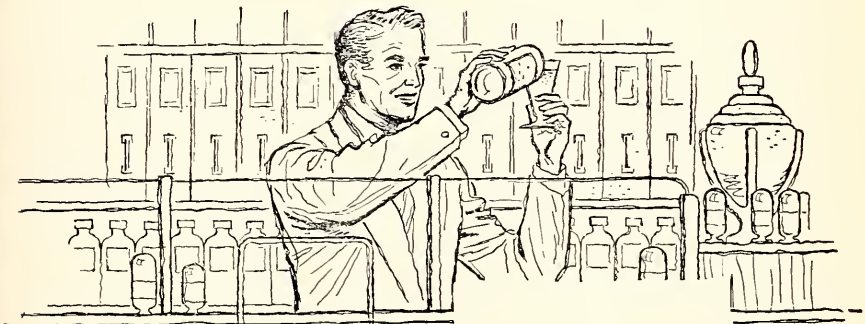
| | Under 30 | 30-39 | 40-49 | 50-59 | 60-64 | 65-70 | Over 70 | Total |
|--|----------|-------|-------|-------|-------|-------|---------|-------|
| Qualifications of Pharmacists in "B" (Summary) | | | | | | | | |
| Non-graduates | 0 | 0 | 10 | 35 | 24 | 56 | 66 | 191 |
| Graduates of 2 year courses | 0 | 0 | 0 | 61 | 78 | 40 | 34 | 213 |
| Graduates of 3 year courses | 0 | 0 | 17 | 89 | 10 | 10 | 10 | 136 |
| Graduates of 4 year courses | 227 | 553 | 302 | 43 | 3 | 1 | 0 | 1129 |
| Total in "B" | 227 | 553 | 329 | 228 | 115 | 107 | 110 | 1669 |
| Qualifications of Pharmacists in "A" (Summary) | | | | | | | | |
| Non-graduates | 0 | 0 | 11 | 37 | 29 | 66 | 117 | 260 |
| Graduates of 2 year courses | 0 | 0 | 0 | 74 | 92 | 52 | 49 | 267 |
| Graduates of 3 year courses | 0 | 0 | 19 | 104 | 16 | 10 | 13 | 162 |
| Graduates of 4 year courses | 289 | 658 | 360 | 56 | 6 | 3 | 0 | 1372 |
| Total in "A" | 289 | 658 | 390 | 271 | 143 | 131 | 179 | 2061 |

SUMMARY OF PHARMACIES REGISTERED

| | | | |
|---|-----|-----|------|
| Total number of pharmacies in State..... | | 31 | 1007 |
| Number classified as hospital pharmacies..... | | | |
| Number serviced by one pharmacist..... | 16 | | |
| Number serviced by two pharmacists..... | 8 | | |
| Number serviced by three pharmacists..... | 5 | | |
| Number serviced by four pharmacists..... | 1 | | |
| Number serviced by six pharmacists..... | 1 | 976 | |
| Number classified as retail pharmacies..... | | | |
| Number serviced by one pharmacist..... | 556 | | |
| Number serviced by one pharmacist and one or more part-time pharmacists..... | 102 | | |
| Number serviced by one pharmacist and one or more assistant pharmacists..... | 16 | | |
| Number serviced by two pharmacists..... | 332 | | |
| Number serviced by two pharmacists and one or more part-time pharmacists..... | 10 | | |
| Number serviced by two pharmacists and one or more assistant pharmacists..... | 3 | | |
| Number serviced by three pharmacists..... | 41 | | |
| Number serviced by four or more pharmacists..... | 7 | | |
| Number serviced by permitted physicians..... | 7 | | |
| Number serviced by permitted physician and one assistant pharmacist..... | 2 | | |
| Ownership of retail pharmacies (hospitals excluded) is vested as follows: | | | |
| Stores owned solely by pharmacists..... | 516 | | |
| Stores owned by pharmacists & non-pharmacists (pharmacist over 50%)..... | 91 | | |
| Stores owned by pharmacists & non-pharmacists (non-pharmacist over 50%)..... | 76 | | |
| Stores owned by pharmacists & non-pharmacists (50%-50%)..... | 88 | | |
| Stores owned solely by non-pharmacists..... | 200 | | |

HOURS OPEN PER WEEK OF RETAIL PHARMACIES

| | | | |
|---------------|--------|---------------|--------|
| Under 60..... | 8.84% | 80-84..... | 11.63% |
| 60-64..... | 11.43% | 85-89..... | 13.90% |
| 65-69..... | 12.84% | 90-94..... | 5.92% |
| 70-74..... | 12.76% | 95-99..... | 2.49% |
| 75-79..... | 18.55% | Over 100..... | 1.15% |



PRESCRIPTIONS

An average of 19,739 prescriptions were reported as being dispensed in 857 pharmacies. This is approximately six hundred prescriptions per pharmacy less than were reported last year. Projecting the number filled per pharmacy to the total number of pharmacies, there were slightly less than 20 million prescriptions filled in the state last year. The drop of approximately $\frac{1}{2}$ million is doubtless accounted for by the fact that no epidemic occurred during this period as was the case the preceding year.

PHARMACISTS

On May 1st there were 2,061 pharmacists on the active roster. This represents a net increase of 42 over the previous year. However, the net increase in those pharmacists who are engaged in pharmaceutical pursuits was only 10. For the first time in more than fifteen years there occurred a decrease in the number of pharmacists in community practice (retail). This loss was twenty-three. In addition, there was a loss of 10 in those pharmacists who were in community practice on a part time basis. With this change in areas of practice, there was an increase in those located in civilian hospital practice (6) and in V.A. hospitals (5), and manufacturers' representatives (5). It is important that the causes for the loss in the number of pharmacists in community practice be identified and that the necessary steps be taken to correct this situation. Several years ago the hope was expressed that by 1970 there would be 2.0 pharmacists per outlet. If this figure were applied today we would have a deficit of approximately 500 pharmacists. To achieve our goal we must have a net increase of at least 65 pharmacists per year in the area of hospital and community practice.

PHARMACIES

There was a net increase of 14 pharmacy outlets in the state last year. One of these was a hospital pharmacy; the remainder were retail pharmacies. The loss in the number of pharmacists in practice depressed the ratio of pharmacist to pharmacy outlet from 1.54 to 1.53. It is too early to determine whether this is a temporary situation or the

beginning of a trend. As stated earlier, it is important that this be determined. If it is found to be a trend, it will be necessary to adopt such remedial measures as are appropriate.

SPECIAL REPORT

(Presented at the annual convention of the North Carolina Pharmaceutical Association and the Old North State Pharmaceutical Association)

Last year the Board pointed out some of the things which it felt were challenging the very future survival of our profession in the form, dimensions and relationships of the past. It called attention to the Federal antitrust suits, mail order prescription services, Senate subcommittee investigations—with resultant public reactions—continued Federal encroachment in the area of the regulation of professional practice, the deteriorating public image of pharmacy, etc. The Board also pointed out the challenges to the private practice of pharmacy as represented by the industrial health services, hospitals, nursing and rest homes, state operated services, etc. Since that time there have been added the discount houses, closed door union pharmacies, vending machines for prescription drugs, supermarket prescription departments, and other equally unorthodox mechanisms. Blend all of these things together and they assume a form and character that can be portrayed in a single description—the phantom pharmacist, the pharmacist who nobody sees, or knows, and of whose existence the public becomes less and less aware—the pharmacist about whose situation something must be done, lest all of us also become in fact phantoms whose real existence is only in the fantasies of memory.

What has just been said might appear to some of you to be a gross exaggeration of the perils that face our profession. You might say that you know better because you are in daily contact with the public and that your patrons know and appreciate you. This also is true beyond doubt. But does the fruit of the tree know that the heart of the trunk is being devoured until the trunk can no longer support the fruit?

As president of the National Association of Boards of Pharmacy, the Secretary of the

North Carolina Board met with the boards and faculties of the schools of thirty-six of the fifty states during the past year. Here firsthand information was gathered that will serve to document what is happening in other areas of our country, and which in turn serves as a basis on which to make a judgment, and to express a very real concern that the elements that make up the phantom pharmacist do in fact endanger pharmacy in North Carolina. Compared with some other areas of the country, you do not know how fortunate you are. It would be interesting and informative to make some comparisons, but this must wait for another time. The situation can be summed up by quoting from a letter recently received from one of our own graduates, who has been located in another area of the United States for some years. After mentioning many of the things enumerated above, he closed his letter by saying, "Please don't let what's happening to pharmacy here happen to it in North Carolina." Whether or not these things happen in North Carolina, and to you, will depend largely on you—on what you are willing to do for yourself, or what you are willing to let be done for you—and it might be added, or what you will allow to be done to you). In order to adequately protect ourselves, perhaps we should examine some of our defenses.

In last year's report the Board made brief mention of the several mechanisms of vocational control. It was pointed out how all vocational activity is controlled by three main forces—competition, government (e.g., law), and profession. The application of these forces to the various areas of vocational endeavor is a study within itself. However, certain general observations can be made. For example, as the requirements for entering the several vocations increase, control tends to migrate from competition through government to profession. A common laborer has very little to control his vocational activity other than the competition of getting a job, while, on the other hand, the vocational pursuits of a neurosurgeon are limited almost solely by the dictates of professional ethics, which limits are those within his professional skill.

It would be useful to relate each of the forces of vocational control to the practice

of pharmacy. In this report, however, the Board will have to limit itself largely to the force of law, with only brief mention of the other forces—competition and profession. The latter two are more properly dealt with by those having primary responsibilities in these areas. However, in order to keep them in proper perspective, they will be treated here in the order of their operation.

Competition.

In this context, competition might be defined as the effort of two or more parties, acting independently, to secure the custom of a third party by the offer of the most favorable terms. The offer of the most "favorable terms" through quantity or quality, forthwith or by deception, for the "custom of a third party" has created what we know today as the "jungle of the market place"—and here the laws of the jungle prevail. The cunning outwit the stolid. The fleet of foot overtake the plodder. The strong devour the weak, and terror reigns in the hearts of all but the mightiest. It is immediately evident that this is not the force of vocational control that should be applied to pharmacy if the health needs of the public are to be adequately protected. Unhappily, there are some among our number who have not yet accepted this premise.

Government.

The force of government (or law) is, perhaps, by far the most frequently used force to regulate vocational pursuits. How often have you heard the statement that there ought to be a law against doing this thing or permitting that condition to exist? The desire expressed here, of course, is to use the authority of the government to effect control of some undesirable situation or to make a given condition more desirable. Legislation is a normal course of procedure in a society such as ours—a society made up of such diverse groups and interests that the force of government is about the only element of control that is common to all segments. That we have legislated control of practically every aspect of pharmacy practice is self-evident. We have set up legal requirements as prerequisites for entry; we have surrounded practice with a multitude

of restrictions. We have regulated the places where pharmacy is practiced, and we have provided procedures and conditions for removing those from practice who have failed their legal and sometimes their moral responsibilities. Just as the force of competition is not a suitable mechanism for the control of the practice of pharmacy, so is government (e.g., law) not the most desirable one, since the progress of law frequently lags behind the development of ethics. This is true because not all ethical principles can be effectively established by legislation, and legislators (and sometimes pharmacists alike) either do not comprehend or cannot agree on the mandates pronounced by ethics. However, the nature of pharmacy being what it is, we must have adequate control in order to protect the public from ignorance, incompetence, and lack of integrity in its practice.

In order that the force of law, where it is used as a basis for the control of pharmacy, might be better understood, it will be useful to review the derivation of its authority and the basis on which it rests. Generally speaking, a government may exercise certain basic powers which it has to regulate the lives and to preserve or to restrict the liberties of its citizens—the power to tax, the power to require the bearing of arms, the police power, etc. It is the police power and its application for the protection of the public health through the medium of the Board of Pharmacy that we are interested in here. The police power of the state can be properly exercised only for the protection of the public health, safety, welfare and morals of its citizens and for no other purpose. The legislatures in all of the states have employed this power to regulate the practice of pharmacy, and the courts throughout the land have determined that this is a proper application of the police power of the state. This has been necessary in order for the public to be adequately protected from ignorance, incompetence, and lack of integrity in the practice of pharmacy. This being true, the legislatures of the several states must avail themselves of the services of those who are conversant with these matters (e.g., pharmacists) in order that the public might be adequately protected. It is, then, for this purpose that

boards of pharmacy have been created in all states. As agents of the people they have been endowed with powers of varying latitude to regulate the practice of pharmacy in the public interest. These powers can be used for no other purpose. To do so would not only be illegal but would also constitute a betrayal of a public trust. It is important that these facts be remembered so that all board actions might be firmly lodged in public protection and not in a misdirected or thinly disguised personal or professional aggrandizement in the name of the protection of public health. Failure to strictly and impartially observe this restraint when professional problems arise or to aggressively pursue duty in the face of economic pressures undermines and destroys the privilege and right of self-regulation in the name of the state. It is with this background in mind that the Board desires to focus your attention on some of the problems with which it is faced and to explain in more detail a part of the action it has taken to resolve these problems.

Law Revision.

For more than twenty years the Board has periodically called to the attention of the pharmacists of the state the need for the modernization of our pharmacy laws. Our present laws were passed to deal with a situation which existed between 1881 and 1905. Our laws are inadequate to cope with the many problems which exist today and which have been characterized as represented in the phantom pharmacist and the unorthodox distribution mechanisms that presently exist and continue to arise every day. The Board simply does not have the tools with which to work in discharging its responsibilities to the public and to the profession. As was stated before, this matter has been brought to the attention of our pharmacists on numerous occasions during the past twenty years. More especially during the past three sessions of the Legislature have we attempted to create support among our pharmacists to get at least part of the modernization job done, but this support has either been passive or simply did not exist at all. So we are today exactly where we were twenty years ago in regard to this matter.

Supreme Court Decision.

Prior to March, 1958, the basic fundamentals of our pharmacy law had not received the scrutiny of our high court. Only a minor issue had been the subject of court interpretation. Although the Board felt that it knew what was intended by the law, in the absence of court interpretation it could not be sure since the Board's position was constantly being challenged by pharmacists, attorneys, and anyone else whose interest it served to place a different interpretation on the law from that held by the Board. In 1958 this was all settled. In that year a case brought by the Board was appealed to the Supreme Court. The facts in the case were that an unlicensed clerk with fourteen years experience filled a prescription for twelve half grain phenobarbital tablets while not under the immediate supervision of a pharmacist, but who could have called or consulted with one of two pharmacists then on duty at two other stores owned by the same person as the store in which the act occurred. In handing down the opinion in favor of the Board, the court made a number of significant statements, the substance of which is as follows:

- (1) Unquestionably, the General Assembly, in the exercise of the police power of the State, may regulate the practice of pharmacy . . .
- (2) The fact that the unlicensed clerk had had fourteen years experience in filling and compounding prescriptions as an aid to and under the supervision of a registered pharmacist is beside the point. If defendants said contention were accepted, the unlicensed person, in deciding whether he needed the advice or direction of a registered pharmacist, would necessarily be the sole judge of his own qualifications and competency . . . The construction contended for by defendants would write into the statute a provision it does not contain, namely, a provision to the effect that during the temporary absence of the licensed pharmacist an unlicensed person may conduct or have charge of the store.
- (3) These statutes are to be construed *in pari materia* and when so construed

provide that it shall be unlawful for any person not licensed as a pharmacist or assistant pharmacist to compound, dispense or sell at retail any drug, etc., upon the prescription of a physician or otherwise, or to compound physicians' prescriptions *except as an aid to and under the immediate supervision of a person licensed as a pharmacist or assistant pharmacist under this article.*

This case is perhaps the most significant thing that has happened to pharmacy in North Carolina in the past fifty years. In it the court said who could do what, when and where.

In 1947 the General Assembly of North Carolina passed the following resolution: "Whereas, the illegal practice of pharmacy involving the use of many dangerous drugs and the internal use of these drugs and medicines by the public is eminently dangerous to the public health and welfare—such illegal practice is hereby declared to be against public policy." The Board of Pharmacy cannot, nor does it desire, to escape the implications contained in the court decision and the legislature's pronouncement to discharge its responsibility to protect the public. On the contrary, the Board views these as mandates for the exercise of the police power in vocational control.

Practitioner Responsibility.

Registration as a pharmacist is not a right but a professional privilege. No one has a right to enter a profession, but he is privileged to do so under certain conditions. The conditions which must be met by a person entering a profession must also be observed as long as the privilege of remaining in the profession is exercised. U. S. Supreme Court Justice Cordozo said, "Membership (in a profession) is a privilege burdened with conditions. Compliance with (these conditions) is essential at the moment of admission, but (they are) equally essential afterwards. Whenever the conditions (are) broken, the privilege is lost." It might be added to what Justice Cordozo has said that failure to observe the conditions burdening membership in a profession, while at the same time attempting to exploit or

even enjoy the privileges thereof, results in the creation of a false situation in the form of an illegal monopoly at the public expense. This, of course, cannot stand. These things being true, it becomes immediately evident then that each pharmacist who holds the privilege of a license must assume the burden of obligation to protect the public from ignorance, incompetence, and lack of integrity to the same extent that the Board has the responsibility to see that he does it. This is the situation with which the Board finds itself faced.

It was stated earlier that repeated efforts had been made to equip the Board with the necessary tools to perform its function but that these had not been fruitful. However, the fact that we have failed to secure these needed changes in no way lessens the Board's obligation to the public. It was, therefore, necessary for the Board to find some other means whereby it could discharge its duty under the law.

Realizing that it could not foresee all possible situations which might arise in the control of the practice of pharmacy, the Legislature very wisely endowed the Board with the power to make certain rules and regulations. G. S. 90-57 states, in part, "The Board of Pharmacy shall have . . . power and authority . . . to adopt such rules, regulations, and bylaws . . . as may be necessary . . . for the discharge of the duties imposed under this article . . ." The Board has used this authority on numerous occasions to make definitions, to clarify or restrict practice acts, to prescribe practical experience requirements and for many other purposes. The most recent exercise of the rule making power of the Board was employed to require that, among other things, the pharmacist dispensing or immediately supervising the dispensing of a prescription indicate this on the prescription label by the use of the words "Filled by" or "Dispensed by" followed by the name of the pharmacist who filled or supervised the filling of the prescription. This regulation has stimulated considerable discussion. For that reason, most of the remainder of the report will be devoted to a clarification of the Board's purposes in adopting the regulation and an explanation of what it is hoped may be accomplished through its operation.

The immediate aim of the regulation is to enable the public to receive a positive representation that it has received what it is entitled to under the law. You will recall what the Supreme Court had to say on this matter. All of the information required by the new regulation to be placed on the label, with the exception of the representation of who filled the prescription, has customarily been placed on prescription labels in the past. The only thing that has been added is the certification of the pharmacist. In considering the propriety of making this latter requirement, the Board was reminded of the analogy that can be drawn between this and the practices in other professions. A lawyer signs documents he prepares. An architect signs his blueprints and specifications. Yes, a doctor signs his prescriptions. These are all certifications of the responsibility of the practitioner. Should the public be denied like certification when it has prescriptions filled? This, in effect, is what the regulation does—it simply certifies to the public that it is receiving what the law says it is entitled to receive.

The basic underlying principles and philosophies which prompted the Board to make the regulation have been dealt with above at some length. The mechanics of what is required and the requirements themselves are very simply met, although some who are doubtless motivated by self-interests might have led you to believe otherwise. As stated above, the required certification can be made simply by placing on the label (or an auxiliary label) "Filled or dispensed by" and the name of the pharmacist. This information may be printed, typed, rubber stamped, or written in longhand. It is simply the representation to the public that the Board is interested in. So much for legal control.

Profession.

We come now to the final force regulating vocational activity—profession.

The three generally recognized basic requirements prerequisite to profession are:

- (1) that practitioners acquire an intellectually based technique;
- (2) that practitioners assume a relationship of responsibility toward clients;

(3) that practitioners are organized into responsible associations, which set standards of practice and exert control over the action of their members through codes of ethics.

Your attention is invited in particular to Item 2—practitioner responsibility to client. This in profession is a duty, whereas it is a mandatory requirement in government or law. In either mechanism of vocational control, however, it is a requirement. How does this requirement relate to the phantom pharmacist as represented in the prescription call check in our large emporia of scrambled merchandise, and the discount house and supermarket? How does it relate to the unorthodox prescription mechanisms of the mail order prescription services, or the pick-up stations? In each and all of these the public gets what it believes is a commodity of commerce. It pays for what it believes is only a commodity of commerce. It sees no pharmacist making judgments on the Rx he fills. It sees no pharmacist to give it any special direction or advice on the use of its medication. There is no pharmacist to whom it might direct questions or from whom it might secure counsel and advice. There is only the gum chewing clerk, the over-anxious checkout girl, or the ever-faithful postman—all of whom say "five dollars, please." The phantom pharmacist—the man who may or may not be there. Is it very difficult to understand that even beyond certification to the public, the Board desires to relate pharmaceutical services to the pharmacist? We have come to charge many of the ills that face our profession to outside forces. There is no doubt that this charge is valid to an extent. But the fault for these things is ours and ours alone. It is purely and simply a matter of individual pharmacist responsibility. No pharmacy or drug store—no prescription department in a discount house or supermarket can be operated under the law in any state unless a pharmacist is there and "conducts or manages" this pharmacy, drug store, or prescription department. Whether he will sell his professional privilege for the conduct of some of these outlets or how he permits them to be operated is his responsibility. If there is no pharmacist, there can be no pharmacy, drug store, or

prescription department. This, too, is his responsibility. He cannot delegate nor can he abdicate this responsibility to any other person, be he owner or otherwise. This the Supreme Court has said and the Board will be sensitive to this dictum. Our situation demands that we relate the individual pharmacist to his professional service, as opposed to that of commodity distribution and that we make this an inseparable relationship over which this pharmacist has sole control. Professional responsibility to client is the only answer to the phantom pharmacist. Remember what Justice Cordozo said—"Membership (in a profession) is a privilege burdened with conditions. Whenever the conditions (are) broken, the privilege is lost."

BAILEY AND DIXON

ATTORNEYS AT LAW

RALEIGH, NORTH CAROLINA

August 8, 1962

North Carolina Board of Pharmacy

Post Office Box 471

Chapel Hill, North Carolina

In re: Annual Report

Gentlemen:

It is our pleasure to submit this our annual report of our activities as general counsel for the North Carolina Board of Pharmacy during the fiscal year of 1961-62.

The business of the Board of Pharmacy has been great in volume and varied in subject matter this past year, and the undersigned has been in attendance at all meetings and at many conferences in connection with the work of the Board. Many of the problems handled by the Board this year have been the same routine disciplinary cases. However, it is felt that these disciplinary cases should be declining more in volume than they seem to be. It is the feeling of this office that the members of the pharmaceutical profession may not have taken as seriously as they should some of their legal responsibilities, and, therefore, the number of disciplinary cases and variety of problems seems to be greater than would ordinarily be expected.

All cases involving a disciplinary action have been handled consistent with the authority delegated to the North Carolina

Board of Pharmacy by the legislature and with conscientious consideration given to the responsibilities placed upon the Board.

The rules and regulations of the Board have been reviewed from time to time during the year, and new rules have been promulgated which should bring about higher standards of practice among the pharmacists in the state and which should instill greater confidence in the pharmacists by the people who receive the services of this professional man. One of the important rules has been the new labeling law, and, although there have been many to speak out against the same, it is felt that this is certainly worthy of the attention of all for the purpose of improving the doctor-pharmacist-patient relationship.

This office is happy to have served the Board during the past year, and in spite of many unpleasant situations which have arisen and have been handled by the Board, it is felt that much has been accomplished even though at times it is apparent that we are only scratching the surface. We will continue to do all that we can to see that the law is enforced impartially, fairly and with vigor throughout the entire State of North Carolina.

Yours very truly,
BAILEY AND DIXON
J. Ruffin Bailey

JRB:st

Charlotte, N. C.
August 11, 1962

To: Members of the
North Carolina Board of Pharmacy
In re: Annual Report

I submit herewith my report for the period from May 1, 1961 to April 30, 1962 inclusive.

The following inspections and investigations were made:

| | |
|--------------------------|-------------|
| Retail Pharmacies | 1287 |
| Hospitals | 17 |
| Class 5 (Narcotic) | 61 |
| Sundry Stores | 9 |
| Manufacturers | 3 |
| Investigations | 44 |
| Total | <u>1421</u> |

During the period of this report I have attended all regular meetings of the Board and two examinations held during this time.

Respectfully submitted,
John B. Balas

Inspection and Law Enforcement

The Board finds it necessary to again call attention to its needs particularly in the area of personnel. Presently there is only one inspector to cover the entire state. Attorney Bailey called attention to the fact that it appears that the Board is "only scratching the surface." The lack of adequate personnel is one of the reasons for this. The demands for services (both in volume and variety) made upon the Board have increased immensely during the past ten years. This demand has now reached the point where it cannot be fully satisfied. The reason for this is lack of personnel. The deficiency of personnel is caused, as was pointed out last year, by the Board's inability at present to finance any expansion in this area. The revenue of the Board remains essentially what it was ten years ago. Due to the expansion in the demand for services and the increase in the cost of rendering these services, the cost of Board operation has increased 44% during the ten year period. The Board is presently having to adjust its activities to its income and occasionally it operates at a loss. If a need for a given service, particularly in the area of law enforcement, goes unsatisfied some other means will be found to meet the need. This is already beginning to occur. It is understood that the State Bureau of Investigation has four agents assigned to drug control work. Presently the activities of these agents is directed to nonprofessional, illicit channels of distribution. If the profession fails to adequately police its own ranks, there is no alternative but for this function to be taken over by other agencies. The profession is best equipped to police its own ranks, but this can be done only through adequate financing. The Board urges that careful consideration again be given to the recommendations made last year.

**REPORT ON AUDIT
OF NORTH CAROLINA BOARD OF PHARMACY**

CHAPEL HILL, N. C.

May 1, 1961 to April 30, 1962

BOARD MEMBERS

| | |
|-------------------------|---------------|
| Roger A. McDuffie..... | Greensboro |
| R. N. Watson..... | Sanford |
| Harold V. Day..... | Spruce Pine |
| Frank W. Dayvault..... | Lenoir |
| N. O. McDowell, Jr..... | Scotland Neck |

OFFICERS

| | |
|------------------------|----------------|
| Roger A. McDuffie..... | President |
| R. N. Watson..... | Vice President |
| H. C. McAllister..... | Sec.-Treas. |

RAYMOND L. PRICE
CERTIFIED PUBLIC ACCOUNTANT
609 Commercial Building

RALEIGH, N. C.

June 2, 1962

To The Officers & Members of the
North Carolina Board of Pharmacy:

Gentlemen:

As requested, we have made an audit of the financial records of Mr. H. C. McAllister, Secretary-Treasurer of the North Carolina Board of Pharmacy, for the period from May 1, 1961 to April 30, 1962, and the attached Statement of Cash Receipts & Disbursements presents a summary of Operations for the fiscal year.

All Receipts entered on the Cash Book were in agreement with duplicate receipts on file and were properly deposited in the bank. Disbursements for the fiscal year were made for apparently proper purposes and are supported by signed, paid checks, receipted bills, etc.

The Balance On Hand at April 30, 1962 consists of the following:

Cash in Banks:

| | | |
|--|-------------|-------------|
| The Bank of Chapel Hill..... | \$21,515.71 | |
| The University Nat'l Bank of Chapel Hill (Savings)..... | 10,494.59 | \$32,010.30 |

Investments:

| | |
|--|--------------------|
| U. S. Treasury Bonds (2½%) | 5,000.00 |
| Total Balance April 30, 1962..... | \$37,010.30 |

The Cash in Banks was reconciled and verified. The five U. S. Treasury Bonds of \$1,000.00 each were inspected.

The fidelity bond for the Secretary & Treasurer, in the amount of \$5,000.00, has been continued to October 1, 1962. Two fire insurance policies of \$2,500.00 each, or a total of \$5,000.00 on office equipment, were examined.

The records, as heretofore, are in splendid condition and no difficulty was experienced in the verification thereof. In the course of the examination, all books, records and papers were placed at our disposal and every assistance rendered and courtesy extended that would facilitate our work.

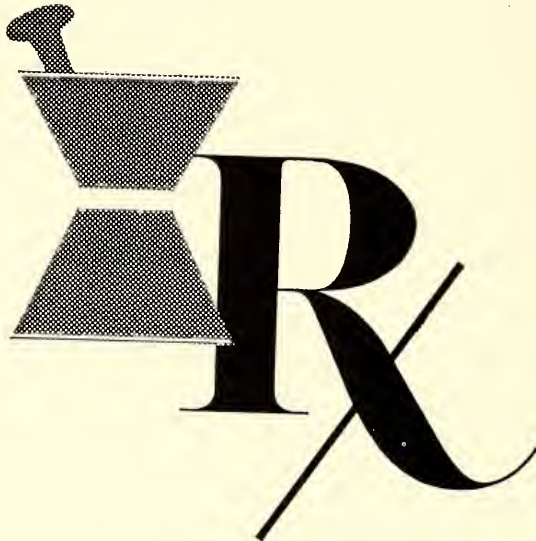
Respectfully submitted,
R. L. Price
Certified Public Accountant

THE CAROLINA JOURNAL OF PHARMACY
 NORTH CAROLINA BOARD OF PHARMACY
 Chapel Hill, North Carolina
 CASH RECEIPTS AND DISBURSEMENTS

From May 1, 1961 to April 30, 1962

RECEIPTS

| | |
|--|--------------------|
| Pharmacists Renewal Licenses | \$19,980.00 |
| Asst. Pharmacists Renewal Licenses | 255.00 |
| Physician Renewal Licenses | 35.00 |
| Pharmacist Re-registrations | 315.00 |
| Examination Fees | 915.00 |
| Reciprocal Registrations | 975.00 |
| Drug Store Permits—Originals | 2,450.00 |
| Drug Store Permits—Renewals | 14,790.00 |
| Drug Store Re-registrations | 200.00 |
| Drug Store Listings | 36.00 |
| Sale of Poison Registers | 580.06 |
| Sale of Supplies | 198.61 |
| Returned Checks Collected | 190.00 |
| Certificate Grades \$17.00, Overpayments \$58.90 | 75.90 |
| Interest: On Bonds \$125.00, On Savings \$385.89 | 510.89 |
| Miscellaneous | 44.00 |
| <i>Total Receipts</i> | <u>\$41,550.46</u> |
| <i>Balance May 1, 1961</i> | 36,440.82 |
| <i>Total Receipts & Balance</i> | <u>\$77,991.28</u> |



DISBURSEMENTS

| | | |
|--|-------------|-------------|
| <i>Salaries:</i> | | |
| Secretary & Treasurer | \$ 8,000.00 | |
| Office Assistants | 6,827.00 | \$14,827.00 |
| <hr/> | | |
| <i>Office Expense:</i> | | |
| Rent | 900.00 | |
| Telephone | 489.84 | |
| Supplies | 518.42 | |
| Postage | 879.55 | |
| Printing | 1,950.10 | |
| Equipment | 5.99 | 4,743.90 |
| <hr/> | | |
| <i>Inspection Expense:</i> | | |
| Salaries | 5,700.00 | |
| Travel Expense | 4,120.00 | |
| Legal Expense: Attorney | 3,000.00 | |
| All Other | 71.50 | 12,891.50 |
| <hr/> | | |
| <i>Board Meetings:</i> | | |
| Per Diem \$1,460.00, Expense \$2,056.81 | 3,516.81 | |
| Examination Material & Expense | 154.65 | 3,671.46 |
| <hr/> | | |
| <i>Miscellaneous Expense:</i> | | |
| Attending Meetings | 2,416.96 | |
| Lettering Certificates | 174.00 | |
| Health & Accident Insurance | 221.75 | |
| Social Security Taxes | 537.89 | |
| Publishing Annual Report | 772.99 | |
| Credit Reports \$152.50, Audit \$125.00 | 277.50 | |
| Dues \$91.00, Bond Premium \$20.00 | 111.00 | |
| Fire Insurance \$38.37, Intangible Tax \$15.40 | 53.77 | |
| Returned Checks | 192.35 | |
| Refunds | 58.90 | |
| All Other | 30.01 | 4,847.12 |
| <hr/> | | |
| <i>Total Disbursements</i> | | \$40,980.98 |
| <hr/> | | |
| <i>Balances April 30, 1962:</i> | | |
| The Bank of Chapel Hill | 21,515.71 | |
| The University Nat'l Bank (Savings) | 10,494.59 | |
| Investments: U. S. Treas. Bonds | 5,000.00 | 37,010.30 |
| <hr/> | | |
| <i>Total Disbursements & Balances</i> | | \$77,991.28 |
| <hr/> | | |

List of Registered Pharmacists

Revised August 1, 1962

The registration number immediately precedes the name of the pharmacist. The state of original registration appears in () after the names of those pharmacists registered by reciprocity. The year immediately preceding the location of the pharmacist is the year of registration.

Please notify the Secretary promptly of any errors or change in address.

A

4104. Ackerman, Harvey 1958
Douglaston, N. Y.
2161. Adair, W. H. (Ala.) 1924 Roxboro
4249. Adams, C. E. (S.C.) 1959
Fuquay Springs
2207. Adams, E. E. 1924 Lincolnton
3496. Adams, J. W. 1951 Asheville
3929. Adams, L. D. 1956 Mt. Holly
2503. Adams, W. J. 1929 Murphy
2653. Adams, W. R. 1933 Carolina Beach
3930. Adams, W. R., Jr. 1956 Wilson
3357. Adelson, I. (Va.) 1950
Newport News, Va.
3966. Adelstein, Jerome (Ohio) 1956
Greensboro
2974. Adkinson, N. F. 1941 Avondale
3518. Agnew, Ruth Elizabeth (Ga.)
1951 Atlanta, Ga.
3590. Ahlin, Bjorn (S.C.) 1952 Sylva
1784. Aiken, J. H., Jr. 1914 Asheville
4041. Airheart, J. W. (Ga.) 1957 Concord
3835. Akins, F. T., Jr. (Ga.) 1955
Asheville
3181. Allbright, G. B., Jr. 1947 Salisbury
2118. Alderman, Jacob Leroy 1923 Rolesville
4263. Allen, B. T. 1960 Raleigh
1838. Allen, H. H. 1915 Cherryville
3027. Allen, H. H., Jr. 1943 Cherryville
2865. Allen, J. W. 1939 Charlotte
3454. Allen, R. E. 1951 Hickory
3455. Allen, W. F. 1951 Cherryville
2937. Allgood, W. W. 1941 Roxboro
2552. Allison, J. B. (Ga.)
1930 Lancaster, S. C.
3847. Alphin, Barbara (Mrs.) 1955
Richmond, Va.
3961. Altschul, J. A. (Ohio) 1956
Greensboro
4096. Ameen, J. U. (S.C.) 1958 Gastonia
3931. Ammons, D. L. 1956 Salisbury
4505. Ammons, J. A. (Ga.) 1962
Maryville, Tenn.
3842. Ammons, R. M. 1955 Red Springs
3619. Anders, G. H. 1953
Chapel Hill
4436. Anderson, A. A. (Ga.)
1961 Martinsville, Va.
3280. Anderson, E. R., Jr., 1949 High Point
4059. Anderson, J. W. 1958 Norfolk, Va.
2470. Andes, G. E. (Va.) 1929 Wadesboro
1346. Andrews, C. McD. 1907 Burlington
1702. Andrews, J. P. 1913 Winston-Salem
3932. Andrews, J. W. 1956 Winston-Salem
1739. Andrews, R. H. 1914 Burlington
4060. Arena, J. E. 1958 Durham
2654. Arnold, B. D. 1933 Raleigh
2048. Arps, E. G. 1921 Plymouth
1864. Arps, P. M. 1916 Plymouth
4190. Artemes, A. L. (S.C.) 1959 Charlotte
2471. Artice, A. R. (Pa.) (col.)
1928 Newport News, Va.
3875. Ashworth, R. H. 1955 Cary
3415. Atkinson, M. J. (S.C.)
1950 Lumberton
4451. Aucello, Frances (Conn.) 1961
Fayetteville
3163. Aull, Betty H. (Mrs. A. H.)
1947 Jonesboro, Ga.
4150. Austell, R. L. 1959 Shelby
2449. Austin, B. N. 1928 W. Jefferson
4015. Austraw, R. F. (Md.) 1957 Asheville
2280. Avner, Samuel 1925 Montgomery, Ala.

B

4341. Bailey, C. D. (Va.) 1960 Narrows, Va.
2212. Bain, J. D. 1924 Clayton
3548. Bain, J. D., Jr. 1952 Clayton
3630. Bain, M. McG. (Tenn.) 1953 Wilson
2216. Baker, E. R. (col.) 1924
Rocky Mount
3329. Baker, J. H. 1950 Winfall
2051. Baker, W. P. 1921 Raeford
3729. Balas, J. B. (Pa.) 1954 Charlotte
3986. Ball, H. L. 1957 Fayetteville
2499. Ballance, G. H. 1929 Alexandria, Va.
3964. Bane, G. H. (S.C.) 1956 Concord
3519. Banner, R. D. (Kan.)
1951 Spruce Pine

4264. Barber, Cecilia S. (Mrs.) 1960
Winston-Salem
3987. Barber, R. E. 1957 Durham
4265. Barber, R. W. 1960 Raleigh
2405. Barbour, J. P. 1927 Burlington
3988. Barbour, J. P., Jr. 1957 Burlington
4461. Barbour, R. L. 1962 Burlington
3733. Barbrey, H. S., Jr. 1954 Raleigh
2573. Barefoot, L. G. 1931 Asheville
4062. Barger, C. G. 1958 Gibsonville
4361. Barlow, E. R. (Ala.) 1961 Durham
3117. Barnes, H. J. (Miss.) 1946
Portsmouth, Va.
4511. Barnes, Minnie B. 1962 Charlotte
3979. Barnett, C. M. (Va.) 1956 Henderson
3456. Barnett, Frank, Jr. 1951 Henderson
3549. Barnett, J. 1952 Henderson
2462. Barnhardt, M. R. 1928 Rockwell
4343. Barr, G. H. (Va.) 1960 Wake Forest
4342. Barr, Nancy G. (Va.) 1960 Richmond,
Va.
1959. Barrett, R. E. 1917 Burlington
2912. Barringer, H. A. 1940 Concord
4019. Barringer, J. M. 1957 Carthage
4310. Bartlett, J. B. 1960 Durham
3494. Barton, W. H. (Ga.) 1951
Pleasant Garden
2818. Basart, J. M. 1938 New Bern
4048. Bass, G. M. (Ill.) 1957 Albion, Ill.
4260. Batten, W. M. (W.Va.) 1960
Elizabeth City
3734. Bauguess, C. T., Jr. 1954 Chapel Hill
4266. Beale, G. W., Jr. 1960 Broadway
4151. Beale, J. J., Jr. 1959 Graham
3041. Beam, W. G. 1944 Roanoke, Va.
3550. Beason, R. H. 1952 Boiling Springs
3013. Beavans, S. C. 1943 Enfield
4503. Beaver, J. R. (Va.) 1962
Roanoke Rapids
3116. Beck, A. L., Jr. (S.C.)
1946 Hendersonville
3162. Beck, Q. H. (S.C.)
1947 Hendersonville
3151. Beck, W. C. (S.C.)
1946 Hendersonville
3551. Beddingfield, B. B. 1952 Greenville
1904. Beddingfield, C. H. 1917 Clayton
3073. Beddingfield, C. H., Jr. 1945 Clayton
4462. Bell, Barbara Jane 1962 Raleigh
4463. Bell, Barry 1962 Gastonia
4464. Bell, C. D. 1962 Winston-Salem
1686. Bell, F. R. 1912 Beaufort
2551. Bell, H. C. 1930 Gastonia
2725. Bell, L. R. 1936 Tarboro
3602. Belton, C. N. (Ga.)
1952 Mt. Airy
2458. Bender, W. M. K. 1928 Fayetteville
3361. Bennett, D. L. 1950 Albemarle
1638. Bennett, K. E. 1912 Bryson City
3552. Bennick, J. E. 1952 Lenoir
3281. Benson, H. O. 1949 Tryon
3867. Benson, L. M., Jr. (S.C.)
1955 Charlotte
4465. Benthall, A. W. 1962 Carthage
2128. Best, J. H. 1923 Greensboro
4311. Bialiek, S. L. 1960 Brooklyn, N. Y.
3924. Bias, W. C. (W.Va.) 1956 Wadesboro
1450. Biggs, J. W. 1909 Williamston
3004. Biggs, J. W. S. 1942 Greenville
3248. Bigham, J. H. (S.C.) 1948 Charlotte
1640. Birmingham, J. S. 1912 Hamlet
3864. Bishop, E. L., Jr. (Miss.) 1955
Asheville
3638. Bishop, H. T. (W.Va.) 1953
Wilmington
4267. Bishop, R. E. 1960 Kinston
3782. Bissett, D. H. 1955 Lumberton
2135. Bissette, P. B. (Va.) 1923 Wilson
3186. Bissette, P. B., Jr. 1947 Wilson
3614. Bius, J. H. (Ga.) 1953 Raleigh
2002. Bizzell, H. L. 1920 Charlotte
3187. Black, Eleanor Holden (Mrs. S. N.)
1947 Ormond Beach, Fla.
2454. Black, F. L. 1928 Charlotte
2408. Black, O. R. (Ariz.)
1927 Bessemer City
3009. Black, Samuel (Fla.)
1942 Hollywood, Fla.
3074. Black, S. N. 1945 Ormond Beach, Fla.
3783. Black, W. E. 1955 Concord
3277. Blackmore, N. J. (Ind.)
1949 Wilmington
2340. Blades, M. W. 1926 Apex
4512. Blanchard, N. P., Jr. 1962
Jacksonville
3647. Bland, J. F. 1953 High Point
4020. Bland, Miriam (col.) 1957 Sanford
2337. Blanton, C. D. 1926 Kings Mountain
3648. Blanton, C. D., Jr.
1953 Kings Mountain
3830. Blanton, R. P. (S.C.) 1955 Asheville
2977. Blower, Anna Burks (Mrs. E. R.)
1941 Akron, Ohio
2324. Blue, D. A. 1926 Carthage
4446. Boatright, J. D. (Ga.) 1961
Morgantown

1980. Bobbitt, A. B. 1919 Winston-Salem
 2671. Bobbitt, H. F. 1934 Glen Alpine
 3118. Boger, R. A. (Ga.) 1946 New Bern
 2409. Bolinger, C. E. (Ga.) 1927 Asheville
 4105. Bolton, J. C., III, 1958 Woodland
 2575. Bolton, R. B. 1931 Rich Square
 1721. Bonner, Brem 1913 Sarasota, Fla.
 4370. Bonner, Sylvia M. 1961 Durham
 3784. Booker, Elsie (Mrs.) 1955 Chapel Hill
 1231. Boone, D. L. 1905 Durham
 3042. Boone, W. T. 1944 Ahoskie
 2708. Booth, G. D. (S.C.) 1936 Durham
 4252. Booth, J. D. (S.C.) 1959 Miami, Fla.
 3014. Borders, M. L., Jr. 1943 Chadbourn
 4513. Bornmann, S. D. 1962 Daytona Beach
 Fla.
 3649. Bostian, T. R. 1953 Kannapolis
 4152. Bostic, R. A. 1959 Beulaville
 4228. Borodkin, Yung 1959 Danville, Pa.
 3423. Boulware, R. H. (S.C.)
 1951 Rock Hill, S. C.
 4371. Bowen, N. G. 1961 Durham
 3331. Bowers, J. C. 1950 Lineolnton
 4312. Bowers, J. R. 1960 Bethel
 2828. Bowman, C. E. 1938 Conover
 1843. Boyce, J. B., Jr. 1915 Warrenton
 4313. Boyd, A. C. 1960 Greensboro
 4243. Boyd, J. H. (S.C.) 1959 St. Pauls
 2845. Boyd, S. B. 1939 Mt. Olive
 3450. Boyd, W. T. (Wyo.) 1951
 N. Wilkesboro
 3362. Boyles, J. H. 1950 Atlanta, Ga.
 4351. Bracker, D. C. (Penn.) 1960
 Greensboro
 3735. Bradley, W. V., Jr. 1954 Kannapolis
 4421. Bradshaw, C. F. 1961 Rocky Mount
 2384. Bradshaw, E. L. 1927 Kinston
 3843. Bradshaw, E. L., Jr. 1955 Kinston
 4466. Bradsher, A. L., Jr. 1962 Durham
 4016. Bradsher, H. T. (Mo.)
 1957 High Point
 3698. Braman, William Collins (La.)
 1954 Asheville
 2650. Brame, M. M. 1933 High Point
 2772. Brame, P. A. 1937 N. Wilkesboro
 2959. Brame, R. M., Jr. 1941 N. Wilkesboro
 4153. Branam, C. L. 1959 Winston-Salem
 4535. Branch, P. E. (Tenn.) 1962 Boone
 3544. Brandon, L. R. (S.C.)
 1952 Hildebran
 4415. Brannon, J. L., Jr. (Ill.) 1961
 Chapel Hill
 2534. Brantley, J. C., Jr. 1930 Raleigh
 1786. Brantley, P. C. 1914 Wendell
 3259. Brantley, W. C. 1949 Winston-Salem
 3271. Brauer, Evelyn S. (Mrs.)
 1949 Jersey City, N. J.
 4143. Brazell, M. B. (Ga.) 1959
 Warner Robins, Ga.
 3701. Brecht, Dorothy V. (Minn.)
 1954 Minneapolis, Minn.
 3069. Brecht, E. A., Jr. 1944 Chapel Hill
 1393. Bretsch, Albert 1908 Southern Pines
 3028. Brewer, Marsha Hood 1943 Pink Hill
 1781. Brewer, S. O. 1914 Durham
 3031. Brewer, S. O., Jr. 1943 Durham
 3928. Brickle, R. M. (S.C.) 1956 Charlotte
 3773. Bridges, A. R. (Ga.)
 1954 Rutherfordton
 3225. Brinkley, C. S. 1948 Kernersville
 2636. Brison, J. E. (S.C.) 1933 Gastonia
 2021. Brison, S. P. (S.C.) 1920 Belmont
 3488. Brisson, Edward (S.C.)
 1951 St. Pauls
 3427. Brisson, L. C. 1951 Fayetteville
 3135. Britt, G. H. 1947 Raleigh
 3650. Britt, R. T. 1953 Raleigh
 3276. Britt, W. O., Jr. (Ga.)
 1949 Roanoke Rapids
 4498. Britton, L. B., Jr. (S.C.) 1962
 Rockingham
 2461. Brodie, T. L. 1928 Fayetteville
 3553. Brooks, B. C. 1952 Fayetteville
 2063. Brooks, F. G. 1921 Siler City
 3785. Brooks, F. G., Jr. 1955 Siler City
 3124. Brooks, H. R. 1946 Goldston
 3363. Brookshire, J. E. 1950 Winston-Salem
 2208. Brookshire, L. P. 1924 Asheville
 3015. Brookshire, L. B. 1943 Asheville
 3428. Brothers, A. E. 1951 Elizabeth City
 2574. Brown, B. C. 1931 Wilmington
 3089. Brown, C. G. (Ga.)
 1944 Roanoke, Ala.
 3554. Brown, E. T. 1952 Chapel Hill
 3190. Brown, Ellen M. (Mrs. Wm. C.)
 1947 Greensboro
 4106. Brown, H. P. 1958 High Point
 3157. Brown, J. H. (Ga.) 1946 China
 Grove
 3019. Brown, Mary G. (Mrs.)
 1943 Deerfield Beach, Fla.
 3982. Brown, M. L. (Colo.) 1957 Fletcher
 3226. Brown, W. C. 1948 Greensboro
 2913. Browning, A. C. 1940 Greensboro
 1394. Browning, B. H. 1908 Littleton
 2501. Browning, D. B. 1929 Kinston
 1590. Browning, H. R. 1911 Wilson
 4268. Browning, J. F., Jr. 1960 Graham

4467. Browning, Sarah (Mrs.) 1962 Chapel Hill
3643. Bruce, E. W. (S.C.) 1953 Charlotte
2853. Bruce, T. M. 1939 Hot Springs
4063. Brummitt, R. E. 1958 Raleigh
2316. Bryan, R. B. 1926 Belmont
1200. Bryan, W. D. 1904 Tarboro
3498. Bryant, Alvin 1951 Durham
4380. Bryson, Nancy F. (Mrs.) 1961 Jacksonville, Fla.
4372. Bryson, V. D. 1961 Jacksonville, Fla.
4506. Bubin, B. J. (Tenn.) 1962 Chapel Hill
3445. Buchanan, Christine T. 1951 Boise, Idaho
2645. Buchanan, E. W. 1933 Greensboro
2808. Buchanan, E. C. 1938 Kinston
2352. Buchanan, G. G. 1926 Greensboro
2676. Buchanan, R. A. 1934 Greensboro
3642. Buckner, J. J. (S.C.) 1953 Blacksburg, S. C.
4051. Buckner, W. B. (S.C.) 1957 Statesville
1284. Buhamann, Walter 1905 Asheville
4154. Buie, W. M. 1959 Winston-Salem
2779. Bullard, R. E. 1937 Spring Lake
4269. Bullock, B. W. 1960 Durham
4155. Bullock, J. C., Jr. 1959 Wilmington
4064. Bumgardner, Shirley W. 1958 Norfolk, Va.
2651. Bunch, L. E. 1933 Carolina Beach
3968. Bundy, J. A. 1956 High Point
2745. Bunn, R. S. 1936 Elizabeth City
4054. Burch, E. U. (Ga.) 1958 Andrews
3898. Burgiss, Thomas 1956 Elkin
2259. Burgiss, T. R. 1925 Sparta
2789. Burlage, H. M. (Wash.) 1937 Austin, Texas
1650. Burnett, J. P. 1912 Whitakers
3016. Burnett, J. P., Jr. 1943 Rocky Mount
4443. Burney, H. M. (D. C.) 1961 Winston-Salem
2858. Burris, L. R. 1939 Valdese
3555. Burris, L. R., Jr. 1952 Valdese
3228. Burrus, B. M. 1948 Canton
2165. Burrus, S. B. (Ga.) 1923 Canton
3984. Burton, J. D. (Ala.) 1957 Reidsville
2544. Burt, M. S. 1930 Durham
4438. Burton, J. T. (Ga.) 1961 Mebane
4507. Burton, Spurgenia (Mrs.) (Ga.) 1962 Cedar Grove
1681. Burwell, W. A. 1912 Raleigh
3526. Busbee, J. A. (S.C.) 1951 Claremont
3520. Bush, W. E. (Ga.) 1951 Decatur, Ga.
1872. Butler, A. B. 1916 Clinton
4204. Butler, J. G. 1959 Shelby
3008. Butler, Josephine E. (Mrs. G. B.) 1942 Gainesville, Fla.
4107. Butler, R. D. 1958 Tryon
2450. Bynum, C. W. 1928 New Bern

C

2914. Cable, M. LeR. 1940 Black Mountain
4413. Caddell, B. C. (S.C.) 1961 Waxhaw
2225. Cagle, C. V. (Ga.) 1924 Greensboro
2473. Cain, C. M. (S.C.) 1929 Henrietta
2050. Cain, L. D. 1921 Landis
4363. Caisse, G. W. (Mass.) 1961 St. Petersburg, Fla.
4514. Caldwell, H. C., Jr. 1962 Mooresville
2292. Caldwell, P. L. (Ga.) 1925 Faison
4142. Calhoun, Katherine D. (S.C.) 1959 Lake Junaluska
4409. Calhoun, R. M. (S.C.) 1961 High Point
3364. Callahan, Virginia L. (Mrs.) 1950 Asheville
3876. Callicutt, R. D. 1955 Thomasville
3989. Cameron, Marcus 1957 Sanford
2637. Cameron, W. L. (S.C.) 1933 Vass
3651. Campbell, C. C. 1953 Maiden
2962. Campbell, E. G., Jr. 1941 Rocky Mount
2219. Campbell, F. E. 1924 Hamlet
1894. Campbell, H. T. 1916 Maiden
3260. Campbell, Lena Silver (Mrs.) 1949 Arlington, Va.
1955. Campbell, R. B. 1917 Taylorsville
3652. Campbell, R. B., Jr., 1953 Taylorsville
3051. Canady, M. S. 1944 Four Oaks
1706. Canady, R. C. 1913 Four Oaks
1837. Canady, W. H. 1915 Wichita Falls, Tex.
3125. Canipe, J. C., Jr. 1946 Charlotte
3246. Cannon, C. C. (S.C.) 1948 Durham
2823. Capps, E. U. 1938 Ahsokie
2502. Cardell, J. C. 1929 Lenoir
3592. Carmel, H. L. (Conn.) 1952 Wash., D. C.
3543. Carpenter, G. A. (S.C.) 1952 Durham
4065. Carraway, E. L., Jr. 1958 Windsor
4156. Carraway, Loretta J. (Mrs.) 1959 Windsor
4061. Carriker, Loretta B. (Mrs.) 1958 Charlotte
3641. Carroll, G. L. (S.C.) 1953 Wilmington
2617. Carroll, W. W. 1932 Dunn
2331. Carswell, A. P. 1926 Durham
3017. Carswell, J. H. 1943 Chapel Hill

4314. Carswell, Virgilia H. 1960
Providence Forge, Va.
4108. Carter, D. K. 1958 Lowell
4337. Carter, Jane C. (Mrs.) (Ga.)
1960 Mars Hill
4205. Carter, L. C. 1959 Sanford
3556. Carter, L. H. 1952 Asheboro
4109. Carter, Harold 1958 Boulder, Colo.
3457. Carter, R. E., Jr. 1951 Wilmington
1659. Carter, Stamey 1912 Salisbury
3844. Carter, W. A. 1955 Gastonia
3084. Caruthers, M. R. 1945 Burlington
3871. Cash, J. E. (S.C.) 1955 Rutherfordton
3458. Cash, W. D. 1951 N. Y. C.
1787. Cassel, A. S. 1914 Moravian Falls
3247. Cates, L. R. (S.C.)
1948 Blacksburg, S. C.
2900. Caudill, Altajane H. (Mrs. J.)
1940 Elizabethtown, Tenn.
3164. Caudle, Virginia 1947 Winston-Salem
2831. Causey, J. H. 1938 Burnsville
3283. Cavanaugh, S. MacD. 1949 Rose Hill
4206. Caviness, Edith Ann 1959 Rockingham
2326. Champion, H. C. 1926 Rutherfordton
2274. Champion, H. O. 1925 Waynesville
2555. Chandler, E. O. (Va.) 1930 Leaksville
3429. Chandler, J. W. 1951 Draper
4066. Chandler, Peggy B. (Mrs.)
1958 Kannapolis
2920. Chandley, A. B. 1940 Asheville
4110. Chapman, D. K. 1958 Winston-Salem
2744. Chapman, H. C. 1936 Durham
1775. Chappell, J. C. 1914 Raleigh
4021. Charles, F. R. 1957 Charlotte
4022. Charney, G. B. 1957 Brooklyn, N. Y.
3545. Cheatham, A. B. (Va.)
1952 Wilmington
1453. Cherry, J. L. 1909 Charlotte
1562. Cherry, W. C. 1910 High Point
4023. Cherson, Arnold 1957 Greensboro
4270. Christensen, C. V. 1960 Charlotte
4271. Chronister, D. L. 1960 Hickory
2711. Civil, J. K. (S.C.) 1935 Charlotte
2683. Clapp, E. B. 1934 Newton
2668. Clark, C. B., Jr. 1934 Williamston
4301. Clark, D. C. (S.C.) 1960 Boonville
2978. Clark, G. E. 1941 Warsaw
4373. Clark, H. M. 1961 Goldsboro
2341. Clark, W. A. 1926 Hope Mills
3786. Clarkin, J. R., Jr. 1955 Hamlet
4157. Clay, A. S. 1959 Durham
4315. Clay, J. B. 1960 Oxford
2392. Clayton, A. W., Jr. 1927 Durham
3229. Claytor, D. D. 1948 Greensboro
3557. Clelland, Alec W., Jr.
1952 Fayetteville
3921. Clelland, Susan (Mrs.) (S.C.)
1956 Fayetteville
4354. Clifton, W. H. (S.C.) 1960 Gastonia
3670. Clinard, Betty S. (Mrs.) 1953
Charlotte
2205. Cline, C. E. 1924 New Orleans, La.
1999. Cline, F. H. 1920 Charlotte
3459. Clodfelter, W. A., Jr. 1951 Ahsokie
3492. Cloer, R. A. (Ga.) 1951 Franklin
2042. Cobb, J. L. 1921 High Point
3353. Cobb, T. E. (Ala.)
1950 Lake City, Fla.
4410. Cobb, W. R. (Ala.) 1961 Greensboro
3603. Coble, G. S. (S.C.) 1952 Stanley
2608. Coble, J. C. 1932 Greensboro
2747. Cochrane, A. L., Jr. 1936 Jackson
3620. Cocolas, G. H. 1953 Chapel Hill
3500. Coffee, H. M. 1951 Thomasville
4189. Coffey, R. A. (Va.)
1959 Jonesville, Va.
3558. Cogdell, H. P. 1952 Kenly
3787. Cohen, R. I. 1955 Kinston
3653. Cole, A. F., Jr. 1953 Roxboro
2226. Cole, T. R. (Ga.) 1924 Sanford
4040. Coleman, C. C. (col.) (Va.)
1957 Raleigh
3990. Coleman, R. A. 1957 Graham
4024. Coley, W. N. 1957 Raeford
2886. Colina, G. D. (S.C.) 1940 Charlotte
3091. Collette, R. W. (S.C.)
1945 Mocksville
4338. Collier, B. J. (Ark.) 1960 Jacksonville
3085. Collier, H. B.
1945 St. Petersburg, Fla.
3366. Collier, W. T. 1950 Greenville, S. C.
3284. Collins, B. F., Jr. 1949 Greensboro
3288. Collins, Doris M. (Mrs.)
1949 Greensboro
4448. Collins, J. D. (S.C.) 1961 Thomasville
3460. Collins, R. E. 1951 Statesville
4067. Comstock, S. E. 1958 Charlotte
2542. Connell, J. P. B. 1930 Henderson
4437. Connelly, D. A. (S.C.) 1961
Greenville, S. C.
1981. Cooke, D. B. (col.) (Tenn.)
1919 Weldon
2876. Cooke, H. M., Jr. 1939 Winston-Salem
4101. Cooke, Lucius (S.C.)
1958 Rutherfordton
4309. Cooke, R. R. (S.C.) 1960 Camden, S.C.
4193. Cooley, G. A. (Va.) 1959 Smithfield
4468. Cooper, G. S. 1962 Lexington

1900. Copeland, R. R. 1916 Ahoskie
 1667. Coppedge, J. B. 1912 Charlotte
 4272. Coppedge, R. F., Jr. 1960 Asheville
 4068. Copses, C. P. 1958 Charlotte
 4442. Copses, J. P. 1961 Charlotte
 3107. Corbett, Muriel U. (Mrs.)
 1945 Lake Charles, La.
 4137. Corbitt, Homer Verlon (Ga.)
 1958 Charlotte
 2777. Cornwell, A. H. 1937 Lincolnton
 2669. Cornwell, G. T. 1934 Morganton
 3075. Corwith, F. H. 1945
 Southampton, N. Y.
 4069. Courts, B. C. 1958 Chapel Hill
 4111. Courts, Ellyn G. (Mrs.)
 1958 Chapel Hill
 4207. Cowan, Leo Braughton 1959 Sylva
 4273. Cowan, M. R. 1960 Washington
 3140. Cowan, W. L. (S.C.) 1946 Forest City
 4253. Coward, B. T. (S.C.) 1959 Kannapolis
 1452. Cox, M. H. 1909 Asheville
 4441. Cox, R. L. (W. Va.) 1961
 Bluefield, W. Va.
 2138. Cox, R. O. (Mich.)
 1923 Winston-Salem
 2925. Cox, Rubert 1940 Dunn
 2992. Cox, Ruth M. (Mrs.)
 1942 Winston-Salem
 3252. Craft, R. E. (S.C.)
 1948 Gastonia
 2825. Craig, L. B. 1938 Aberdeen
 3640. Craig, W. D., Jr. (S.C.)
 1953 Charlotte
 2276. Craig, W. F. 1925 Charlotte
 1684. Craven, C. H. 1912 Raleigh
 2864. Crawford, H. D. 1939 Swannanoa
 4374. Creech, H. W. 1961 New Bern
 2822. Creech, J. L. 1938 Smithfield
 2699. Creech, L. R. 1935 Oxford
 3736. Creech, W. G. 1954 Selma
 2623. Creech, W. H. 1932 Selma
 3933. Creekmore, R. L. 1956 Acme
 3834. Creticos, S. P. (S.C.)
 1955 Charleston, S. C.
 4158. Crevar, George Edward 1959
 Memphis, Tenn.
 3608. Crispens, W. E. (Md.)
 1952 Portsmouth, Va.
 4246. Crocker, A. A., Jr. (S.C.)
 1959 Greer, S. C.
 4188. Croft, Curtis Dowling (Ala.)
 1959 Belmont
 2752. Cromley, R. I. (Ga.) 1937 Raleigh
 4208. Cromley, Robert Irving, Jr.
 1959 Raleigh
 4258. Crosby, E. D. (S.C.) 1960 So. Pines
 4366. Crosby, W. L. (S.C.) 1961 Drexel
 4469. Crouch, P. F. 1962 Asheville
 3169. Crowe, D. F. (Ga.) 1947 Oteen
 2773. Crowell, C. M., Jr. 1937 Mooresville
 2681. Crumpler, L. H. 1934 Raleigh
 4070. Crumpler, W. A. 1958 New Bern
 2001. Crutchfield, T. G. 1920 Greensboro
 2862. Culbreth, G. McK.
 1939 Southern Pines
 2414. Culp, W. W. (S.C.)
 1928 Spartanburg, S. C.
 1609. Culpepper, F. D. 1911 Louisburg
 2464. Curtis, J. R. 1928 Bessemer City
 3789. Curtis, T. E. 1955 Waynesville
- D
3977. Dagold, D. J. (Md.)
 1956 Pikesville, Md.
 3076. Dameron, H. G. 1945 Tabor City
 2863. Daniel, A. G. 1939 Norfolk, Va.
 1692. Daniel, E. C. 1913 Zebulon
 3654. Daniels, H. H. 1953 Ahoskie
 3136. Dantzler, S. A. (S.C.)
 1946 Waynesville
 2830. Darden, R. J. 1938 Clinton
 3274. Darling, A. J. (Idaho)
 1949 Asheville
 2099. Darlington, J. M. (Va.)
 1922 Winston-Salem
 4375. Daughtry, B. P. 1961 Smithfield
 4423. Daughtry, R. L. 1961 Reidsville
 3033. David, J. P. 1943 Wilson
 3367. Davis, A. L. 1950 Statesville
 3092. Davis, Benard (Mo.)
 1944 Winston-Salem
 2888. Davis, C. E., Jr. (S.C.)
 1939 Winston-Salem
 2343. Davis, D. R. 1926 Williamston
 4112. Davis, D. R., Jr. 1958 Williamston
 1350. Davis, I. I. 1907 Concord
 1740. Davis, J. W. 1914 Edenton
 1731. Davis, K. W. 1913 Winston-Salem
 2855. Davis, M. L. 1939 Elm City
 3352. Davis, M. W., II (S.C.)
 1950 Fair Bluff
 2965. Davis, McDonald, Jr. 1941 Roseboro
 4376. Davis, T. P. 1961 Yanceyville
 4515. Davis, Walter I. 1962 Raleigh
 3533. Davis, W. E. 1952 Reidsville
 3934. Dawkins, W. A., Jr. 1956 Clinton

1485. Dawson, M. P. 1909 Rocky Mount
 3559. Day, H. V. 1952 Spruce Pine
 2521. Day, L. G. (S.C.) 1930 Spruce Pine
 2498. Dayvault, F. W. 1929 Lenoir
 2281. Deal, H. M. 1925 Lenoir
 3690. Dean, F. S. (S.C.) 1953 Lumberton
 3897. Dean, J. A. (Ga.) 1956 Asheboro
 3832. Deaton, C. E. 1955 Liberty
 4209. Deaton, D. J. 1959 Martinsville, Va.
 4362. Deavers, W. T. (col.) (La.) 1961
 Charlotte
 3119. Dees, R. R. 1946 Burgaw
 4128. DeLozier, T. M. (Tenn.) 1958
 Robbinsville
 3368. Dement, W. T. 1950 Oxford
 2476. Dennis, C. M. (S.C.) 1928 Shelby
 4210. Denny, Keith Earl 1959 Charlotte
 3790. Denson, M. D. 1955 Burlington
 3176. Dente, M. A. (N.J.) 1947 Charlotte
 2832. Dever, J. H. 1938 Greensboro
 3877. Dever, R. J. 1955 Greensboro
 3501. Dewar, R. L. 1951 La Grange
 3935. DiFazio, Constance J. (Mrs.)
 1956 Miami, Fla.
 3845. DiFazio, C. A. 1955 Miami, Fla.
 2386. Dill, G. W., Jr. 1927 Morehead City
 4211. Dillard, George Johnston 1959
 Burlington
 2923. Dillon, H. E. 1940 Elkin
 3369. Dimmick, G. B., Jr. 1950 Derita
 3143. Dingler, K. L. 1946 Statesville
 1773. Dinwiddie, P. H. 1914 Marshall
 4159. Dixon, Charles Thomas
 1959 Winston-Salem
 4470. Dixon, S. G. 1962 Beaufort
 3359. Dixon, W. R. (Ga.) 1950 Charlotte
 4377. Dockery, W. P. 1961 Valdese
 2600. Dodd, C. N. (Va.) 1932 Raleigh
 3560. Dollar, A. C., Jr. 1952 Winston-Salem
 3655. Dollar, L. C. 1953 Apex
 3268. Donnell, Viola (Mrs.) 1949 Dobson
 4200. Donnelly, Thomas Milton (Tenn.)
 1959 Asheville
 3676. Douglas, F. L. (col.) (La.)
 1953 Winston-Salem
 1218. Douglas, J. D. (col.)
 1904 Henderson
 3607. Dover, B. F. (Ga.)
 1952 Memphis, Tenn.
 3824. Dover, H. J. (Ala.) 1955 Asheville
 1911. Dowdy, D. A. 1917 High Point
 3737. Dowdy, D. A., Jr. 1954 High Point
 4316. Dowdy, D. C. 1960 Greensboro
 3431. Dowdy, J. H. 1951 High Point
 3991. Doyle, L. B., Jr. 1957 Goldsboro
 2702. Dudley, W. G., Jr. 1935 Reidsville
 2817. Duffy, H. B. 1938 New Bern
 4212. Duggins, Jack Stevens 1959 Asheboro
 2964. Duguid, Helen W. 1941 Kinston
 3561. Dukes, W. S. 1952 Greensboro
 3878. Dunlap, H. H., Jr. 1955 Siler City
 3502. Dunlap, R. H. 1951 Winston-Salem
 4274. Dunn, B. M. 1960 High Point
 4516. Dunn, E. M. 1962 Draper
 3978. Dunn, M. O. (Va.) 1956 Bristol, Va.
 1961. Durham, C. T. 1917 Chapel Hill
 4173. Dutton, Christine Becky 1959
 Fayetteville
 4113. Dutton, G. R. 1958 Hickory
 4378. Dutton, M. W. 1961 Valdese
 3738. Duvall, C. J. 1954 Brevard
- E
2791. Eadie, E. B. (S.C.) 1938 Charlotte
 4349. Eakle, A. F. 1960 (W. Va.)
 Albemarle
 2712. Easley, Willa V. (col.) (D.C.) 1935
 Henderson
 3114. Eberly, M. D. (Ind.)
 1946 St. Petersburg, Fla.
 3093. Edmonds, G. H. (S.C.)
 1944 Greensboro
 2891. Edmonds, M. M. (Mo.)
 1940 Greensboro
 4071. Edmondson, E. W. 1958 Pollocksville
 3094. Edwards, G. B. (Ga.)
 1944 Wake Forest
 3491. Edward, J. C. (Ala.)
 1951 Wilmington
 3286. Edwards, J. W. 1949 Winston-Salem
 2867. Edwards, L. K., Jr.
 1939 Stantonsburg
 4318. Edwards, P. F. 1960 Whiteville
 2940. Edwards, S. McD., Jr. 1941 Ayden
 1922. Edwards, S. McG. 1917 Ayden
 4517. Egbert, J. M. 1962 Greensboro
 3919. Eidam, B. H., Jr. 1956 (Ga.) Asheville
 4126. Eidam, Carol J. P. (Mrs.) (Ga.)
 1958 Asheville
 4379. Elkins, J. W. 1961 Fayetteville
 3077. Elliott, A. G., Jr.
 1945 Fuquay Springs
 4518. Elliott, Rebecca H. (Mrs.) 1962
 Hendersonville
 2266. Ellis, W. D. 1925 Martinsville, Va.
 3221. Ellison, J. M. (Fla.) 1948 Miami, Fla.
 3791. Elmore, O. A., Jr. 1955 Raleigh

4364. Elvington, P. L. (S.C.) 1961
Fair Bluff
4244. Erwin, J. D. (Ky.) 1959 Greensboro
3070. Estes, J. C., Jr. 1944 Haw River
1457. Etheridge, S. B. 1909 Washington
2008. Etheridge, T. J., Jr. 1920 Bailey
837. Eubanks, C. L. 1896 Chapel Hill
1859. Eubanks, J. N. 1916 Greensboro
4114. Evans, D. M. 1958 Raleigh
3937. Evans, F. H. 1956 Greensboro
3432. Evans, Flora Nell 1951 Durham
4014. Evans, H. E. (S.C.) 1957 High Point
2686. Evans, J. E. 1934 Marion
2170. Evans, W. B. (Ga.) 1923 Greensboro
3781. Everett, T. J. (col.) (S.C.) 1955
High Point
- F
3358. Faircloth, V. L. (S.C.)
1950 Charlotte
3588. Fairley, Allene (Mrs.) 1952 Dunn
3562. Fairley, R. B. 1952 Dunn
2687. Farmer, W. F. 1934 Warrenton
4275. Farrar, J. E. 1960 Greensboro
1908. Farrell, R. D. 1917 Greensboro
2328. Farrington, J. V. 1926 Greensboro
4519. Farrior, W. S. 1962 Greensboro
4196. Faucett, J. W., Jr. (S.C.) 1959
Greensboro
4381. Faulkner, E. G. 1961 Monroe
4276. Fayed, F. T. 1960 Roanoke Rapids
3255. Feagin, E. L., Jr. (Ala.)
1949 Hendersonville
3521. Feagin, L. E. (Iowa)
1951 Hendersonville
3127. Fearing, M. K., Jr. 1946 Manteo
4277. Fearing, W. B., Jr. 1960 Manteo
3678. Feeney, B. A., Jr. (Ga.)
1953 Salisbury
3370. Ferguson, C. McD., Jr.
1950 Siler City
2194. Ferguson, H. Q. 1924 Randleman
3705. Ferguson, J. F., Jr. 1954 Durham
2467. Ferguson, J. S. 1928 Fayetteville
3706. Ferguson, L. M. 1954 Taylorsville
3769. Ferguson, L. E. (Ky.)
1954 Winston-Salem
1920. Fields, J. T., Jr. 1917 Laurinburg
3332. Fincher, E. M. 1950 Cliffside
3287. Finger, Z. L. 1949 Morganton
1800. Finley, G. B. 1915 Marion
3707. Fisher, C. G. 1954 Thomasville
3795. Fisher, Don. (Mrs.) 1955 Lexington
1946. Fisher, Lester 1917 Statesville
3938. Fisher, L. J. 1956 Statesville
3462. Fisher, P. L. 1951 Elkin
1861. Fitchett, C. E. 1916 Dunn
3679. Fitzgerald, F. B., Jr. (Ala.)
1953 Hickory
3261. Fleming, O. G. 1949 Smithfield
4160. Fleming, R. E., Jr. 1959 Rocky Mount
3201. Fleming, Velma (Va.)
1947 Portland, Ohio
3621. Fletcher, J. H. 1953 Valdese
3739. Floyd, C. M., Jr.
1954 Roanoke Rapids
3018. Flynn, H. L. 1943 Winston-Salem
3433. Forbus, B. M. 1951 Louisville, Ky.
2255. Fordham, C. C., Jr. 1925 Greensboro
1487. Fordham, C. McK. 1909 Greensboro
2652. Forrest, B. B. 1933 Hillsboro
3333. Forrest, W. G. 1950 Gastonia
3896. Forrester, P. R. (S.C.) 1956 Albemarle
4050. Forsyth, A. R. (Ohio) 1957
Kannapolis
3637. Foss, E. L. (Maine)
1953 Virginia Beach, Va.
2332. Foster, D. W. 1926 Asheville
1685. Foster, J. C. C. 1912 Tryon
4278. Foster, R. W. 1960 Greensboro
3258. Fowler, Evelyn B. (Mrs.)
1949 Salisbury
3862. Fowler, J. D. (S.C.) 1955 Clarkton
3672. Fox, Carolyn E. (Mrs.)
1953 Winston-Salem
1322. Fox, C. M. 1906 Asheboro
3846. Fox, E. L. 1955 New York, N. Y.
2781. Fox, H. S. 1937 Winston-Salem
2942. Fox, J. C., Jr. 1941 Chapel Hill
2843. Fox, J. H. 1939 Asheboro
3036. Fox, Margaret (Mrs.)
1943 Chapel Hill
4279. Fraley, T. M. 1960 Statesville
3150. Franklin, R. E. (Miss.)
1946 Greensboro
3879. Freeman, J. H. 1955 Dublin
4072. Freeman, P. D. 1958 Staunton, Va.
3622. Friday, J. P. 1953 Gastonia
3644. Fritsche, T. R. (N.J.)
1953 Palmetto, Fla.
2536. Frontis, S. W. 1930 Greensboro
3792. Frostick, W. L. 1955 Laurinburg
3563. Fulbright, K. N. 1952 Greensboro
1434. Fullenwider, Phifer 1908 Raleigh
2979. Fuller, E. R. 1941 Salisbury
4213. Fulton, James Wade 1959 Welcome

2086. Furr, F. L. 1921 Louisburg
 3055. Fussell, T. E. 1944 Hamlet
 2928. Futrell, C. L. 1940 Raleigh
- G
3463. Gabriel, J. C. 1951 Troutman
 3611. Gaddy, C. B., Jr. (S.C.)
 1952 Charlotte
 3464. Gaddy, C. H. 1951 Clinton
 2898. Gaddy, E. P. 1940 Greensboro
 1488. Gaddy, H. M. 1909 Asheville
 2943. Gaddy, Phil 1941 Marshville
 4382. Gaddy, R. C. 1961 Clinton
 3139. Gaddy, R. L., Jr. (Fla.)
 1946 Tallahassee, Fla.
 2770. Galloway, A. E. 1937 Charlotte
 2319. Gamble, A. A. 1926 Rocky Mount
 1810. Gamble, C. F. 1915 Monroe
 2060. Gamble, J. P. 1921 Monroe
 3416. Gammon, H. O. (Mo.) 1950 Reidsville
 3414. Gardiner, P. L. (R.I.) 1950
 Greensboro
 4344. Gardner, C. C. (S.C.) 1960
 Camden, S. C.
 3319. Gardner, J. T. 1949 Mooresville
 2286. Gardner, Mattie S. (Mrs. W. K.)
 1925 Charlotte
 1403. Gardner, T. L. 1908 Reidsville
 3334. Gardner, W. S. 1950 Burlington
 1954. Garner, C. V. 1917 Warsaw
 2465. Garren, F. O. 1928 Mt. Airy
 4420. Garrett, R. L. (Va.) 1961
 Bluefield, W. Va.
 2039. Garrett, Y. D., Jr. (col.)
 1920 Durham
 4471. Garrou, Ann B. (Mrs.) 1962 Valdese
 2093. Gary, J. R. 1922 Arlington, Va.
 1877. Gaskins, W. F. 1916 Havelock
 4261. Gaskins, W. F., Jr. (S.C.)
 1960 New Bern
 2022. Gatling, T. R. (col.) (S.C.)
 1920 Reidsville
 4383. Gattis, H. I., Jr. 1961 Raleigh
 1886. Gattis, P. D. 1916 Raleigh
 3740. Gaylord, J. T. 1954
 Overland Park, Kan.
 3760. Geis, V. L. (Ill.) 1954 Hendersonville
 3230. Gerlinger, J. J. 1948 Rocky Mount
 4472. Gibson, C. T. 1962 Goldsboro
 3927. Gibson, J. H. (S.C.) 1956 Whiteville
 4214. Gibson, Robert Alexander, Jr.
 1959 Rochelle, Ill.
 4384. Gibson, W. S. 1961 Goldsboro
 4026. Gidney, C. E. (col.) 1957
 Chillicothe, Ohio
 3371. Gilbert, L. E., Jr. 1950 Wagram
 2784. Gilbert, L. M., Jr. 1937 Maxton
 2069. Gilbert, W. B. (Ga.) 1921 Raleigh
 4245. Giles, C. N. (S.C.)
 1959 Spartanburg, S. C.
 4149. Giles, R. T. (S.C.) 1959 Candor
 3793. Gillespie, C. B., Jr. 1955 Burnsville
 3465. Gilliam, A. B., Jr. 1951 Reidsville
 2257. Gilliam, W. A. 1925 Winston-Salem
 2557. Gillikin, C. E. (S.C.) 1931 Kenly
 3682. Gilmore, L. M. (S.C.)
 1953 Kannapolis
 3922. Gleissner, Amata (Mrs.) (S.C.)
 1956 Gaffney, S. C.
 2270. Glenn, J. S. 1925 Mount Olive
 2701. Glenn, R. A. 1935 Denton
 4215. Glover, W. F., Jr. 1959 Pensacola,
 Fla.
 4280. Godette, Wallace (col.)
 1960 New York, N. Y.
 3868. Godfrey, J. K. (Ga.) 1955 Murphy
 2624. Godwin, C. F. 1932 Pine Level
 4216. Goforth, Joseph Philip 1959
 Asheville
 2119. Goode, B. S. 1923 Statesville
 2294. Gooden, D. T. (Va.)
 1926 Grottoes, Va.
 1709. Goodrum, C. S. 1913 Davidson
 2899. Goodwin, M. N. 1940 Beaufort, S. C.
 4473. Goodwin, S. S. 1962 Monroe
 3884. Gordon, Freda H. (Mrs.) 1955
 Norfolk, Va.
 4474. Gordon, R. L. 1962 Raleigh
 2629. Gordon, T. W. 1932 Thomasville
 4339. Gore, J. R. (S.C.) 1960 Albemarle
 3708. Gowan, S. W. 1954 Wallace
 4452. Graham, A. H. (Miss.) 1961
 Greenville
 3623. Graham, C. C. 1953 Greensboro
 3992. Graham, H. N. 1957 Charlotte
 1916. Graham, J. C. 1917 Red Springs
 3262. Graham, L. I. 1949 Wallace
 3880. Graham, W. W. 1955 Monroe
 3656. Grandy, J. I. 1953 Charlotte
 3466. Grantham, J. G. 1951 Charlotte
 2771. Grantham, R. B. 1937 Red Springs
 4356. Grasnick, G. F. (N.J.)
 1960 Hendersonville
 3972. Gray, J. W., Jr. (Texas) 1956
 Charlotte
 2944. Greene, H. W. 1941 Wilmington
 3534. Greene, J. P. 1952 Boone
 4027. Greene, J. S. 1957 Lenoir
 3165. Greenspan, Joseph 1947 Charlotte

2217. Greenwood, A. M. (col.) 1924
High Point
3467. Greeson, H. C. 1951 Sanford
4417. Gregory, R. L. (S.C.) 1961
Moorestville
3096. Gregory, W. S. (S.C.) 1944 Shelby
3564. Gresham, J. W. 1952 Wilson
3895. Gretz, Margaret (Mass.)
1955 Hendersonville
2736. Greyer, Mary Alice B. (Mrs.)
1936 Bryson City
3231. Griffin, E. W., Jr.
1948 Kings Mountain
2295. Griffin, Octavus (Va.)
1926 Roanoke Rapids
3289. Griffin, S. D., Jr. 1949 Burlington
3565. Griffin, W. C. 1952 Raleigh
3848. Griffin, W. Crane 1955 Roanoke Rapids
2508. Griffin, W. R. 1929 Old Fort
4281. Griffin, W. R., Jr. 1960 Old Fort
1374. Griffith, Wiltshire
1907 Hendersonville
3741. Griffith, Wiltshire, Jr.
1954 Hendersonville
1829. Grimes, G. D. 1915 Robersonville
3542. Gross, N. R. (S.C.) 1952 Whiteville
2055. Guion, C. L. 1921 Aberdeen
2056. Guion, H. N. 1921 Marshville
4475. Gupton, A. C. 1962 Louisburg
1856. Gurley, W. B. 1916 Windsor
2829. Guthrie, C. H. 1938 Beaufort
- H
3794. Haekney, E. W. 1955 Lumberton
3993. Haekney, Sara (Mrs.)
1957 Lumberton
4161. Hagwood, Ray Gordon 1959
Lexington
3104. Hahl, Marguerite W. (Mrs. J. W.)
1945 Jacksonville, Fla.
2273. Hair, R. C. 1925 Pineville
1939. Hairston, R. S. (col.)
1917 Winston-Salem
3050. Haith, J. W., Jr. (col.)
1944 Washington, D. C.
4282. Haitheock, J. R. 1960 Mt. Gilead
4457. Hall, H. J. (S.C.) 1962 Lexington
4520. Hall, H. G., Jr. 1962 Asheboro
2381. Hall, J. M., Jr. 1927 Wilmington
2265. Hall, J. P. 1925 Oxford
3290. Hall, R. B. 1949 Mocksville
2282. Hall, S. B. 1925 Mocksville
2189. Hall, S. C. 1924 Oxford
2844. Halsey, W. B. 1939 Sparta
2684. Ham, F. B. 1934 Orlando, Fla.
2146. Ham, T. J., Jr. (Va.)
1922 Yanceyville
4283. Hambright, Joanne, B. (Mrs.)
1960 Fayetteville
3197. Hamer, M. S. 1947 Hughesville, Md.
4416. Hames, H. J. (S.C.) 1961
Kannapolis
3917. Hamilton, S. W. (Ga.)
1956 Starke, Fla.
3128. Hamlet, J. E. 1946 Paris, Tenn.
1307. Hamlet, Reginald 1906 Raleigh
2147. Hamlin, J. T. (col.) (W.Va.)
1922 Raleigh
2945. Hamlin, V. C., Jr. (col.) 1941 Raleigh
2792. Hammond, H. A. (S.C.)
1937 Charlotte
4360. Hammond, H. L. (Ga.)
1961 Greensboro
3232. Handy, K. E. 1948 Raleigh
4340. Haney, D. C. (S.D.) 1960 Asheville
3609. Hankey, L. C. (Pa.) 1952 Enka
4385. Hansen, E. L. 1961 Charlotte
2850. Hardee, A. K., Jr. 1939 Charlotte
2388. Hardee, W. E. 1927 Charlotte
4284. Hardy, C. E. 1960 LaGrange
3129. Hardy, R. W. 1946 Concord
3899. Hargett, C. B. 1956 Greenville
3709. Harmon, J. F., Jr. 1954 Lexington
5421. Harmon, W. S. 1962 Hertford
3495. Harper, J. E. (S.C.) 1951 Charlotte
4386. Harper, W. J. 1961 Goldsboro
2456. Harper, W. L. 1928 Hendersonville
4115. Harrell, O. C. 1958 Winston-Salem
3731. Harrelson, W. H. (S.C.)
1954 Tabor City
4148. Harris, Fenton Hayes, Jr. (col.)
(D.C.) 1959 Asheville
3710. Harris, G. W. 1954 Chapel Hill
3940. Harris, J. F. 1956 (col.)
Washington, D. C.
2209. Harris, J. C. 1924 Durham
3566. Harris, J. C., Jr. 1952 Durham
3263. Harris, L. C. 1949 Cliffside
3634. Harris, R. O. (S.C.) 1953 Charlotte
4348. Harris, R. P. (S.C.)
1960 Rocky Mount
4355. Harris, Savannah B. (S.C.)
1960 Rocky Mount
4217. Harris, T. E., Jr.
1959 Thomasville
2616. Harris, W. B. 1932 High Point
4286. Harris, Virginia H. (Mrs.) 1961
Boiling Springs

3123. Harrison, J. W. 1946
North Wilkesboro
3567. Harrison, J. R. 1952 Troy
2321. Harrison, L. S. 1926 Greenville
3264. Harrison, R. F. 1949 Draper
4218. Harrison, S. V. 1959 Walnut Cove
1462. Harrison, T. N., Jr. 1909 Greenville
4522. Harris, W. F. 1962 High Point
2682. Hartis, G. C. 1934 Winston-Salem
4408. Hartman, Irwin (N.J.)
1961 Ft. Bragg.
3536. Harward, B. R. 1952 Raleigh
3657. Hatcher, J. E. 1953 Kenansville
4134. Hatfield, Charles Newman (Tenn.)
1958 Knoxville, Tenn.
4523. Hathcock, J. A., Jr. 1962 Charlotte
2251. Haupt, Edward 1925 Newton
3568. Hauss, H. L. 1952 China Grove
3489. Hawkins, A. R., Jr. (N.D.)
1951 Jamestown, N. Dak.
3335. Hawkins, C. B. 1950 Bryson City
3624. Hawkins, C. I. 1953 Madison
3291. Hawkins, H. B. 1949 Moravian Falls
4319. Hawkins, J. N. 1960 Asheville
3772. Hawkins, P. E. (Ga.) 1954 Charlotte
1865. Hayes, G. E. 1916 Lenoir
4163. Heath, I. L, Jr. 1959 Kecoughton, Va.
3336. Heath, R. E. 1950 Burlington
3941. Heath, R. V. 1956 Snow Hill
3617. Heaton, P. H., Jr. (S.C.)
1953 Wilmington
3078. Hege, G. D. 1945 Whiteville
3827. Hemby, S. E., Jr. (Ga.) 1955
Charlotte
3292. Hemingway, C. E. 1949 Charlotte
4285. Hemingway, F. McC. 1960 Bethel
3664. Hemingway, Mary F. (Mrs.)
1953 Charlotte
1949. Henderlite, J. W., M.D.
1917 St. Louis, Mo.
1437. Henderson, A. J. (col.)
1908 Fayetteville
2376. Henderson, G. E. 1927 Shallotte
1718. Henderson, J. L. 1913 Salisbury
2756. Hendrick, A. B. (S.C.)
1937 Kannapolis
2877. Hendrix, J. O'N. 1939 Canton
3032. Henley, J. T. 1943 Hope Mills
2841. Henriksen, H. E. (S.C.)
1939 Wilmington
4365. Henry, F. G. (Mich) 1961 Greensboro
2929. Herndon, H. H. (Ga.)
1940 Winston-Salem
3796. Herrin, J. C. 1955 Henderson
3797. Herring, E. N. 1955
Myrtle Beach, S. C.
3058. Herring, R. McP. 1944 Clinton
3569. Herring, W. I. 1952 Clinton
3985. Hickman, J. H. (S.C.)
1957 Charlotte
4387. Hickmon, J. R. 1961 Raleigh
2643. Hickmon, W. L. 1933 Wilmington
2677. Hicks, A. M. 1934 Pikeville
1493. Hicks, C. G. 1909 Raleigh
3337. Hicks, Jean Snyder (Mrs.)
1950 Charlotte
1007. Hicks, J. E. F. 1901 Goldsboro
4508. Hicks, J. O. (Ala.) 1962
Winston-Salem
3881. Higdon, M. L. 1955 Forest City
2595. High, P. J. (S.C.) 1932 Lincolnton
2509. Hill, G. L. (col.) 1929 New Bern
3882. Hill, J. A. 1955 Wake Forest
4424. Himes, C. F. 1961 Brevard
3883. Hines, R. M. 1955 Tuscaloosa, Ala.
4219. Hinton, Malory Hugh 1959 Raleigh
4220. Hirsch, Allen Frederick 1959
Carrboro
3711. Hix, D. T. 1954 Gibsonville
2390. Hobbs, Alden 1927 Kinston
3747. Hobbs, Martha S. (Mrs.)
1954 Kinston
2012. Hocutt, D. D. 1920 Henderson
3105. Hoffman, E. N. (S.C.)
1945 Lumberton
1752. Hoffman, J. F., Jr.
1914 High Point
3601. Hoffman, W. C. (Va.)
1952 Guilford College
2122. Hogan, A. L. 1923 Kinston
2549. Hoggard, C. R.
1930 Falls Church, Va.
3685. Holland, J. S. (S.C.)
1953 Winston-Salem
3007. Holland, L. L. 1942 Hamlet
2019. Holland, R. F. (Ga.) 1919 Charlotte
3002. Holland, T. M. 1942 Mount Holly
1240. Holland, W. F. 1905 Mount Holly
4164. Hollowell, Aubrey Ellis 1959 Raleigh
2734. Hollowell, W. C. 1936 Greenville
3043. Hollowell, W. H., Jr. 1944 Edenton
4049. Holmes, W. B., III (Tenn.)
1957 Knoxville, Tenn.
3171. Holt, Ernest (S.C.) 1947 Forest City
2695. Holt, F. A. 1935 North Wilkesboro
3266. Holt, Maryellen, (Mrs.)
1949 Burlington
3658. Holt, W. S. 1958 Jacksonville, Fla.

4307. Honaker, S. G. (W.Va.)
1960 Winston-Salem
- 2868 Honeycutt, G. W. 1939 Rockingham
4321. Honeycutt, H. R. 1960 Raleigh
1494. Hood, H. C. 1909 Smithfield
3918. Hood, India (Tenn.) 1956 Richlands
1595. Hood, J. C. 1911 Kinston
3293. Hood, J. C., Jr. 1949 Kinston
4322. Hood, J. D. 1960 Morganton
1712. Hood, P. C. 1913 Dunn
4388. Hood, R. L. 1961 Pink Hill
2283. Hood, T. R. 1925 Dunn
1101. Hood, W. D. 1903 Smithfield
1782. Hooper, F. L. 1914 Sylva
2930. Hooper, J. L., Jr. (Ga.) 1941
Andrews
4476. Horn, J. J. 1962 Shelby
3188. Horne, H. R. 1947 Fayetteville
3338. Horner, Lucille Earl (Mrs.)
1950 Charlotte
1844. Horsley, H. T. 1915 Belmont
3537. Horton, J. P., Jr. 1952 Wilkesboro
3570. Horton, W. D. 1952 N. Wilkesboro
3503. Horton, W. P. 1951 Wilson
2175. Hough, J. T. (S.C.) 1923 Charlotte
1522. House, Joseph 1910 Beaufort
3267. House, Joseph, Jr. 1949 Grifton
4165. Houser, William Edward
1959 Cherryville
2705. Houser, W. H. 1935 Cherryville
3849. Howard, J. F. 1955 Wilmington
3339. Howard, W. McC.
1950 Winston-Salem
3372. Howe, A. G. 1950 Richmond, Va.
3061. Howell, W. L., Jr. (Ga.)
1943 Raeford
1408. Howerton, J. L. 1908 Greensboro
3778. Howle, W. W. (S.C.)
1954 Marion
3373. Hoyle, E. D. 1950 Cooleemee
1813. Hoyle, M. H. 1915 Cooleemee
4010. Hubbard, Anna (Mrs.) (Ky.)
1957 Greensboro
3798. Hudson, G. W. 1955 New Bern
3468. Hudson, R. T. 1951 Gastonia
4477. Huffman, K. L. 1962 Winston-Salem
4323. Huffstetler, D. S. 1960
Raleigh
3314. Hunsucker, Evelyn Stutts
(Mrs. Keith) 1949 Gibson
3799. Hunter, Helen J.
1955 Jacksonville, Fla.
1546. Hunter, J. B. 1910 Charlotte
3850. Hunter, J. E., Jr.
1955 Columbia, S. C.
3006. Huntley, C. O. 1942 Lenoir
2696. Huntley, W. A. 1935 Winston-Salem
2633. Huss, K. W. 1933 Gastonia
1542. Hutchins, J. A. 1910 Winston-Salem
4352. Hutchinson, W. F. (Ind.) 1960
Waynesville
- I
4166. Inabinet, James Lewis
1959 Winston-Salem
2878. Ingle, C. E. 1939 Weaverville
4073. Ingram, J. T. 1958 Roanoke Rapids
2009. Ingram, L. M. 1920 High Point
2980. Inman, G. G. 1941 Rockingham
2946. Irwin, D. A. 1941 Elkin
3021. Irwin, R. L. 1943 Elkin
4029. Isaac, D. W. 1957 Mebane
1753. Isler, W. A. (col.) 1914 Kinston
- J
2385. Jackson, J. C. 1927 Lumberton
2222. Jackson, Leonidas 1924 Erwin
2559. Jackson, Osceola (col.) (Tenn.)
1930 Goldsboro
4287. Jackson, P. D. 1960 Dunn
4167. Jackson, W. C. 1959 Lumberton
4324. Jacob, D. M.
1960 Atlanta, Ga.
1463. James, A. A. 1909 Winston-Salem
3800. James, C. I. 1955 Asheville
4168. James, F. D. 1959 Hazelwood
4030. James, Geraldine K. (Mrs. F. D.)
1957 Franklin
3374. James, S. A. (col.) 1950 Rocky Mount
4091. James, W. A. (S.C.) 1958 Belmont
4288. Jarrett, C. L. 1960 Lincolnton
1545. Jarrett, L. M. 1910 Biltmore
3639. Jefferies, C. L. (Va.)
1953 Raleigh
4095. Jenkins, Jane B. (Pa.)
1958 Asheville
1244. Jenkins, J. V. 1905 Asheville
3434. Jenkins, P. R. 1951 Murfreesboro
2375. Jenkins, Sam 1927 Walstonburg
2596. Jenkins, W. I. (Va.) 1931 Biscoe
3885. Jenkins, W. I., Jr. 1955 Charlotte
4289. Jenks, K. B. 1960 Graham
3635. Jennings, R. N. (Ga.) 1953
Burlington
4449. Jennings, W. H. (Va.) 1961
Burlington

1756. Jernigan, R. W. 1914 Chapel Hill
 4509. Jervey, G. McD. (S.C.) 1962
 Hendersonville
 2947. Johnson, A. R. 1941 Winston-Salem
 3375. Johnson, C. E. 1950 Greenville
 4325. Johnson, J. K. 1960 Raleigh
 4012. Johnson, J. M. (col.) (D.C.)
 1957 Raleigh
 2716. Johnson, O. L. (Md.) 1935 Charlotte
 3022. Johnson, R. H. 1943 Robbins
 2232. Johnson, R. J. (S.C.) 1924 Asheville
 3801. Johnson, S. B., Jr. 1955 Belmont
 2733. Johnson, T. B. 1936 Hickory
 3034. Johnson, T. H. 1943 Raleigh
 3407. Johnson, W. A. (Ala.) 1950 Mt. Airy
 2200. Johnson, Wm. Lewis 1924 Raleigh
 4425. Johnson, W. L., Jr. 1961 Raleigh
 1518. Johnson, Wm. Luther 1910 Gibson
 3376. Johnson, W. P. 1950 Kinston
 2006. Johnson, W. R. 1920 Raleigh
 3659. Johnson, W. Roland
 1953 Poplarville, Miss.
 2632. Johnson, W. S. 1933 Rocky Mount
 4250. Johnson, Wilson, Jr. (Va.)
 1959 Murfreesboro
 2739. Johnson, W. W.
 1936 Fuquay Springs
 930. Johnston, A. S. 1899 Smithfield
 3049. Johnston, C. A. 1944 Littleton
 4300. Johnston, J. J. (W.Va.)
 1960 Beckley, W. Va.
 3435. Jolley, C. E. 1951 Forest City
 4074. Jones, Alpheus, Jr. 1958 Warrenton
 4501. Jones, A. R., Jr. (S.C.) 1962
 Oakboro
 3962. Jones, Betty Jane (S.C.)
 1956 Gastonia
 3377. Jones, C. F., Jr. 1950 Oxford
 3086. Jones, Constance D. (Mrs. O. M., Jr.)
 1945 Lakewood, Ohio
 3660. Jones, D. E. 1953 Beaufort
 2233. Jones, Dolan (Ga.) 1925 Monroe
 4262. Jones, D. P. (S.C.) 1960 Charlotte
 3378. Jones, F. E., Jr.
 1950 Norfolk, Va.
 2851. Jones, G. H. 1939 Zebulon
 4130. Jones, J. D. (S.C.)
 1958 Chesterfield, S. C.
 4358. Jones, J. F. (Tenn.) 1960
 Madison, Tenn.
 2152. Jones, J. L. (Ga.) 1922 Canton
 3379. Jones, J. L., Jr. 1950 Canton
 1693. Jones, J. H. 1913 Haw River
 3915. Jones, R. B. (Ga.) 1956 Asheville
 3294. Jones, Waverly W. (col.)
 1949 Norfolk, Va.
 4389. Jones, Wm. W. 1961 Morganton
 2041. Jordan, D. L. 1921 Raleigh
 3295. Jordan, W. M., Jr. 1949 Marion
 3296. Jordan, W. W. 1949 Raleigh
 3942. Josey, C. W. 1956 Old Fort
 3023. Jowdy, A. W., Jr. 1943
 Chapel Hill
 4169. Joyce, Gladys Elizabeth 1959
 Kernersville
 3770. Joye, M. L. (S.C.) 1954
 Atlanta, Ga.
 1766. Joyner, J. D. 1914 Lexington, S. C.
 3980. Julian, L. B. (Tenn.) 1956 Tryon
- K
2576. Kale, R. G. 1931 Durham
 4141. Katzman, M. D. (Pa.)
 1959 Levittown, Pa.
 3900. Kauffman, W. H. 1956 Asheville
 3113. Kearns, T. N. (Ga.) 1946 Asheboro
 3994. Keating, T. M. 1957 Asheville
 2809. Kee, H. J. 1938 Norfolk, Va.
 2690. Keenum, R. F. (Tenn.)
 1935 Hazelwood
 3192. Keetsock, I. A. (Mrs.)
 1947 Durham
 4478. Keever, D. E. 1962 Lincolnton
 1892. Keever, J. W., M.D. 1916 Hickory
 3995. Keever, Z. T., Jr. 1957 Lincolnton
 3839. Keith, R. M. (S.C.) 1955 Suffolk, Va.
 2350. Kelly, G. C. 1926 Lillington
 2967. Kelly, H. L. 1941 Durham
 4444. Kemp, R. C. (Ga.) 1961 Sylva
 4057. Kemper, R. J. (Ohio)
 1958 Dayton, Ohio
 4031. Kendrick, M. C. 1957 Greensboro
 3024. Kerr, B. D. 1943 Raleigh
 2848. Kessler, M. M.
 1939 Miami Beach, Fla.
 3683. Keys, C. M., M.D. (Va.)
 1953 West Jefferson
 1356. Kibbler, R. E. 1907 Morganton
 3436. Kiger, R. W. 1951 Shelby
 3890. Kight, H. O. (Ga.)
 1955 Tarawa Terrace
 3851. Kimball, Jacquelyn (Mrs.)
 1955 Louisburg
 4450. Kimbell, W. E., Jr. (Ga.) 1961
 Clayton, Ga.
 3380. Kinard, E. R., Jr. 1950 Greensboro
 4479. Kincaid, B. J. 1962 Greensboro
 2999. King, A. H. 1942 Durham

3712. King, D. G. 1954 Lumberton
4221. King, Glenn Alden 1959 Hickory
4347. King, Harold T. (S.C.)
1960 N. Charleston, S. C.
1496. King, J. R. 1909 Durham
4495. King, T. M., Jr. (Tex.) 1962
Winston-Salem
3996. King, V. H., III 1957 Goldsboro
3340. King, W. A. 1950 Mount Airy
2027. King, W. H. (col.) (S.C.)
1919 Greensboro
3997. Kirby, C. M., Jr. 1957 Southport
4170. Kirby, James Thomas 1959 Southport
4390. Kirkman, Paul Madison,
1961 Winston-Salem
4426. Kirkman, Phebe (Mrs.) 1961
Winston-Salem
3297. Kirkpatrick, T. M., Jr.
1949 Leaksville
3189. Kiser, A. G. 1947 Asheville
3298. Kiser, F. C. 1949 Asheville
3381. Kiser, J. C. 1950 Cramerton
2948. Kiser, R. A. 1941 China Grove
2758. Klein, B. F. (Pa.) 1936 Asheville
4194. Kline, Albert Raymond, Jr. (S.C.)
1959 Greenville
3802. Kluttz, J. A. 1955 Black Mountain
4147. Kneeece, John Broadus (Mich.) 1959
Rockingham
1620. Knight, C. V. 1911 Wilson
3079. Knight, E. H. 1945 Asheville
3852. Knight, J. O. 1955 Rocky Mount
3299. Knight, J. E. 1949 Jonesville
3571. Knight, R. A. 1952 Pinehurst
3714. Knott, Carolyn (Mrs.)
1954 Raleigh
3341. Knox, R. L. 1950 Charlotte
3223. Koonce, S. G. 1948 Chadbourn
2580. Koonts, A. A. 1931 High Point
4032. Kopp, R. S. 1957 Spring Valley, N. Y.
3000. Kornfield, Abraham
1942 Rocky Mount
3891. Kouzel, Howard (Md.)
1955 Washington, D. C.
4055. Kramer, S. H. (Md.)
1958 Washington, D. C.
2931. Kraus, Emma Myrtle (Va.)
1940 Charlotte
2586. Kritzer, E. L. 1931 Albemarle
4191. Krohn, George (Missouri)
1959 Columbus, Ga.
3538. Kubiak, Dolores (Mrs.)
1952 Pittsburg, Pa.
- L
2178. Lamar, W. L., Jr. (Ala.)
1923 Denton
4497. Lambert, M. L., Jr. (Ala.) 1962
Charlotte
4092. Lambeth, D. C. (S.C.)
1958 Morganton
2116. Lamm, L. M. 1923 Mount Airy
4257. LaMonica, A. J. (Mass) 1960
Everett, Mass.
3505. Lamore, W. P. 1951 Oteen
3939. Lane, Oveda F. (Mrs.)
1956 Wilmington
3409. Lane, R. L. (Ga.) 1950 Greensboro
3901. Langdon, F. H. 1956 Greensboro
2120. Langdon, R. E. 1923 Fayetteville
2746. Langdon, Roscoe 1936 Columbia, S. C.
3080. Langston, D. O'B. 1945 Franklinton
3572. Langston, M. B., Jr. 1952 New Bern
4391. Lanier, Billy Worth 1961 Coats
3300. Lanier, LeRoy 1949 Fayetteville
3902. Lanning, E. R., Jr. 1956 Lexington
4222. Larson, Verl Allen 1959 High Point
4480. Lasater, W. H. 1962 Durham
4392. Lassiter, L. M., Jr. 1961 Kinston
3749. Latta, Patsy (Mrs.) 1954 Durham
4223. Lawing, Kenneth Lee 1959 Conover
3730. Lawson, H. A. (S.D.)
1954 Weaverville
3200. Lawson, J. L., Jr. (Ga.)
1947 Ocala, Fla.
2049. Layton, C. C. 1921 High Point
4524. Lazarus, C. L. 1962 Spindale
4224. Lazarus, J. M. 1959 Sanford
2457. Lazarus, Joseph 1928 Sanford
2013. Lea, V. D. 1920 Durham
4171. Leatherwood, D. R. 1959 Waynesville
4075. Leatherwood, J. R. 1958 High Point
1942. Ledbetter, E. DeB. 1917 Lexington
2932. Ledford, J. E. (Ga.)
1940 McCaysville, Ga.
4186. Lee, Margaret W. (Mrs.) 1959 Far
Rockaway, N. Y.
2387. LeGette, J. S. 1927 Charlotte
4242. Leigh, H. A. (Iowa)
1959 Waynesville
3681. Leitch, H. K. (Mich.)
1953 Albemarle
2261. Le Mon, H. H. (col.) 1925 High Point
3807. Lemos, Thalia Andrew
1955 Athens, Greece
3382. Leonard, H. B., Jr. 1950 High Point
4076. Leonard, J. W. 1958 Charlotte

3762. Leonard, T. D. (S.C.)
1954 Charlotte
4393. Leonard, Wm. H. 1961 Marion
2481. Lever, T. H. (S.C.) 1928 Charlotte
1671. Lewis, H. R. 1912 Asheville
2382. Lewis, L. C. 1927 Winston-Salem
3903. Lewis, R. L. 1956 Charlotte
2783. Lewis, W. C. 1937 Kannapolis
2949. Lewis, W. K. 1941 Mount Olive
2749. Libbus, T. A. 1936 New Bern
3661. Liles, R. H. (col.)
1953 Washington, D. C.
3220. Lindenschmidt, V. J. (Ind.)
1948 Wilmington
3912. Lindsay, Bobby Clay (Tenn.)
1956 Salisbury
2821. Link, F. P. 1938 Reidsville
2788. Linn, T. L. 1938 Landis
1467. Lisk, D. C. 1909 Charlotte
3213. Little, G. L. 1948
Fort Lauderdale, Fla.
4414. Liverman, J. S., Jr. (S.C.)
1961 Charlotte
2901. Lloyd, A. A. 1940 Hillsboro
2011. Lloyd, T. P. 1920 Louisburg
3803. Lloyd, W. L. 1955 Garner
3146. Lockhart, B. O. 1946 Raleigh
3383. Lockwood, Mary Elizabeth
1950 Brunswick, Ga.
1468. Loftin, J. U. 1909 Albemarle
3328. Loftin, T. G. (Miss.) 1949 Albemarle
3764. Logan, H. M. (Ind.)
1954 Winston-Salem
4116. Lombard, W. O. 1958 Rockwell
3384. London, L. W., Jr.
1950 Kings Mountain
3998. Lore, Sara 1957 Winston-Salem
2927. Lorek, L. A. 1940 Radford, Va.
3573. Loritts, T. D. (col.)
1952 Cleveland, Ohio
3323. Lott, A. B. (S.C.) 1949 Clyde
4187. Lovekamp, Wilbur Albert (Ill.)
1959 Winston-Salem
3804. Lovelace, W. M., Jr.
1955 Hudson
2706. Lovett, H. E. 1935 Liberty
3301. Lovette, J. F. 1949 Liberty
3999. Lowder, J. F. 1957 Winston-Salem
3385. Lowder, J. H. 1950 Marion
3779. Lowder, T. M., Jr. (S.C.)
1954 Greensboro
3212. Lowe, Bonnie H. (Mrs.)
1948 Archdale
3302. Lowe, J. D. 1949 Archdale
3825. Lowry, F. W. (S.C.)
1955 Statesville
4407. Lowry, Hughes D. (S.C.)
1961 Pembroke
1670. Lunn, F. H. 1912 Winston-Salem
1357. Lutz, H. C. 1907 Hickory
4394. Lutz, Howard R. 1961 Hudson
2852. Lynch, Ernestine B. (Mrs. H. W.)
1939 Dunn
3437. Lynch, H. W. 1951 Dunn
2872. Lynch, W. F. 1939 Durham
1666. Lyon, O. H. 1912 N. Wilkesboro
1379. Lyon, R. P. 1907 Wadesboro
- Mc**
2997. McAdams, J. W. 1942 Burlington
2694. McAllister, H. C. 1935 Chapel Hill
3574. McAllister, L. B. 1952 Graham
2023. McBride, T. L. (Penn.)
1919 Marshville
2787. McBryde, R. V. 1937 Fayetteville
2741. McCarn, M. R. M. (Mrs.)
1936 Mount Pleasant
3420. McClincy, Stanley (Penn.)
1950 Jersey Shore, Pa.
2704. McCollum, N. H., Jr. 1935 Leaksville
2628. McCombs, L. M. 1932 Creedmoor
4077. McCorkle, M. E. 1958 Burlington
3469. McCormac, D. A.
1951 So. Boston, Va.
4117. McCormick, D. F. 1958 Fayetteville
2996. McCrimmon, D. G. 1942 Pittsboro
2277. McCrummen, D. C. 1925 Aberdeen
4172. McCurdy, Marion Boger
1959 Greensboro
4058. McDaniel, Eldon (S.C.)
1958 Monroe
2540. McDaniel, P. L. 1930 Wilmington
1569. McDonald, A. H. 1910 Durham
4427. McDonald, E. J. 1961 Jacksonville
3269. McDonald, J. C. 1949 Durham
4033. McDonald, Joanne (Mrs.)
1957 Hickory
4000. McDonald, W. R., III 1957 Hickory
2053. McDowell, N. O. 1921 Scotland Neck
3052. McDowell, N. O., Jr.
1944 Scotland Neck
1742. McDuffie, R. A. 1914 Greensboro
2902. McFalls, C. D. 1940 Madison
2859. McFalls, O. W. 1939 Greensboro
2903. McFalls, S. W. 1940 Greensboro
3422. McFarland, T. W. (S.C.)
1951 Derita
2960. McGee, J. C. 1941 Asheville

3470. McGee, J. C., Jr. 1951 Asheville
 2995. McGowan, D. F. 1942 Chapel Hill
 3904. McGugan, V. G. 1956 Mocksville
 3386. McGuire, J. M. 1950
 Sacramento, Calif.
 805. McKay, D. McN. 1895 Durham
 1767. McKay, J. W. 1914
 St. Petersburg, Fla.
 1914. McKeel, C. B., Jr. 1917 Charlotte
 3506. McKeithan, Herbert, Jr.
 1951 Laurinburg
 3279. McKenzie, C. B. (S.C.)
 1949 Winston-Salem
 3645. McKenzie, P. H. (S.C.)
 1953 Jacksonville
 3351. McKittrick, R. L. (S.C.)
 1950 Stony Point
 2993. McKnight, L. E., Jr. 1942 Coats
 4481. McLarty, G. C., Jr. 1962 High Point
 2444. McLaughlin, J. McD.
 1928 Mercersburg, Pa.
 3106. McLean, A. L., Jr. 1945 Angier
 2767. McLean, G. W. 1937 Clinton
 1825. McMillan, B. F., Jr.
 1915 Lumberton
 4345. McNair, Wallace D. (Ala.) 1960
 Gadsden, Ala.
 4131. McNeely, J. L. (Va.) 1958
 Charlotte
 2550. McNeill, A. D. 1930 Norwood
 2904. McNeill, J. A. 1940 Whiteville
 4326. McNeill, J. P. 1960 Norwood
 2679. McNeill, L. J. 1934 Norwood
 3943. McQueen, Nancy W. (Mrs.)
 1956 Clearwater, Fla.
- M
1902. Mabry, C. S. 1917 Hamlet
 3126. Mackie, Frances C. (Mrs.)
 1946 Winston-Salem
 1833. Macon, A. B. 1915 Mount Airy
 3214. Malion, H. E. 1948 Fairmont
 4440. Mallehok, Harry (Mich.) 1961
 Jacksonville
 4034. Mancini, L. H.
 1957 San Antonio, Tex.
 2609. Maness, R. C. 1932 Greensboro
 3775. Manfred, F. A. (Pa.)
 1954 Youngstown, Ohio
 2469. Markham, G. W. 1928 Fayetteville
 4290. Marks, R. K. 1960 Danville, Va.
 3859. Marple, K. E. (Ky.)
 1955 Louisville, Ky.
 4102. Marsh, J. W. (Ga.) 1958 Charlotte
 1330. Marsh, N. F. 1906 Asheboro
 4174. Marsh, W. L. 1959 Wadesboro
 1994. Martin, A. N. 1920 Roanoke Rapids
 1626. Martin, B. M. 1912 Baltimore, Md.
 3905. Martin, J. W. 1956 Pinetops
 4225. Martin, Roy James 1959 Charlotte
 3387. Martin, R. M. 1950 Aloskie
 1849. Martin, S. L., Jr. 1915 Leaksville
 4078. Mast, W. H. 1958 Henderson
 1687. Mathes, T. J. 1912 Durham
 3234. Mathews, G. W., Jr. 1948 Asheville
 4525. Matthews, G. D., Jr. 1962 Stonesville
 2780. Matthews, J. I. 1937 Raleigh
 3823. Matthews, O. A. (S.C.)
 1955 Oteen
 2729. Matthews, W. F., Jr. 1936 Raleigh
 3035. Mattison, Elizabeth (Mrs.) 1943
 Lubbock, Tex.
 3575. Mauney, H. McC. 1952 Hayesville
 2268. Mauney, W. McC. 1925 Murphy
 4306. Maurer, W. B. (Ga.) 1960
 Kannapolis
 3763. Maxwell, W. L. (Ga.)
 1954 South Boston, Va.
 4526. May, G. F. 1962
 West Jefferson
 3191. Mayberry, H. C. 1947 Winston-Salem
 2971. Mayrand, L. P. 1941 Winston-Salem
 4093. Mayson, W. L. (S.C.)
 1958 Hendersonville
 3697. Mazzolini, E. J. (Vt.)
 1953 Winston-Salem
 3327. Means, M. R. (S.C.) 1949 Hickory
 4482. Meares, J. F. 1962 Wilson
 3944. Mebane, A. H. III 1956 Greensboro
 2016. Mebane, W. M. 1920 Tryon
 4502. Medlin, F. W. (S.C.) 1962
 Statesville
 4333. Medlin, Shirley S. (Mrs.) 1960
 Raleigh
 3424. Medlin, W. E. (S.C.) 1951
 Gastonia
 4198. Melikian, Harroul Earle (R.I.)
 1959 Winston-Salem
 2213. Melvin, M. B. 1924 Raleigh
 4395. Mendes, Robert W. 1961 Chapel Hill
 3945. Meroney, C. P. 1956 Columbus
 3321. Merrill, G. B., Jr. (Fla.)
 1949 Lakeland, Fla.
 3662. Merritt, M. E. 1953 Wilmington
 3742. Meschke, Barbara (Mrs.)
 1954 Grifton
 3626. Meschke, R. W. 1953 Grifton

3761. Meserve, J. C. (Mass.)
1954 Charlotte
3411. Metts, H. M. (S.C.) 1950 Charlotte
4118. Mikeal, Shirley May 1958 Charlotte
1963. Miles, M. C. 1917 Henderson
4291. Miley, J. J., Jr. 1960 Edenton
2970. Millaway, E. D. 1941 Burlington
2304. Miller, A. J. (Mich.)
1925 Hendersonville
3780. Miller, C. H. (Ohio)
1954 Fontana Village
4035. Miller, D. J. 1957
Silver Spring, Md.
4458. Miller, D. T. (Pa.) 1962 Charlotte
4327. Miller, J. L. 1960 Statesville
4396. Miller, J. M. 1961 Hickory
2919. Miller, P. W. 1940 Spencer
2717. Miller, R. E. (S.C.)
1935 Elizabeth City
4175. Miller, Seth George 1959 Lexington
3663. Miller, W. J. 1953 Statesville
1883. Millican, A. G. 1916 Wilmington
3805. Milliones, P. T. 1955 Charlotte
3981. Mills, F. W. (W.Va.) 1956
Greensboro
2062. Mills, J. C. 1921 Mount Airy
3853. Mills, J. E. 1955 Mount Airy
3507. Mills, O. W. 1951 Leaksville
4079. Mills, R. C. 1958 Hickory
2121. Milton, R. H. 1923 Salisbury
3576. Minnick, W. K. 1952 Bristol, Va.
2922. Minton, S. S., Jr. 1940 Candler
2693. Mitchell, C. E. (S.C.) 1934 Highlands
1707. Mitchell, H. G. 1913 Nags Head
2738. Mitchell, J. D. 1936 Kannapolis
4292. Mitchell, R. G. 1960 Greensboro
3388. Mitchell, T. W. 1950 Cary
3235. Mitchener, J. W. 1948 Concord
2775. Mitchener, J. A., Jr. 1937 Edenton
2748. Mitchener, Nancy P. (Mrs. J. A., Jr.)
1936 Edenton
3715. Mobley, B. K. 1954 Burlington
2897. Mock, C. H. (Tenn.) 1939 Boone
3696. Moir, A. L. (S.C.) 1953 Hickory
3081. Montesanti, Joseph, Jr.
1945 Southern Pines
4226. Montgomery, David Weatherspoon
1959 Greensboro
2425. Mooneyham, O. J. (Ga.)
1928 Forest City
2426. Moore, A. L. (Ga.) 1927 Salisbury
2004. Moore, A. R. 1920 Wilson
2994. Moore, B. McI. 1942 Eastport, N. Y.
3716. Moore, J. T. 1954 Hertford
1588. Moore, J. P. 1911 Wilmington
3687. Moore, J. W. (Ga.) 1953 Asheville
3508. Moore, K. E. 1951 Kinston
3419. Moore, L. V. (Penn.) 1950 Oteen
2327. Moore, M. A. 1926 Tarboro
3471. Moore, M. A., Jr. 1951 Tarboro
4227. Moore, Thomas Banks 1959 Salisbury
2339. Moore, T. J. 1926 Wilson
3866. Moore, W. D. (Va.) 1955 Tarboro
3509. Moorefield, G. McD. 1951 Lexington
1747. Moose, G. K. 1914 Boone
2372. Moose, H. A. 1927 Mount Pleasant
2365. Moose, W. L. (Md.) 1926 Greensboro
4397. Moose, W. W. 1961 Mount Pleasant
3270. Morgan, G. D. 1949 Zebulon
1966. Morgan, J. T. 1918 Benson
4133. Morris, A. E., Jr. (S.C.) 1958 Faith
2819. Morris, A. F. 1938 Burlington
3439. Morris, E. M. 1951 Brevard
3493. Morris, H. V. (Ga.) 1951 Waynesville
4002. Morris, S. C. 1957 Newton Grove
4483. Morris, W. W. 1962 Shelby
3946. Morrison, B. P. 1956 Wilson
4293. Morrison, G. A. 1960 Suffolk, Va.
3771. Morse, L. D., Jr. (Ga.) 1954 Raleigh
3053. Morton, W. A. 1945 Wilmington
3389. Moseley, Marina P. C. 1950
Warrenton
3472. Moskowitz, Eugene, 1951
Flushing, N. Y.
2648. Moss, F. M. 1933 Gastonia
3525. Mosteller, W. H. (S.C.)
1951 Albemarle
4001. Mueller, R. E. 1957 Reidsville
4456. Mullinax, J. L. (S.C.)
1962 Williston, S. C.
1733. Munday, C. C. 1913 Winston-Salem
3743. Muratori, A. J. 1954 Winston-Salem
3099. Muratori, Francis 1945 Kannapolis
1657. Murchison, E. E. 1912 Rocky Mount
1727. Murphrey, L. W. 1913 Rocky Mount
1606. Murphy, J. C. 1911 Charlotte
2548. Murr, G. F. 1930 Thomasville
3744. Murray, B. R. 1954 Raleigh
2730. Murrell, H. T. 1936 Albemarle
4527. Murrell, H. T., Jr. 1962
Albemarle
4328. Myers, J. C. 1960 Louisburg
3236. Myers, L. M. 1948 Winston-Salem
4259. Myrick, W. G. (S.C.)
1960 Winston-Salem

N

4176. Nance, Bernie Joe 1959 Concord
2096. Nance, J. S. 1922 Charlotte

4036. Nance, J. S., Jr. 1957 Atlanta, Ga.
 2672. Neal, C. L. 1934 Elizabeth City
 4294. Neal, D. E. 1960 Locust
 3207. Neal, J. C. (Ga.) 1947 Rome, Ga.
 3886. Needham, B. W. 1955 Mt. Airy
 3923. Neeland, E. C., M.D. (Ala.)
 1960 Wilson
 3144. Neely, C. M. (col.)
 1946 Winston-Salem
 2785. Neil, J. W. 1937 Huntersville
 2497. Nelson, J. B. 1929 Leaksville
 2325. Nelson, S. G. 1926 Aulander
 4459. Nelson, W. E. (Ga.) 1962
 Atlanta, Ga.
 3869. Nemargut, Joseph (Mich.)
 1955 Wilmington
 2380. Neville, Augustus, Jr.
 1927 Spring Hope
 4445. Newbern, M. L. (S.C.) 1961
 Nashville
 4455. Newton, C. R. (S.C.) 1962
 Orangeburg, S. C.
 4146. Newton, J. C. (S.C.) 1959 Fayetteville
 4145. Newton, J. G. (S.C.) 1959 Fayetteville
 3828. Nichols, Lois W. (S.C.)
 1955 Charlotte
 4047. Niles, E. L. (Tenn.) 1957 Marshall
 4439. Norman, D. D. (Ga.) 1961
 Atlanta, Ga.
 2181. Norman, J. P. (Va.) 1924 Greensboro
 3947. Norris, Barbara A. (Mrs.)
 1956 Matthews
 3948. Norris, C. A. 1956 Charlotte
 3342. Northcott, Jean L. (Mrs. W. W.)
 1950 Winston-Salem
 3473. Northcott, W. W.
 1951 Winston-Salem
- O
2950. Oakley, C. S. 1941 Mebane
 2466. Oakley, C. H. 1928 Roxboro
 4119. Oakley, J. R. 1958 Ahoskie
 2802. Oates, C. C., Jr. 1938 Hendersonville
 4329. O'Briant, G. L., Jr. 1960 Durham
 4120. O'Daniel, J. S., Jr. 1958 New Bern
 3925. O'Dell, B. B. (Ga.)
 1956 Greenville, S. C.
 3597. Odom, L. A. (S.C.) 1952 Wilmington
 4046. O'Donnell, P. F., Jr. (Ind.)
 1957 Amarillo, Tex.
 4177. Oldham, James Allen III 1959 Kenly
 3012. Oliver, G. G. (S.C.) 1943 Whiteville
 2315. O'Neal, W. P. 1926 Belhaven
 4412. O'Neil, Frank A. (S.C.)
 1961 Winston-Salem
 4320. Osborne, Doris H. (Mrs.)
 1960 Asheboro
 1381. Overman, H. S. 1907 Elizabeth City
 3343. Overton, D. S. 1950 Sanford
 3154. Owen, F. R. (Ga.) 1935 Tryon
 3766. Owenby, Paul, Jr. (Ga.)
 1954 Brevard
 3040. Owens, T. Q. 1943 Whiteville
 4295. Owens, T. Q., Jr. 1960
 Whiteville
 4419. Oxendine, D. H. (S.C.) 1961
 Kannapolis
 3913. Oxendine, J. E. (S.C.)
 1956 Charlotte
- P
3303. Pace, T. A. 1949 Hendersonville
 3806. Paderick, H. C. 1955 Kinston
 3510. Padgett, H. F. 1951 Durham
 2803. Page, C. E., Jr. 1938 Henderson
 4510. Page, C. F. (Ala.) 1962
 Jacksonville, Fla.
 3636. Page, G. A. (Ala.) 1953 Hickory
 4229. Page, Jane Welch (Mrs.)
 1959 Washington, N. C.
 4230. Page, Patsy Rooney 1959 Fairmont
 2220. Palmer, A. W. 1924 Sanford
 3612. Paoloni, C. U. (N.J.)
 1952 Greensboro
 3390. Pappas, S. A. 1950 Gastonia
 3391. Paramore, R. A. 1950 Nashville
 4428. Parham, Linda J. (Mrs.) 1961
 Kinston
 4231. Parker, Frederick Beecham, Jr.
 1959 Jacksonville
 3215. Parker, L. J. 1948 Memphis, Tenn.
 2474. Parker, N. M. (col.)
 1929 Fayetteville
 1333. Parker, R. S. 1906 Murphy
 4484. Parker, R. G. 1962
 Winston-Salem
 2123. Parker, W. W., Jr. 1923 Henderson
 2827. Parks, W. A. 1938 Salisbury
 3440. Parrish, A. S. 1951 Newton Grove
 2569. Parrish, L. F. 1931 Rocky Mount
 3101. Parsons, R. H.
 1945 Middleburg, N. Y.
 4330. Patterson, F. T. 1960 Burlington
 3451. Patterson, J. L. (S.C.)
 1951 Lenoir
 3808. Patton, J. B., Jr. 1955 Canton
 3745. Patton, W. H. 1954 Marion

3167. Paul, Shirley (Mrs.) 1947 Greensboro
 3356. Payne, Jean W. (Mrs.) (Va.)
 1950 Greensboro
 3474. Pearson, Sarah P. (Mrs. J. K.)
 1951 Apex
 3131. Pecora, Ruth P. (Mrs. John)
 1946 Erwin
 2089. Pegram, Addie B. (Mrs. C. W.)
 1922 Apex
 4232. Piele, James Iroan, Jr.
 1959 Burlington
 4485. Pelt, A. G. 1962 Goldsboro
 3809. Penland, J. T. 1955 Lenoir
 3490. Penn, W. C. (col.) (La.)
 1951 Winston-Salem
 4359. Pennington, Wallace L. (W.Va.)
 1960 Concord
 4003. Perkins, L. P., Jr.
 1957 South Boston, Va.
 3665. Perrow, W. S. 1953 Lynchburg, Va.
 3532. Perry, M. B. (Mrs.) 1952 Apex
 3392. Perry, V. H. 1950 Franklin
 2568. Perry, W. R. (col.) 1931 Burlington
 4398. Peterson, Donald V. 1961 Burgaw
 1995. Petrea, F. S. 1920 Greensboro
 4080. Phifer, Fred Owen 1958 Raleigh
 2675. Phillips, J. E. 1934 Raleigh
 2014. Phillips, M. B. 1920 Albemarle
 2833. Phillips, O. J. 1938 Montreal, Can.
 2329. Phillips, W. P. 1926 Morganton
 4178. Phillips, W. W. 1959 Charlotte
 3666. Piantadosi, Claude 1953 Chapel Hill
 3029. Pickard, J. F. 1943 Greensboro
 2951. Pickard, J. M. 1941 Durham
 1998. Pierce, J. S. 1920 Rocky Mount
 2349. Piggott, D. S. 1926 Morehead City
 4528. Pike, Ellen 1962 Concord
 2905. Pike, J. M. 1940 Concord
 2861. Pike, J. W., Jr. 1939 Concord
 2880. Pilkington, E. L. 1939 Goldsboro
 1180. Pinnix, J. M. 1904 Kernersville
 2533. Pinnix, J. L. 1930 Kernersville
 1382. Pinnix, W. M. 1907 New Bern
 3725. Pistole, C. E. (Tenn.)
 1954 Morristown, Tenn.
 3810. Pittman, B. E. 1955 Valdese
 3304. Pittman, G. R. 1949 Smithfield
 3223. Pittman, J. H. (Tex.)
 1948 Fayetteville
 3305. Plemmons, Charlotte B. (Mrs.)
 1949 Asheville
 4004. Polk, J. W. 1957 Dunn
 3911. Ponder, R. F. (S.C.)
 1956 Mt. Holly
 4179. Ponder, William Norman, Sr.
 1959 Hendersonville
 2204. Poole, L. B. 1924 Thomasville
 1821. Porter, C. D. 1915 Concord
 1660. Porter, Ernest 1912 Concord
 3906. Porter, Ernest, Jr. 1956 Charlotte
 3098. Porter, J. B. (Kansas)
 1945 West Jefferson
 4486. Post, Hazel G. (Mrs.) 1962
 Chamblee, Ga.
 3237. Powell, E. S. 1948 Oxford
 1958. Powell, F. L. 1917 Burlington
 3811. Powell, W. P. 1955 Mars Hill
 4529. Powers, Ingrid B. (Mrs.) 1962
 Chapel Hill
 2881. Pressly, C. P. 1939 Charlotte
 4180. Prevo, J. M. 1959 Asheboro
 4192. Prewitt, R. W. (Ohio)
 1959 Painsville, Ohio
 3746. Price, Billy L. 1954 Conover
 2804. Price, H. G. 1938 Raleigh
 4530. Price, J. D. 1962 Raleigh
 2007. Price, S. H. 1920 Mooresville
 3578. Price, S. H., Jr. 1952 Mooresville
 4399. Price, Sanford S. 1961 Clinton
 4081. Priest, Janice P. (Mrs.)
 1958 Charleston, W. Va.
 2910. Proctor, W. V. 1940 Charlotte
 4082. Proffit, Bill 1958 Spruce Pine
 3238. Propst, G. B. 1948 Morganton
 2801. Provo, Jean Bush (Mrs.)
 1938 Raleigh
 3863. Pruett, I. J. (Ind.) 1955 Angier
 3777. Pryce, R. V. (Pa.)
 1954 Warren, Ohio
 2697. Pucket, U. S. 1935 Stovall
 3307. Puckett, W. M. 1949 Robbins
 2111. Pugh, E. S. 1922 Windsor
 3393. Pulliam, H. F. 1950 Winston-Salem
 2732. Purcell, D. C. 1936 Salisbury
 2915. Purcell, S. M., Jr. 1940 Salisbury
 4317. Purser, Helen D. (Mrs.) 1960
 Grifton
 4487. Purser, M. H. 1962 Grifton
 4488. Putnam, J. V. 1962 Bessemer City

Q

3627. Quick, J. D., Jr. (col.)
 1953 Winston-Salem

R

3394. Rabil, E. J. 1950 Winston-Salem
 3193. Rachide, A. P. 1947 Jacksonville
 3874. Ramos, J. D. (D.C.) 1955
 Charlotte
 3395. Rancke, J. M. 1950 Lumberton
 3579. Randall, W. H., Jr. 1952 Lillington
 4489. Randleman, E. A., Jr. 1962 Mt. Airy
 4453. Rankin, Claire 1961 Erwin, Tenn.
 4011. Rankin, R. A. (Miss.)
 1957 Hendersonville
 2873. Rankin, W. B. 1939 Arlington, Va.
 3216. Ranzenhofer, J. A. 1948 Greensboro
 3831. Raper, D. J. 1955 Rocky Mount
 4536. Rasor, P. W., Jr. (S.C.) 1962
 Easley, S. C.
 4121. Rauch, R. K. 1958 Mocksville
 1884. Ray, E. L. 1916 Asheboro
 2611. Ray, Frederick, Jr. 1932 Sanford
 2269. Rayburn, H. L. 1925 Charlotte
 2607. Reamer, I. T. (Md.) 1931 Durham
 3580. Reaves, C. A. 1952 Asheboro
 4429. Reaves, Dorothy B. 1961
 Fayetteville
 2724. Reaves, H. C. 1936 Asheboro
 2535. Reaves, L. E., Jr. 1930 Fayetteville
 3581. Reese, J. N. 1952 Kannapolis
 2615. Register, M. O. 1932 Clinton
 4140. Reinhardt, Bruce Bastian (Pa.)
 1958 Ayden
 4103. Reynolds, E. H. (S.C.)
 1958 Salisbury
 3239. Rhem, J. F. 1948 Florence, S. C.
 3949. Rhoades, J. D. 1956 Fayetteville
 2612. Rhodes, C. R. 1932 Charlotte
 4233. Rhodes, Daniel Edward
 1959 Morganton
 2110. Rhyne, C. L. (Ga.) 1922 Charlotte
 3413. Rice, C. F. (col.) (D.C.)
 1950 Charlotte
 3530. Rice, H. C. (N.D.) 1952 Charlotte
 2262. Rice, L. D. 1925 Maxton
 4430. Rice, W. A. 1961 Charlotte
 3308. Rich, H. C. 1949 Garland
 4083. Rich, R. E., Jr. 1958 Brevard
 4442. Richards, T. L. (Ala.) 1961
 Stony Point
 4056. Richardson, Levan W. (Tenn.) 1958
 New York, N. Y.
 2546. Richardson, O. K. 1930 Boone
 3704. Richardson, V. H. (S.C.)
 1954 Walnut Cove
 2584. Richardson, W. R. 1931 Boone
 1680. Ridenhour, D. G. 1912 Mt. Gilead
 4400. Ridenhour, Henry B. 1961 Spencer
 3102. Riegel, M. S. 1945 Owego, N. Y.
 3103. Riggsbee, E. Lloyd 1945 Chapel Hill
 3628. Riggsbee, V. L., Jr. 1953 Charlotte
 2882. Riggsbee, Elmer Linieth
 1939 Burlington
 2916. Rimmer, Helen B. (Mrs.) 1940
 Charlotte
 2468. Ring, C. A., Jr. 1928 High Point
 1182. Ring, L. B. 1904 Tarpon Springs, Fla.
 4097. Rivers, J. B. (S.C.)
 1958 Chesterfield, S. C.
 1827. Rives, H. L. 1915 Bethel
 4411. Robbins, H. M. (Va.) 1961 Durham
 2511. Roberson, Culas, 1929 Spray
 3475. Roberts, D. A. 1951 Fayetteville
 4122. Roberts, S. B. 1958 Black Mountain
 4454. Robertson, Donna M. (W. Va.) 1961
 Winston-Salem
 1517. Robertson, E. G. 1910 Va. Beach, Va.
 3539. Robertson, W. N., Jr.
 1952 Laurinburg
 4203. Robey, G. W. (W.Va.)
 1959 Sarasota, Fla.
 2674. Robinson, Carlton
 1934 Morehead City
 2740. Robinson, D. P. 1936 Oxford
 3971. Robinson, D. B. (Ga.) 1956 Charlotte
 3137. Robinson, Harriet A. (S.C.)
 1946 Lumberton
 3950. Robinson, J. C., Jr.
 1956 Roanoke Rapids
 4045. Robinson, Margaret A. (Mrs.) (Ala.)
 1957 Winston-Salem
 2816. Robinson, T. R., Jr. 1938 Goldsboro
 3253. Rodgers, M. E., Jr. (S.C.)
 1948 Wilmington
 3582. Rodgers, O. J. 1952 Salisbury
 3667. Rogers, H. N., Jr. 1953 Lumberton
 3309. Rogers, R. P., Jr. 1949 Durham
 1644. Rogers, R. P., Sr. 1912 Durham
 2527. Rogers, W. LeR. (S.C.)
 1929 Benson
 3202. Rogers, W. P. (Tenn.)
 1947 Asheville
 4538. Rogers, W. R. (Ga.) 1962
 Gainesville, Ga.
 4447. Rogers, W. W. (S.C.) 1961
 Shelby
 2720. Rollins, E. W. (S.C.)
 1935 Winston-Salem
 4005. Rollins, Stuart Wingo
 1957 Rural Hall
 3344. Roper, H. E. 1950 Melbourne, Fla.

3310. Rose, W. C. 1949 Goldsboro
 3311. Rose, W. P. 1949 Greensboro
 4537. Rosenberg, Ira (Va.) 1962
 Goldsboro
 3345. Ross, R. McG. 1950 Gastonia
 3059. Rosser, J. H. 1944 Charlotte
 3965. Roughton, R. H. (Ga.)
 1956 Charlotte
 2700. Rouse, L. L. 1935 Fayetteville
 4162. Royal, Pearl (Mrs.) 1959
 Lynnhaven, Va.
 2952. Royall, G. E., Jr. 1941 Elkin
 2263. Roycroft, W. R. 1925 Shallotte
 3855. Rubin, S. P. 1955 Newport
 3583. Russell, G. C. 1952 Greensboro
 2874. Russell, J. M., Jr. 1939 Asheville
 3240. Russell, J. T. 1948 Asheville
 3527. Russell, R. A. (Ga.)
 1951 Winston-Salem
 2924. Russell, T. W. 1940 Greensboro
- S
1554. Salley, W. M. 1910 Asheville
 3397. Salley, W. M., Jr. 1950 Asheville
 3812. Salter, R. L., Jr. 1955 Burlington
 3511. Sampson, R. R. (col.) 1951 Greensboro
 1658. Sanders, A. J. 1912 Gastonia
 3241. Sanders, C. H. 1948 Granite Quarry
 3227. Sanders, Patsy B. (Mrs. Charl H.)
 1948 Granite Quarry
 1852. Sanford, R. D. 1916 Lumberton
 4401. Sasser, John M. 1961 Smithfield
 3398. Sauls, Doris H. (Mrs.)
 1950 Raleigh
 3476. Sauls, H. B. 1951 Raleigh
 4431. Saunders, J. W. 1961 Raleigh
 4123. Saunders, W. K., Jr. 1958 Burlington
 2917. Savage, M. C. 1940 Roanoke Rapids
 4490. Savoia, B. S., Jr. 1962 Salisbury
 2308. Sawyer, R. B. (Colorado)
 1925 Springfield, S. C.
 2528. Saxon, H. A. (Ga.) 1930 Hong Kong
 3887. Scarboro, W. L. 1955 Raleigh
 3951. Schaefer, B. D. 1956 Fayetteville
 3399. Scharff, R. E. 1950 Clemmons
 4006. Schlagel, A. P., Jr.
 1957 East Bend
 2991. Scoggin, H. P. 1942 Louisburg
 2572. Scoggin, L. E., Jr. 1931 Louisburg
 4098. Scott, M. A., Jr. (S.C.)
 1958 Skyland
 3757. Scudder, B. H. (Tenn.)
 1954 Jacksonville
3952. Seabock, R. L. 1956 Garner
 3242. Seaborn, R. H. 1948 Cary
 3312. Secrest, V. V., Jr. 1949 Monroe
 3860. Segars, J. H. (S.C.) 1955 Marion
 3686. Seibert, JoAnne (Ga.) 1953
 Winston-Salem
 2379. Selden, J. S. 1927 Weldon
 2908. Senter, L. M. 1940 Carrboro
 2889. Senter, P. L. 1921 Carrboro
 3813. Setzer, E. S., Jr. 1955 Greensboro
 4144. Setzer, Thomas Sherman (Ga.)
 1959 Waynesville
 3132. Sewell, Evelyn S. (Mrs. J. B., Jr.)
 1946 Morehead City
 2313. Sewell, G. L. 1926 Kinston
 4256. Shaheen, W. M. (Ga.)
 1959 Blowing Rock
 3872. Sharp, H. D. (S.C.) 1955
 Cornelius
 3158. Sharpe, W. C. (S.C.) 1946 Durham
 1929. Shaw, R. S. 1917 Enfield
 3814. Shaw, W. B. 1955 Mt. Olive
 4432. Shearin, R. H. 1961 Greensboro
 4433. Sheets, J. P. 1961 West Jefferson
 2953. Sheffield, B. C., Jr. 1941 Warsaw
 3184. Sheffield, W. J. 1947 Austin, Texas
 3967. Shelton, W. D. (Ky.)
 1956 Louisville, Ky.
 3540. Shepherd, D. M. 1952 West Jefferson
 3758. Shepherd, R. C., Jr. 1954 Lexington
 3478. Sherard, G. S. 1951 Burlington
 2075. Sherard, J. F. (S.C.) 1920 Burlington
 3953. Sherrill, F. L., Jr. 1956 Conover
 2721. Sherrod, W. I. (Tenn.)
 1936 Bristol, Va.
 3400. Sherwood, N. W. 1950 Lenoir
 1988. Shieder, G. A. (Ga.) 1918 Asheville
 3030. Shields, C. L. 1943 Jacksonville
 2666. Shigley, H. H. (Ohio) 1934 Asheville
 4418. Shimon, R. F. (Wis.) 1961
 Verona, Wis.
 4331. Shoemaker, W. P. 1960 High Point
 1973. Shook, Eulon 1918 Hickory
 3196. Shook, Eulon, Jr. 1947 Hickory
 3401. Shore, V. A., Jr. 1950 Durham
 3907. Shouse, W. D. 1956 King
 3954. Shuford, G. W. 1956 Forest City
 3616. Shultman, S. L., Jr. (S.C.)
 1953 Charlotte
 3955. Sigmon, R. G., Jr. 1956 Hickory
 3759. Simmons, F. C., Jr. (S.C.) 1954
 Charlotte
 2989. Simmons, F. J. 1942 Hickory
 2585. Simmons, H. R. 1931 Jacksonville

3313. Simmons, Peggy C. (Mrs.)
1949 Lincolnton
3168. Simmons, W. A. 1947 Winston-Salem
2856. Simmons, W. C. 1939 Winston-Salem
4368. Simpson, J. T., Jr. (S.C.)
1961 Mooresville
2434. Simpson, L. B. 1927 Rock Hill, S. C.
3717. Simpson, N. J. 1954 Spindale
3199. Sinclair, F. A. 1947 Albemarle
2221. Sisk, C. J. 1924 Asheville
2742. Sisk, R. C. 1936 Asheville
3888. Sisk, W. T. 1955 Asheville
3976. Sistrunk, L. F., Jr. (S.C.)
1956 Charlotte
3718. Skakle, Sybil (Mrs.) 1954 Chapel Hill
2935. Skinner, F. LaF. (Va.) 1941 Spencer
4017. Slaughter, T. G. (S.C.) 1957 Charlotte
3153. Slayton, Mary T. 1946 Murphy
3111. Slesinger, Stanley (D.C.)
1945 Charlotte
2435. Sloan, R. R. (Va.)
1927 Rutherfordton
2875. Sloan, W. L. 1939 Chapel Hill
3956. Sloop, R. H. 1956 Winston-Salem
1878. Small, Bessie B. (Mrs.) (col.)
1923 Denton, Md.
4234. Smith, Alfred Gene
1959 Elizabethtown
4124. Smith, A. T. (col.) 1958 New Bern
2195. Smith, D. A. 1924 Reidsville
4491. Smith, D. J. 1962 Forest City
3727. Smith, E. A., Jr. (S.C.) 1954
Charlotte
3728. Smith, E. D. (Tenn.)
1954 Danville, Va.
2972. Smith, E. H., Jr. 1941 Tarboro
4085. Smith, E. M. 1958 Tuscaloosa, Ala.
3594. Smith, F. K., Jr. (Miss.) 1952
Rural Retreat, Va.
3615. Smith, G. C. (Ga.) 1953 Ocala, Fla.
3970. Smith, G. L. (S.C.) 1956 Charlotte
2810. Smith, H. E. 1938 Thomasville
4125. Smith, J. E. 1958 Valdese
3320. Smith, J. G. (Ga.) 1949 Stokesdale
4235. Smith, J. H., Jr. 1959 Varina
2183. Smith, J. P. F. (S.C.) 1923 Gibson
3251. Smith, J. R. (S.C.)
1948 Rock Hill, S. C.
1634. Smith, Leon 1912 Kannapolis
2926. Smith, L. W. 1940 Kannapolis
3449. Smith, N. A. (col.) (S.C.)
1951 Gastonia
2768. Smith, O. W. 1937 Pilot Mt.
3668. Smith, R. W., Jr. 1953 Charlotte
3856. Smith, R. H. L. 1955 Greensboro
3669. Smith, Robert G. 1953 Mt. Airy
3632. Smith, Roger A. (Va.) 1953 Raleigh
4332. Smith, Sue B. (Mrs.) 1960
Tuscaloosa, Ala.
4531. Smith, S. McD., Jr. 1962 Charlotte
2403. Smith, T. E. 1927 Goldsboro
4434. Smith, T. M. 1961 Chapel Hill
1259. Smith, T. L. 1905 Plymouth
2488. Smith, V. F. (Mo.)
1928 Pleasant Garden
3700. Smith, V. L. (Vt.)
1954 Bradenton, Fla.
2776. Smith, W. J. 1937 Chapel Hill
1678. Smith, W. O. 1912 Arlington, Va.
4532. Smithwick, E. L., Jr. 1962 Raleigh
4504. Snead, L. D. (W.Va.) 1962
Charleston, W.Va.
4492. Snider, L. G. 1962 Canton
3195. Snyder, S. E. 1947 Brevard
2184. Snypes, C. L. (Ga.) 1923 Wake Forest
2199. Soler, Urbano, 1924 High Point
3914. Solomon, Melvin (S.C.) 1956 Charlotte
3272. Southern, J. C. 1949 High Point
2603. Sparkman, D. D., Jr. (Va.)
1931 St. Pauls
2336. Sparks, J. E. 1926 Elizabeth City
2961. Sparks, L. R., Jr. 1941 Durham
3479. Speight, E. C. 1951 Rocky Mount
3719. Speight, J. A. 1954 Rocky Mount
4350. Spence, William R. (D.C.)
1960 Rocky Mount
2641. Spencer, B. W., Jr. (S.C.)
1932 Durham
4139. Speranza, Charles Fred (Mass.)
1958 Burlington
4255. Spirko, Paul (Ohio)
1959 Fontana Dam
4296. Spittle, R. Y. 1960 Asheville
2346. Spoon, J. M. 1926 Charlotte
2451. Spoon, K. B. 1928 Charlotte
2437. Stacy, L. B. (Ga.) 1928 Gastonia
3591. Stahl, G. M. (Va.) 1952 Durham
3138. Staleup, H. R. (Ind.) 1946 Kinston
3957. Stalvey, J. C. 1956 Knightdale
3926. Stamey, D. D. (Ga.) 1956
Lawrenceville, Ga.
2505. Stamps, J. N. 1929 High Point
1260. Stanback, T. M. 1905 Salisbury
3854. Stanford, Joyce E. (Mrs.)
1955 Chapel Hill
3418. Stang, David (Va.) 1950 Greensboro
3442. Stang, W. S. 1951 Greensboro
2678. Stanley, V. E. 1934 Charlotte

3748. Stanton, W. H. 1954 New Bern

3865. Steele, G. H., Jr. (Ohio)

1955 Greensboro

2565. Stein, Meyer (Penn.)

1930 Philadelphia, Pa.

3121. Stephens, Frank 1946 Triangle, Va.

1818. Stephens, J. L., M.D. (col.)

1915 Cleveland, Ohio

4236. Stevens, Charles Lee 1959 Benson

2921. Stevens, M. W. 1940 Broadway

1919. Stevenson, J. T. 1917 Elizabeth City

4181. Stevenson, Paul Augustus

1959 Elizabeth City

4251. Stevenson, R. S. (W.Va.)

1959 Concord

3826. Stewart, J. R. (Tenn.)

1955 Sevierville, Tenn.

3180. Stewart, J. S. 1947 Fremont

3480. Stich, W. C. 1951 Clearwater, Fla.

1557. Stimson, J. H. 1910 Statesville

4007. Stine, C. R. 1957 Charlotte

2506. Stone, B. F. 1929 Elizabethtown

2762. Stone, B. M. (Fla.)

1936 St. Petersburg, Fla.

2626. Stone, E. V. 1932 Charlotte

3889. Stone, H. C., Jr. 1955 Salisbury

3815. Stone, J. D. 1955 Pilot Mountain

3816. Stone, R. B. 1955 King

2094. Stone, W. L. 1922 Franklinton

3443. Stonestreet, D. H.

1951 Winston-Salem

4237. Stoots, J. K. 1959 Albemarle

1558. Stowe, H. R. 1910 Charlotte

4182. Street, James Thomas 1959 Roxboro

3071. Stringfield, B. J. (Mrs.)

1944 N. Wilkesboro

2496. Stroud, Dortch, 1929 Kinston

3694. Stroupe, L. S. (D.C.) 1953 Lawndale

2453. Sullivan, L. S. 1928 Hickory

1926. Summey, P. B. 1917 Mt. Holly

3584. Summey, W. L. 1952 Dallas

4099. Sumner, E. D. (S.C.) 1958

Chapel Hill

3046. Sutphin, E. C. 1944 Galax, Va.

2698. Suttlemyre, C. P. 1935 Hickory

4402. Sutton, LuRuth 1961 Durham

3908. Swan, W. J. 1956 Asheville

2224. Swaney, C. A. 1924 Winston-Salem

4533. Swann, E. F., Jr. 1962 Hickory

3512. Swearngan, C. L. 1951 Charlotte

3585. Swicegood, Shirley W. (Mrs.)

1952 Galveston, Texas

1592. Swindell, E. S. 1911 Durham

1388. Sykes, R. J. 1907 Greensboro

T

3817. Talbert, G. R. 1955 High Point

1312. Tart, D. W. 1906 Greensboro

3025. Tart, P. E. 1943 Kinston

2703. Tate, D. O. 1935 St. Petersburg, Fla.

2256. Tate, E. H. 1925 Lenoir

4044. Tate, J. McC. (D.C.) 1957 Havelock

4195. Tate, Samuel Byars (S.C.)

1959 Asheville

4346. Tate, S. C. (Ga.) 1960 Shelby

3818. Tate, W. S. 1955 Lexington

2455. Tatum, J. M. 1928 Asheville

3444. Tatum, Mary E. 1951 Winston-Salem

1577. Taylor, D. G. 1910 Leaksville

2797. Taylor, H. R. (col.) (Tenn.)

1938 Tarboro

2786. Taylor, H. T. 1937 Goldsboro

3402. Taylor, J. G. 1950 Conway

2398. Taylor, L. B. 1927 Conway

4084. Taylor, Mary Sue (Mrs.)

1958 Yadkinville

3183. Taylor, Nancy Hunt (Mrs. Wm. F.)

1947 Washington

3218. Taylor, W. W. 1948 Chapel Hill

1627. Taylor, W. P. 1912 Roanoke Rapids

3047. Teague, J. R. 1944 High Point

4247. Teal, E. W. (S.C.) 1959

Winnboro, S. C.

2988. Tee, H. C., Jr. 1942 Wilson

3244. Temple, H. A. 1948 Charlotte

2610. Temple, R. H. 1932 Kinston

2353. Templeton, G. S. 1926 Gastonia

2333. Tennant, W. D., Jr. 1926 Crossnore

3038. Terrell, J. A., Jr. 1943 Sanford

3173. Thayer, S. S. (Ohio)

1947 Orlando, Fla.

1701. Thomas, E. E. 1913 Roxboro

2839. Thomas, F. E. (Ala.) 1938 Charlotte

3541. Thomas, H. G. 1952 Wilson

3531. Thomas, J. S. (Ala.) 1952 Charlotte

2883. Thomas, J. I. 1939 Dunn

2577. Thomas, P. L. 1931 Shallotte

4202. Thomaston, B. L. (Ala.)

1959 Auburn, Ala.

4334. Thompson, C. D. 1960 Graham

3909. Thompson, D. A. 1956 Salisbury

2811. Thompson, H. O. 1938 Chapel Hill

2258. Thompson, J. L. 1925 Reidsville

2242. Thompson, J. V. (S.C.)

1924 Wilmington

2190. Thompson, P. H. 1924 Fairmont

2987. Thompson, T. H. (col.)

1942 Burlington

4127. Thorne, J. P. (Va.)
1958 Roanoke Rapids
3130. Thorne, Lucy K. (Mrs.)
1946 Morehead City
3857. Thorne, S. T. 1955 Charlotte
2884. Thornton, G. P. 1939 Goldsboro
2986. Thornton, J. W., Jr. 1942 Lillington
3112. Tiles, Irving (N.J.)
1946 High Point
2159. Tilley, J. E. 1923 Jamestown
3133. Timberlake, C. V., Jr.
1946 Alexandria, Va.
3721. Timberlake, H. W. 1954
Roanoke Rapids
3838. Tollison, R. B. (S.C.) 1955
Wadesboro
2440. Tolson, J. G., Jr. (S.C.)
1927 Henderson
3605. Tomlinson, L. C. (Ga.)
1952 Fayetteville
1600. Toms, B. C. 1911 Salisbury
1990. Toms, E. R. (Ga.) 1919 Wilmington
1520. Townsend, J. H. 1910 Red Springs
1703. Trent, J. A. 1913 Galax, Va.
2160. Tripp, G. O. 1923 Wilmington
3958. Trosper, Edith 1956 Chapel Hill
1343. Trotter, J. R. 1906 Salisbury
2847. Tunstall, J. P. 1939 Washington
- 1808 Turlington, J. E. 1915 Lumberton
3481. Turner, C. C., Jr. 1951 Scotland Neck
3587. Turner, C. F. 1952 Florence, S. C.
4460. Turner, G. M. (S.C.) 1962
Greenville, S. C.
3671. Turner, G. W. 1953 Wilmington
3315. Turner, J. K., Jr. 1949 Weldon
2045. Turnmyre, A. P. 1921 Mt. Airy
4086. Tyler, J. L. Greenville
2778. Tyson, J. W. 1937 Greensboro
2834. Tyson, W. B. 1938 Rocky Mount

U

4038. Umphlett, H. B., Jr.
1957 Elizabeth City
2570. Umstead, O. L. 1931 Durham
3346. Underwood, D. D. 1950 Greensboro
2954. Underwood, H. P., Jr.
1941 Fayetteville
4087. Underwood, M. E. 1958 Wilmington
4008. Upchurch, J. E., Jr. 1957 Durham
2667. Upchurch, M. T. 1934 Smithfield
4403. Usher, Harold G. 1961 Burlington
3403. Ussery, E. McD. 1950 Raleigh
3316. Uzzell, S. C. C. 1949 Brevard

V

4297. Vanderburg, W. L. 1960 Burlington
3482. Van Valkenburgh, W. B.
1951 Asheville
2909. Varner, S. E. 1940 Huntsville, Ala.
3054. Viall, W. R., Jr. 1944 Pinehurst
1445. Vinson, E. L. 1908 Halifax
3483. Vinson, J. B. 1951 Garner

W

3722. Wagner, J. W. 1954 Charlotte
3750. Wagner, M. T., Jr.
1954 Staten Island, N. Y.
3523. Wakefield, Griffin (col.) (La.)
1951 Charlotte
4357. Walden, Annie L. (col.) (La.)
1960 Bronx, N. Y.
3108. Waldrop, J. E. (Ga.) 1946 Charlotte
2278. Walker, A. D. 1925 Wilmington
2010. Walker, H. W. 1922 Norlina
2504. Walker, H. L. 1929 Greensboro
4303. Walker, M. H. (Ga.) 1960 Rowland
4183. Walker, Paul Morgan 1959 Newton
2192. Wallace, A. C. 1924 Star
4499. Wallent, J. P. (Mass.) 1962 Oteen
2441. Walters, J. E. (S.C.) 1928 Morven
2583. Ward, B. R. 1931 Goldsboro
1761. Ward, E. H. 1914 Tarboro
4500. Ward, J. H. (Miss.) 1962
Hendersonville
3160. Ward, J. L., Jr. (Ga.) 1946 Canton
4238. Ward, Joseph Willard 1959 Wallace
2186. Ward, W. A. 1924 Swannanoa
3484. Ward, W. S. 1951 Swannanoa
2330. Warren, B. G. 1926 Rural Hall
3122. Warren, B. S., Jr. 1946 Greenville
3695. Warren, C. F., Jr. (Ga.)
1953 Statesville
1816. Warren, J. C. 1915 Benson
1923. Warren, L. A. 1917 Garland
2849. Warren, L. A., Jr. 1939
Winston-Salem
2846. Waters, P. V. 1939 Mooresville
4039. Watson, E. M. 1957 Leaksville
2805. Watson, R. N. 1938 Sanford
2813. Way, J. A., Jr. 1938 Winston-Salem
3646. Weatherwax, F. G. (Ga.)
1953 Clemmons
4493. Weaver, V. D. 1962 Wilson
3485. Webster, C. D. 1951 Fairmont
3726. Webster, P. E. (S.C.) 1954 Concord
2936. Webster, W. B. (S.C.)
1941 Fairmont

3589. Welborn, J. H. 1952 Lexington
 3198. Welborn, W. F., Jr. 1947 Lexington
 2541. Welch, W. D., Jr. 1930 Washington
 4129. Wells, Elizabeth H. (Mrs.) (S.C.)
 1952 Salisbury
 4239. Wells, F. E. 1959 Benson
 3599. Wells, F. R. (Ohio) 1952 Pinehurst
 3963. Wells, K. F. (Tenn.) 1956 Canton
 2685. Wells, R. R. 1934 Shelby
 2870. Wells, V. D., Jr. 1939 Columbus, Ohio
 3751. Wells, W. P. 1954 Durham
 3513. Welsh, O. H. 1951 Fayetteville
 3755. West, J. R. (Ga.) 1954 Canton
 2800. West, June Bush (Mrs.)
 1938 Raleigh
 3514. West, W. A. 1951 Roseboro
 2254. West, W. L. 1925 Roseboro
 3959. Whaley, E. F. 1956 Elizabeth City
 4088. Whaley, H. G. 1958 Wilmington
 3515. Whaley, L. M. 1951 Wallace
 3347. Wheeler, C. C., Jr. 1950 Creedmoor
 1979. Wheeler, C. R. 1919 Oxford
 2670. Wheelless, J. M., Jr. 1934 Farmville
 2459. White, C. B. 1928 Henderson
 2448. White, D. F. 1928 Mebane
 2059. White, E. S. 1921 Greensboro
 1574. White, G. S. 1910 Lexington
 3858. White, Grey B. (Mrs. J. G.)
 1955 Burlington
 3752. White, J. G. 1954 Burlington
 2054. White, J. S. 1921 Mebane
 4494. White, J. R. 1962 Henderson
 1741. White, Luther 1914 Wilmington
 2532. White, R. L. (S.C.) 1929 Troy
 2211. Whitehead, C. R. 1924 Ramseur
 3026. Whitehead, J. D., III 1943 Enfield
 4335. Whitehead, W. L. 1960 Sanford
 4184. Whitehurst, Paul Adams 1959
 Murfreesboro
 2673. Whiteley, R. S. 1934 Greensboro
 2956. Whitford, B. H. 1941 Rocky Mount
 2507. Whitford, C. P. 1929 Washington
 2547. Whitley, H. E. 1930 Concord
 1898. Whitley, J. R. 1916 Hendersonville
 2885. Whitley, W. Y. 1939 Stantonsburg
 1888. Whitmire, W. P., Jr.
 1916 Tucson, Ariz.
 4496. Whitney, H. A. K., Jr. (Mich.)
 1962 Durham
 3082. Whitson, W. J. 1945 Phelps, N. Y.
 4136. Wiesener, Carl Vernon (Ark.)
 1958 Shelby
 3723. Wiggins, K. L. 1954 Goldsboro
 1625. Wilkerson, I. O. 1911 High Point
 1525. Wilkerson, J. L. 1910 Durham
 4018. Wilkes, Ernestine B. (Mrs.)
 1957 High Point
 3056. Wilkins, Jessie L. (Mrs.) 1944
 Raleigh
 4304. Wilkinson, J. A. (S.C.)
 1960 Wilmington
 1573. Williams, A. H. A. 1910 Oxford
 3405. Williams, B. A. 1950 Hendersonville
 4089. Williams, C. S. 1958 Miami, Fla.
 3175. Williams, C. H. (Va.) 1947 Laurinburg
 3516. Williams, E. G. 1951 Gastonia
 4240. Williams, Franklin Ervin
 1959 Wilmington
 3629. Williams, G. L. 1953 Fayetteville
 4404. Williams, James E. 1961 Rockingham
 2084. Williams, J. C. 1921 Bessemer City
 3134. Williams, Laurel L.
 1946 Newport News, Va.
 4241. Williams, Lawrence Lanier
 1959 Lexington
 2077. Williams, L. L. (Ga.) 1920 Morven
 2969. Williams, M. H. 1941 Lexington
 1899. Williams, M. V. B.
 1916 Winston-Salem
 3152. Williams, Nina Fish (Mrs.) (Kan.)
 1946 High Point
 3732. Williams, T. D., Jr. (S.C.)
 1954 McColl, S. C.
 3517. Williams, W. A. 1951 Williamston
 3182. Williamston, Fate B. (Mrs.)
 1947 Albany, Ga.
 3819. Williford, E. H., Jr. 1955 Kannapolis
 4405. Williford, Evelyn D. 1961 Raleigh
 3219. Williford, John S. 1948 Pinetops
 2088. Willis, Beatrice A. (Mrs.)
 1922 Fayetteville
 2112. Willis, R. M. 1922 Southport
 2442. Williston, F. D. (col.) (Tenn.)
 1927 Fayetteville
 4336. Wilson, Carol B. 1960 Durham
 2158. Wilson, C. A. (Ga.) 1922 Monroe
 1534. Wilson, Connie H. 1910 Hickory
 3318. Wilson, H. W., Jr.
 1949 Winston-Salem
 4009. Wilson, J. H. 1957 Winston-Salem
 3406. Wilson, R. C. 1950 Hendersonville
 1511. Wilson, T. H. 1909 Gastonia
 3486. Wilson, W. H. 1951 Raleigh
 2017. Wimberly, R. E. (col.) 1920 Raleigh
 3753. Wimberly, W. P. (col.) 1954 Durham
 2957. Windecker, G. H.
 1941 Butler, N. J.
 4185. Winstead, D. D., Jr. 1959 Washington

3453. Winter, C. O. (S.C.)
1951 Jacksonville
1575. Wohlford, H. W. 1910 Charlotte
1822. Wolfe, B. H. 1915 Burlington
3820. Wolfe, R. P. 1955 Mt. Airy
1717. Wolfe, W. S. 1913 Mt. Airy
2203. Womble, D. J. 1924 Durham
2726. Womble, L. N., Jr. 1936 Plymouth
3821. Wood, John D. 1955 Burlington
2857. Woodard, B. P. 1939 Princeton
1770. Woodard, E. V. 1914 Four Oaks
4299. Woodard, G. F. (S.C.) 1960 Matthews
3446. Woodard, J. B. 1951 Kannapolis
3756. Woodson, J. T., Jr. (Tenn.)
1954 Woodbury, Tenn.
2723. Woodward, G. B. (Tenn.)
1936 Franklin
3447. Woody, R. R. 1951 Burlington
1809. Woolard, E. W. 1915 Henderson
2351. Wooten, J. W. F. 1926 Fayetteville
3083. Wooten, Ruth Aycock (Mrs. C. C.)
1945 Raleigh
3606. Wurthmann, B. A. (S.C.)
1952 Sullivan's Island, S. C.
2854. Wyatt, Blanche B. 1939 Wilson
4435. Wyche, G. V. 1961 Wilson
2545. Wynn, W. McK. (col.)
1930 Greensboro

Y

1428. Yancey, L. A. (col.) 1908 Charlotte
3206. Yandell, C. R. (S.C.) 1947 Pineville
3487. Yandle, H. A. 1951 Chapel Hill
4534. Yarborough, F. F. 1962
Raleigh
2798. Yearwood, T. C. (Ill.)
1938 Nicholasville, Ky.
4298. Yost, T. M. 1960 Greensboro
3410. Young, C. W., Jr. (S.C.)
1950 Elizabeth City
3348. Young, R. L., Jr. 1950 Winston-Salem
2799. Young, T. F. (Ark.) 1938 Leicester
3048. Youngblood, Frances Rimmer
(Mrs. R. L.) 1944 Charlotte
4199. Youngblood, Thomas Watson (S.C.)
1959 Raleigh

Z

4406. Zachary, James N. 1961 Sylva
4090. Zambito, Joseph 1958
West Palm Beach, Fla.
3243. Zirkle, Mildred S. (Mrs.)
1948 Berwyn, Pa.
1576. Zuckerman, I. L. 1910 Greensboro

LIST OF PHYSICIANS HOLDING
PERMITS TO CONDUCT DRUG STORES
(IN TOWNS OF NOT MORE THAN 800
INHABITANTS.)

139. Beasley, Edward Bruce
Fountain, Pitt County
204. Bonner, John Bryan
Aurora, Beaufort County
361. Cole, Walter Franklin
Bunn, Franklin County
178. Currie, Daniel Smith
Parkton, Robeson County
332. Fulp, James Francis
Stoneville, Rockingham County
162. Long, Fred Yount
Catawba, Catawba County
392. McElroy, Andrew H.
Colerain, Bertie County
271. Parker, John Wesley, Jr.
Seaboard, Northampton County

REGISTERED ASSISTANT
PHARMACISTS

79. Badgett, E. W. 1935 Mt. Airy
30. Barnhardt, L. E. 1931 Charlotte
50. Bass, J. A. 1932 Wilson
41. Birkitt, S. P. 1931 Charlotte
20. Branch, B. C. 1928 Rocky Mount
28. Brooks, C. M. 1931 Monroe
48. Brown, H. S. 1932 Raleigh
106. Bryant, Nan 1938 Tarboro
23. Carrigan, J. F. 1930 Spencer
61. Chadwick, S. T. 1933 Morehead City
27. Griffin, T. W. 1930 Statesville
96. Gwynn, A. A. 1938 Greensboro
4. Heslep, F. W. 1923 Beaufort
72. Humphries, A. T. 1934 Charlotte
56. King, R. G. 1933 New Bern
7. McConnell, Ethel 1926 Newton
19. Maus, F. B. 1928 Greensboro
64. Moore, H. W. 1933 Lexington
74. Moose, H. F. 1934 Statesville
68. Munns, R. F. 1934 Lumberton
5. Musgrove, W. M. 1924 Catawba
88. O'Brien, C. C. 1936 Greensboro
53. Porter, J. N. 1933 Charlotte
26. Russell, L. D. 1930 Greensboro
77. Wade, C. E. 1935 Colerain

List of Drug Stores

Revised August 1, 1962

The number preceding the name of the drug store indicates the permit number of that store. Addresses for each store are listed where given. Person listed immediately following drug store was certified as pharmacist in charge (or permitted physician) on the application for the renewal of the permit. "*" denotes drug store operated under physician's permit.

ABERDEEN—Moore County

1. Bryan Drug Company, Inc.
122 W. Main Street (C. L. Guion)
1059. Craig Drug Co.
107 Sycamore St. (L. B. Craig)
2. McCrummen's Drug Store
South Street (D. C. McCrummen)

ACME—Columbus County

1539. Raymond L. Creekmore, Pharmacist
Highway 74 & 76
(Raymond L. Creekmore)

AHOSKIE—Hertford County

1310. Boone's Pharmacy
109 W. Main St. (W. T. Boone)
1555. Capps Drug Co.
418 Peacock Street (H. H. Daniels)
1474. Copeland Drug Co.
104 Main St. (E. U. Capps)
1512. Walker Drug Co., Inc.
117 East Main Street
(W. A. Clodfelter)

ALBEMARLE—Stanly County

1635. Drug Centre, Inc.
121 N. First St. (D. L. Bennett)
1101. K and L Drug Store
316 Montgomery Ave. (T. G. Loftin)
6. Loftin's Drug Store
116 W. North St. (J. U. Loftin)
1152. Murrell's Pharmacy
167 N. Second Street (H. T. Murrell)
7. Phillips Drug Co.
111 N. Second Street (M. B. Phillips)
8. Purell Drug Co.
134 W. Main St. (P. L. Forrester)

1674. Stanly County Hospital Pharmacy
N. 4th Street (J. K. Stoots)

1802. Yadkin Pharmacy
123 Yadkin St. (F. A. Sinclair)

ANDREWS—Cherokee County

1813. Burch Drug Store
2nd St. (E. U. Burch)
9. Davis Drug Co.
Second St. (J. L. Hooper)

ANGIER—Harnett County

1327. McKnight's Drug Store
Main St. (A. L. McLean, Jr.)
841. Talton Drug Store
100 Depot Street (I. J. Pruett)

APEX—Wake County

1320. Apex Pharmacy
P. O. Box 128 (Margaret B. Perry)
821. Pegram's Pharmacy, Inc.
Salem Street (Mrs. A. B. Pegram)

ARCHDALE—Randolph County

1163. Lowe's Pharmacy, Inc.
(John D. Lowe)

ASHEBORO—Randolph County

1522. Asheboro Drug Co., Inc.
132 Sunset Ave. (E. L. Ray)
1415. CAR Drugs
1717 N. Fayetteville St. (C. A. Reaves)
1174. Fox Professional Drug Co., Inc.
516 S. Fayetteville St. (J. H. Fox)
957. Kearns Service Drug Store
803 W. Salisbury (T. N. Kearns)
1580. Mann's Drug Store of Asheboro,
North Carolina, Inc.
341 N. Fayetteville St.
(L. H. Carter)
17. Reaves Walgreen Agency Drug Store
119 Sunset Ave. (H. C. Reaves)

ASHEVILLE—Buncombe County

1575. Adams-Blauvelt, Inc.
16 Battery Park Ave.
(G. W. Mathews)

1466. Adams Professional Pharmacy, Inc.
Doctors Bldg., Doctors Drive
(J. W. Adams)
64. Aiken's Pharmacy
14 Lodge St. (J. H. Aiken)
1911. B. & B Pharmacy
462 Haywood Rd.
(L. B. Brookshire)
884. Barefoot & Tatum Drugs, Inc.
2 N. Pack Square (L. G. Barefoot)
1496. Barefoot & Tatum, Inc., No. 2
645 Biltmore Ave. (J. M. Tatum)
1427. Bennett's Drug Store
472 Haywood Road
(J. W. Moore)
- 1697 Beverly Hills Pharmacy
948 Tunnel Road (R. F. Austraw)
66. Biltmore Drug Store
1 Kitchen Place (L. M. Jarrett)
867. Charlotte St. Drug Co., Inc.
100 Charlotte St. (B. F. Klein)
1472. Eckerd's of Asheville, Inc.
Westgate Shopping Center
(S. B. Tate)
23. Eckerd Drugs, Inc.
31 Patton Ave. (H. R. Lewis)
1187. Eckerd's-Haywood, Inc.
21 Haywood St. (C. E. Bolinger)
1446. Economy Drug Store
157 Charlotte St. (R. J. Johnson)
1371. Ideal Drug Store
733 Haywood Road (W. C. Braman)
1506. Kenilworth Drug Store
489 Biltmore Avenue
(J. C. McGee, Jr.)
28. Lord's Drug Store, Inc.
793 Merrimon Ave. (J. C. McGee)
882. Malvern Hills Drug Store
1288 Haywood Road (C. J. Sisk)
1070. Memorial Mission Hospital Pharmacy
500 Biltmore Ave. (A. J. Darling)
1323. Merrimon Ave. Pharmacy
229 Merrimon Ave. (Albert Chandley)
1089. Montford Pharmacy
231 Montford Ave. (A. G. Kiser)
1787. Northland Drug
946 Merrimon Ave. (R. F. Coppedge)
1201. Pack Square Pharmacy
22 N. Pack Square (Geo. Shieder)
736. Palace Pharmacy
783 Haywood Road (Dan W. Foster)
36. Pinner's Drug Store
619 Haywood Rd. (J. M. Russell)
1132. Saint Joseph's Hospital Pharmacy
428 Biltmore Ave.
(Frank Akins)
37. Salley's Drug Store
85 Patton Ave. (Moss Salley, Jr.)
1622. Salley's Eastgate Drugs
253 Tunnel Road (J. N. Hawkins)
1462. Shigley's Grove Park Pharmacy
250 Charlotte St. (H. H. Shigley)
1739. Sisk Drug Store
31 Hendersonville Rd. (R. C. Sisk)
1833. Trantham's Drug Store
38 Broadway (J. V. Jenkins)
1607. Y.M.I. Drug Store
29 Eagle St. (F. H. Harris, Jr.)
- AULANDER—Bertie County
42. Aulander Pharmacy
(S. G. Nelson)
- AURORA—Beaufort County
43. Windley's Drug Store*
Main St. (J. B. Bonner, M.D.)
- AVONDALE—Rutherford County
44. Adkinson Drug Co.
(N. F. Adkinson)
- AYDEN—Pitt County
1841. Bruce's Drug Store
137 E. 2nd St.
(B. B. Reinhardt)
1603. Edwards Pharmacy
203 S. Lee Street
(S. M. Edwards, Jr.)
- BAILEY—Nash County
48. Etheridge Drug Store
(T. J. Etheridge, Jr.)
- BEAUFORT—Carteret County
1885. Bell's Drug Store
425 Front St. (S. G. Dixon)
51. Guthrie-Jones Drug Company
507 Front Street (C. H. Guthrie)
- BELHAVEN—Beaufort County
54. O'Neal Drug Store
230 E. Main St. (W. P. O'Neal)

BELMONT—Gaston County

55. Belmont Drug Co.
9 Main St. (R. B. Bryan)
1500. Catawba Pharmacy
403 Catawba St. (S. B. Johnson, Jr.)
1647. Robinson Drug Store
16 Main St. (C. D. Croft)
1655. Watkins Pharmacy, Inc.
132 N. Main St. (W. A. James)

BENSON—Johnston County

1821. Benson Drug Co.
104 E. Main St. (W. L. Rogers)
60. Warren Drug Company
211 E. Main St. (J. C. Warren)

BESSEMER CITY—Gaston County

1896. Central Drug Store
112 W. Virginia Ave. (J. V. Putnam)
62. Curtis Pharmacy
102 W. Virginia Ave. (J. R. Curtis)

BETHEL—Pitt County

1823. Bethel Pharmacy, Inc.
(J. R. Bowers)
63. H. L. Rives Drug Company
Railroad St. (H. L. Rives)

BEULAVILLE—Duplin County

1760. Bostie Drug Co., Inc.
(R. A. Bostie)

BISCOE—Montgomery County

67. Biscoe Drug Store
Carthage Road (W. I. Jenkins)

BLACK MOUNTAIN—Buncombe County

69. Black Mountain Drug Co.
101 W. State St. (M. L. Cable)
1359. Key City Pharmacy
204 Sutton Ave. (S. B. Roberts)
1743. Knight's Pharmacy
116 State St. (J. A. Kluttz)

BLOWING ROCK—Watauga County

1684. Walkers Pharmacy
(William Shaheen)

BOILING SPRINGS—Cleveland County

1096. Boiling Springs Drug Company, Inc.
(R. H. Beason)

BOONE—Watauga County

73. Boone Drug Co.
Main St. (W. R. Richardson)
1592. Carolina Pharmacy
231 E. King St.
(J. P. Greene)

BOONVILLE—Yadkin County

1503. Boonville Pharmacy
(D. C. Clark)

BREVARD—Transylvania County

77. S. M. Macfie Drug Co.
Main and Broad (C. J. Duvall)
1556. Morris Pharmacy
Cor. Broad & Main Sts.
(E. M. Morris)
1744. Varner's Drug Store
Broad and Jordan Sts.
(Paul Owenby, Jr.)

BROADWAY—Lee County

1036. Broadway Drug Co.
(M. W. Stevens)

BRYSON CITY—Swain County

80. Bryson City Drug Company
108 Everett St.
(Mary Alice B. Greyer)
1083. Swain Drug Store
Everett St. (C. B. Hawkins)

BUNN—Franklin County

83. Bunn Drug Co.*
(W. F. Cole, M.D.)

BURGAW—Pender County

1198. Dees Drug Store
(R. R. Dees)
1030. Durham Drug Company
Fremont St. (J. P. Moore)

BURLINGTON—Alamance County

85. Acme Drug Co., Inc.
Spring and Davis Sts.
(J. G. White)
1192. Alamance County Hospital Pharmacy
Graham-Hopedale Road
(R. L. Salter, Jr.)
1123. Alamance Drug Company
223 Maple Ave. (B. K. Mobley)
1860. Andrews Drug Co., Inc.
138 Maple Ave. (R. N. Jennings)

86. Asher-McAdams Drug Co.
305 Trollinger (J. W. McAdams)
1816. Barbour Drugs, Inc.
Edgewood Ave., Ext.
(J. P. Barbour, Jr.)
1851. Big Bear Super Drug
510 N. Church St. (M. R. Carruthers)
87. Burlington Drug Company, Inc.
East Front St. (R. E. Barrett)
1875. Cedar Cliff Pharmacy
1623 Vaughn Road (M. E. McCorkle)
89. Davis Street Pharmacy, Inc.
751 E. Davis St. (Robert Woody)
1407. Griffin's Pharmacy
1701 Old Alamance Road
(S. D. Griffin, Jr.)
93. Mann's Cut Rate Drug Store
414 S. Main St. (E. D. Millaway)
1846. Medical Center Pharmacy, Inc.
274 Graham-Hopedale Rd.
(Chas. Speranza)
1547. Medical Village Apothecary
1610 Vaughn Road
(W. S. Gardner)
94. Perry's Pharmacy
917 Rauhut St.
(W. R. Perry)
1413. Sherard's Pharmacy
1253 Webb Ave. (G. S. Sherard)
1188. Thompson's Pharmacy
804 Rauhut St. (T. H. Thompson)
- BURNSVILLE—Yancey County
1724. Pollard's Drug Store
West Main St. (C. B. Gillespie, Jr.)
1251. Yancey Pharmacy
Main St. (John Causey)
- CANDLER—Buncombe County
1890. Valley Drug Co., Inc.
(S. S. Minton)
- CANDOR—Montgomery County
1732. B & B Drug Co. (R. T. Giles)
- CANTON—Haywood County
97. Canton Drug Store
137 Main St. (J. L. Jones, Jr.)
98. Champion Cut-Rate Drug Store, Inc.
147 Main St. (J. R. West)
99. Hendrix Drug Store
108 Main St. (J. B. Patton)
100. Martin's Drug Store, Inc.
24 Park St. (B. M. Burrus)
- CAROLINA BEACH—New Hanover County
1766. Carolina Beach Drug Company, Inc.
(L. E. Bunch)
- CARRBORO—Orange County
1707. Senter's Drug Store
132 E. Main St. (L. M. Senter)
- CARTHAGE—Moore County
104. Shields Drug Co., Inc.
Court House Square (J. M. Barringer)
- CARY—Wake County
1490. Ashworth Rexall Drugs
105 W. Chatham St. (R. H. Ashworth)
1444. Mitchell's Pharmacy
138 E. Chatham St. (T. W. Mitchell)
- CATAWBA—Catawba County
106. Catawba Drug Company*
(F. Y. Long, M.D.)
- CHADBOURN—Columbus County
899. Derrick's Pharmacy
(M. L. Borders, Jr.)
107. John E. Koonce Drug Co.
(S. G. Koonce)
- CHAPEL HILL—Orange County
1184. Colonial Drug Co.
420 W. Franklin St. (J. H. Carswell)
109. Eubanks Drug Co.
E. Franklin St. (Clyde Eubanks)
1516. Glen Lennox Pharmacy, Inc.
Glen Lennox Shopping Center
(G. W. Harris)
1754. Mann's Drug Store, Inc. of Chapel Hill, N. C. (Ben Courts)
1218. N. C. Memorial Hospital Pharmacy
U.N.C. (W. W. Taylor)
994. Sloan Drug Company
101 E. Franklin St. (W. L. Sloan)
110. Sutton's Drug Store
159 E. Franklin St.
(Howard A. Yandle)
972. The Village Pharmacy, Inc.
318 W. Franklin St. (J. C. Fox, Jr.)

- CHARLOTTE—Mecklenburg County
1829. Amity Gardens Drugs, Inc.
Amity Gardens Shopping Center
(R. W. Smith, Jr.)
977. Avondale Pharmacy
2204 Park Road (Charles Norris)
1636. Benson's Rexall Drugs
1607 Remount Road
(L. M. Benson, Jr.)
1796. Biddleville Pharmacy
1023 Beatties Fd. Rd.
(Wm. Deavers)
1722. Bizzell's Freedom Drive Drugs
2416 Freedom Dr. (R. M. Brickle)
113. Bizzell Pharmacy
3300 Tuckaseegee Rd. (H. L. Bizzell)
116. Carolina Cut-Rate Drug Store, Inc.
225 W. Trade St. (F. E. Thomas)
117. Carolina Pharmacy
401 E. Trade St. (T. H. Lever)
1142. Cay Drug Store, Inc.
221 W. Trade St. (Joe Greenspan)
1437. Central Avenue Drug Center
2611 Central Ave. (J. M. Spoon)
1195. Charlotte Drug Company
200 E. Trade St. (J. T. Hough)
119. Charlotte Memorial Hospital Pharmacy
1400 Scott Ave. (D. T. Miller)
1902. Eastway Drug Center
Eastway & The Plaza
(C. L. Swearngan)
1672. Eastwood Pharmacy of Charlotte, Inc.
1419 Eastway Dr. (C. B. Gaddy, Jr.)
1315. Eckerd Drug Co.
1025 Providence Rd. (Lois Nichols)
121. Eckerd Drugs, Inc. (No. 1)
128 N. Tryon St. (H. R. Stowe)
122. Eckerd Drugs, Inc. (No. 2)
109 S. Tryon St. (E. V. Stone)
1155. Eckerds, Inc.
1332 Central Ave. (A. E. Galloway)
1653. Eckerd's-Charlottetown, Inc.
444 Charlottetown Mall
(W. W. Phillips)
1452. Eckerd's-Park, Inc.
4133 Park Road (J. L. McNeely)
1886. Eckerd's Freedom, Inc.
Freedom Drive (Walter Rice)
1569. Godley Center Pharmacy
4800 Rozzells Ferry Road
(J. W. Allen)
124. Hardee's Pharmacy
2909 Selwyn Ave. (A. K. Hardee, Jr.)
1567. Harris Super Drugs
Sharon Amity Road (G. L. Smith)
1736. Harris Super Drugs
1300 The Plaza (C. V. Christensen)
1772. Harris Super Drugs
5107 S. Blvd. (Jack Hickman)
125. Hawthorne Pharmacy
1629 Elizabeth Ave.
(V. L. Riggsbee, Jr.)
126. Hoskins Drug Co.
3626 Rozzell Ferry Rd.
(Kenneth Spoon)
1514. Kiser Drug Co. Inc.
2408 Wilkinson Blvd.
(Perry Hawkins)
1544. Kiser Drug Company, (No. 2) Inc.
127 Scalybark St. (S. E. Hemby, Jr.)
1565. Kiser Drug Co. #3, Inc.
Eastway & Central Avenue
(J. E. Oxendine)
893. Liggett Drug Company, Inc.
100-102 N. Tryon St. (C. R. Rhodes)
131. Lisk Pharmacy
826 E. Trade St. (D. C. Lisk)
1139. Medical Pharmacy
1010 Kings Drive (E. B. Eadie)
1069. Mersey Hospital Pharmacy
2000 E. 5th St. (Gilbert Colina)
1863. Midwood Pharmacy
2316 Central Avenue
(H. A. Hammond)
815. Myers Park Pharmacy
1340 Romany Rd. (Ralph Knox)
136. Niven Drug Co.
131 E. Park Ave. (Ernest Porter, Jr.)
1781. North Charlotte Pharmacy, Inc.
3201 N. Davidson St. (C. P. Copses)
137. Park Place Pharmacy
613 Providence Road (S. L. Shultman)
1858. Park Road Drug Co.
3922 Park Rd. (H. V. Corbitt)
1073. Plaza Hill Pharmacy, Inc.
2513 Plaza Road (J. W. Wagner)
932. Presbyterian Hospital Pharmacy
200 Hawthorne Lane (J. H. Rosser)
934. Queen City Pharmacy
422 E. Second St. (L. A. Yancey)

143. Selwyn Cut-Rate Drug Store, Inc.
406 W. Trade St. (J. S. Nance)
1342. Shamrock Drugs, Inc.
3209 Plaza Rd. (Melvin Solomon)
1756. Southern Drug Co.
1400 E. Morehead St.
(V. L. Fairecloth)
144. Stanley Drug Stores, Inc.
1949 E. 7th St. (V. E. Stanley)
1790. Star Drugs #1, Inc.
2116 Independence Blvd.
(J. C. Murphy)
1792. Star Drugs #3, Inc.
2044 N. Graham St. (H. C. Rice)
1793. Star Drugs #4, Inc.
705 Sharon Amity Rd. (R. M. Brickle)
1854. Star Drugs #7, Inc.
1419 Beatty's Fd. Rd. (J. E. Waldrop)
145. Sterling Drug Stores, Inc.
401 N. Tryon St. (E. W. Bruce)
1847. Sterling Drug Store No. 2, Inc.
1501 Elizabeth Ave. (W. V. Proctor)
146. T. A. Walker, Inc.
332 N. Tryon St. (J. S. Thomas)
1432. T. A. Walker, Inc.
Hawthorne Medical Center
227 Hawthorne Lane (Herman Cline)
1524. Westerly Hills Drugs, Inc.
3438 Wilkinson Blvd. (D. B. Robinson)
1473. Westside Drug Center, Inc.
1910 Rozzell Ferry Road
(J. W. Leonard)
1919. Yorkmont Drug Co., Inc.
4812 York Rd.
(Frances Youngblood)
- CHERRYVILLE—Gaston County
150. Allen Drug Co.
110 E. Main St. (H. H. Allen, Jr.)
151. Houser Drug Co., Inc.
100 E. Main St. (W. H. Houser)
- CHINA GROVE—Rowan County
913. Brown Drug Company
Main St. (J. H. Brown)
- 1881 China Grove Drug Co.
S. Main St. (R. A. Kiser)
- CLAREMONT—Catawba County
1824. Busbee's Pharmacy
Cor. Main & Lookout Sts.
(J. A. Busbee)
- CLARKTON—Bladen County
1386. Fowler's Drug Store, Inc.
College St. (J. D. Fowler)
- CLAYTON—Johnston County
155. Beddingfield's
325 E. Main St. (C. H. Beddingfield)
156. Whitley-Bain Drug Co., Inc.
333 Main St. (J. D. Bain)
- CLEMMONS—Forsyth County
1247. Clemmons Pharmacy
In The Triangle (R. E. Scharff)
1752. Weatherwax Pharmacy
Clemmons Center (F. G. Weatherwax)
- CLIFFSIDE—Rutherford County
1685. Harris Drug Store
Main St. (L. C. Harris)
- CLINTON—Sampson County
159. Butler's Pharmacy
204 Main St. (A. B. Butler)
1651. Darden Pharmacy
120 Main St. (R. J. Darden)
162. Dawkins and Matthews Drug Store
111 Vance St. (W. A. Dawkins, Jr.)
1670. Gaddy Pharmacy
604 Beamon St. (C. H. Gaddy)
1436. McLean Hospital Pharmacy
612 Beamon St. (G. W. McLean)
160. Reynolds Drug Co.
Main and Lisbon Sts.
(R. M. Herring)
- CLYDE—Haywood County
1486. Clyde Pharmacy
Main Street (A. B. Lott)
1624. Midway Professional Pharmacy, Inc.
Rt. 2 (Kermit Wells)
- COATS—Harnett County
1113. McKnight's Drug Store
Main St. (L. E. McKnight, Jr.)
- COLERAIN—Bertie County
165. Wade's Pharmacy*
Main St. (Andrew McElroy, MD)

COLUMBIA—Tyrrell County

166. Tyrrell Drug Co.
Main St. (J. P. David)

COLUMBUS—Polk County

1727. Columbus Pharmacy
Main Street (C. P. Meroney)

CONCORD—Cabarrus County

167. Airheart Pharmacy
Market St. (J. W. Airheart)
1613. Black's Pharmacy, Inc.
1017 N. Church St.
(Denford Oxendine)
168. Cabarrus Drug Co.
16 S. Union St. (W. E. Black)
944. Cabarrus Memorial Hospital Pharmacy
U. S. H'way 29 (R. W. Hardy)
170. Gibson's, Inc.
1 S. Union St. (L. M. Gilmore)
1572. Medical Center Pharmacy
195 Lake Concord Road (J. W. Pike)
1850. Park's Pharmacy
Union Cemetery Rd. (P. E. Webster)
171. Pearl Drug Co.
2 S. Union St. (H. A. Barringer)
1335. Pike's Drug Store
Wil-Mar (J. M. Pike)
1681. Pike's South Union Drug Store, Inc.
722 S. Union St. (G. H. Bane)
172. Porter Drug Company, Inc.
8 S. Union St. (C. D. Porter)
173. Whitmore Drug Company
80 S. Union St. (H. E. Whitley)

CONOVER—Catawba County

175. Bowman Drug Co.
Main St. (C. E. Bowman)
1753. Conover Drug Co.
121-1st Ave. (Billy Lee Price)

CONWAY—Northampton County

177. Taylor Drug Co.
(L. B. Taylor)

COOLEEMEE—Davie County

178. Cooleeemee Drug Co.
(E. D. Hoyle)

CORNELIUS—Mecklenburg County

1623. Mid Way Pharmacy, Inc.
North Main Street
(H. D. Sharp)

CRAMERTON—Gaston County

1389. Cramerton Drug Co.
(J. C. Kiser)

CREEDMOOR—Granville County

1888. Creedmoor Drug Co., Inc.
Main St. (C. C. Wheeler)

CROSSNORE—Avery County

181. Crossnore Drug Store
Box 186 (W. D. Tennant, Jr.)

DALLAS—Gaston County

919. Summey Drug Company
(W. L. Summey)

DAVIDSON—Mecklenburg County

184. White Drug Company
131 Main St. (C. S. Goodrum)
- DENTON—Davidson County
1920. Denton Drug Store
Main St. (W. L. Lamar)

DERITA—Mecklenburg County

1399. Derita Drug Co.
(G. B. Dimmick, Jr.)

DOBSON—Surry County

1718. Dobson Drug Store
129 Atkins St. (Viola Donnell)
1730. Surry Drug of Dobson, Inc.
(Ray Hagwood)

DRAPER—Rockingham County

1228. Draper Pharmacy
Fielderest Rd. (E. M. Dunn)
1711. Lasley Drugs, Inc.
Fielderest Ave. (R. F. Harrison)

DREXEL—Burke County

1801. Crosby's Rexall Pharmacy
Main St. (W. L. Crosby)

DUBLIN—Bladen County

1865. Dublin Drug Co. (J. H. Freeman)

DUNN—Harnett County

188. Butler & Carroll Drug Co., Inc.
129 E. Broad St. (W. W. Carroll, Sr.)
189. Dunn Pharmacy
218 E. Broad St. (Allene W. Fairley)
1617. Hood Drug Store
112 E. Broad St. (H. W. Lynch)

1593. Hospital Pharmacy
200 N. Ellis Ave. (Rupert Cox)
1202. Thomas Drug Store
323 E. Broad St. (J. I. Thomas)
- DURHAM—Durham County
1676. Al's Pharmacy
314 S. Gregson St. (Alvin Bryant)
193. Boone Drug Company
100 W. Parrish St. (D. L. Boone, Sr.)
738. Brewer's Drug Store
639 Broad St. (S. O. Brewer, Sr.)
900. Broad Street Drug Company, Inc.
1139 Broad St. (O. L. Umstead)
192. Don Booth Drug Co.
1009 W. Chapel Hill St.
(G. D. Booth)
1526. Center Drug Store of Durham, Inc.
2844 Roxboro Rd. (J. M. Pickard)
213. Crabtree Pharmacy
2100 Angier Ave. (A. H. King)
197. Duke Hospital Pharmacy
Duke University (I. T. Reamer)
1861. Durham Drug Co.
330 W. Main St. (W. P. Wells)
1815. Eekerd's-Broad, Inc.
1116 Broad St. (Elsie Booker)
199. Eekerd Drugs, Inc.
122 W. Main St. (V. A. Shore, Jr.)
1419. Eekerd's Drugs of Durham, N. C., Inc.
1223 University Drive (W. F. Lynch)
200. Garrett's Biltmore Drug Store
332 E. Pettigrew St. (Y. D. Garrett)
1882. Garrett-Parker Drug Store
702 Fayetteville St. (W. P. Wimberly)
201. Holloway St. Pharmacy
1026 Holloway St. (Carol B. Wilson)
202. Hospital Pharmacy
1123 Broad St. (B. W. Spencer, Jr.)
1065. Kale Drug Co.
933 E. Main Street (R. G. Kale)
1614. Kerr Rexall Drugs
123 Wellons Village Shopping Center
(James Arena)
1759. Kerr Rexall Drugs
Chapel Hill Rd.
(R. E. Barber)
1741. Kerr Drugs of Durham, Inc.
Northgate Shopping Center
(J. E. Upchurch, Jr.)
1297. Lincoln Hospital Pharmacy
1301 Fayetteville St. (Ida Keetsock)
739. McDonald's Drug Store
732 Ninth St. (J. C. McDonald)
1236. McPherson Hospital Pharmacy
1110 W. Main St. (H. F. Padgett)
1620. Mangum St. Pharmacy
806 N. Mangum St.
(L. R. Sparks, Jr.)
1344. Northgate Pharmacy
2909 Roxboro Road (H. C. Chapman)
1291. The Professional Pharmacy, Inc.
1200 Broad St. (H. L. Kelly)
207. Rogers Drug Co., Inc.
202 Mangum St. (R. P. Rogers, Sr.)
840. Sawyer & Moore, Inc.
1014 W. Main St.
(J. F. Ferguson, Jr.)
209. Walgreen Co.
102 W. Main St. (W. C. Sharpe)
210. Watts Hospital Pharmacy
Broad St. (G. M. Stahl)
211. West Side Pharmacy
701 Chapel Hill St. (J. C. Harris)
1128. Womble's Pharmacy
601 E. Main St. (D. J. Womble)
- EAST BEND—Forsyth County
1897. Schlagel's Pharmacy
(A. P. Schlagel, Jr.)
- EDENTON—Chowan County
1464. Hollowell's, Inc.
323 S. Broad St.
(W. H. Hollowell, Jr.)
1476. Mitchener's Pharmacy
301 S. Broad St.
(J. A. Mitchener, Jr.)
- ELIZABETH CITY—Pasquotank County
1775. The Apothecary Shop
406 E. Main St. (E. F. Whaley)
905. Jacock's Pharmacy
205 S. Poindexter St. (W. M. Batten)
219. Overman & Stevenson
512 E. Main St. (R. S. Bunn)
1725. Sparks Rexall Drugs
West Ehringhaus St.
(J. E. Sparks)

1422. Todd's Pharmacy
216 S. Poindexter St.
(C. W. Young, Jr.)
- ELIZABETHTOWN—Bladen County
221. Bennett-Stone Pharmacy
Broad Street (B. F. Stone)
1545. Smith Pharmacy
Broad Street (A. G. Smith)
- ELKIN—Surry County
1663. Bridge Street Pharmacy, Inc.
817 N. Bridge St. (T. R. Burgiss)
224. Elk Pharmacy, Inc.
115 E. Main St. (D. A. Irwin)
1873. Fisher's Pharmacy
109 W. Main St. (P. L. Fisher)
225. Royall Drug Co., Inc.
128 W. Main St. (G. E. Royall, Jr.)
- ELLERBE—Richmond County
226. Warner Drug Co.
Main St. (W. L. Johnson)
- ELM CITY—Wilson County
228. Elm City Pharmacy
Main St. (M. L. Davis)
- ENFIELD—Halifax County
230. W. E. Beavans Drug Store
(S. C. Beavans)
1795. Harrison Drug Company
Railroad St. (R. S. Shaw)
231. Whitehead Drug Co.
120 Whitfield St. (J. D. Whitehead)
- ENKA—Buncombe County
233. Elson's Drug Store
(L. C. Hankey)
232. Enka Drug and Food (S. A. Dantzler)
- ERWIN—Harnett County
1470. E. R. Thomas Drug Co., Inc.
103 East H. Street
(Leonidas Jackson)
- FAIRBLUFF—Columbus County
1814. Elvington's Pharmacy
(P. L. Elvington, Jr.)
235. Floyd-Anderson Drug Co.
Main St. (M. W. Davis II)
- FAIRMONT—Robeson County
1303. Fairmont Drug Co.
Main St. (H. E. Malion)
1026. Webster's Pharmacy
Main St. (W. B. Webster)
- FAISON—Duplin County
1350. Faison Drug Co.
(P. L. Caldwell)
- FAITH—Rowan County
1550. Faith Drug Co., Inc.
(A. E. Morris, Jr.)
- FARMVILLE—Pitt County
1176. City Drug Company
103 S. Main St. (J. M. Wheless, Jr.)
- FAYETTEVILLE—Cumberland County
243. Bender's Drug Store
201 Hay St. (L. L. Rouse)
1325. Bender's Drug Store No. 3
1226 Fort Bragg Road (L. R. Lanier)
1643. Cape Fear Drug Co., Inc.
2631 Raeford Rd. (D. A. Roberts)
1431. Cape Fear Valley Hospital Pharmacy
Owen Drive (JoAnne B. Hambright)
1862. Fayetteville Drug Co.
114 Gillespie St. (B. C. Brooks)
1618. Fayetteville Drug Co.—Hamont
1201 Hay St. (Alee Clelland)
246. Henderson's Drug Store
125 Person St. (A. J. Henderson)
247. H. R. Horne & Sons
124 Hay St. (H. R. Horne)
1898. K and F Drug Store
1212 Fort Bragg Rd. (T. L. Brodie)
1600. MacKethan & Company
102 Person St. (H. P. Underwood, Jr.)
1209. Markham Drug Co.
101 Hay St. (G. W. Markham)
1602. Massey Hill Drug Co., Inc.
1061 Southern Ave. (L. C. Tomlinson)
249. Matthews' Pharmacy
451 Hay St. (R. V. McBryde)
1702. Prescription Center
907 Hay St. (Gary Newton)
1576. Professional Drug Co.
Owen Drive (Dan McCormick)
982. Reaves' Drug Store
2706 Bragg Blvd. (L. E. Reaves, Jr.)

250. Service Drug Store
113 Gillespie St. (F. D. Williston)
890. Williams' Drug Store
502 Hillsboro St. (N. M. Parker)

FLETCHER—Henderson County

1301. Asheville Agricultural School and
Mountain Sanitarium, Inc.
Howard Gap Road (M. L. Brown)
912. Fletcher Pharmacy
Asheville Highway (Q. H. Beck)

FONTANA VILLAGE—Graham County

1324. Fontana Drug Store
(C. H. Miller)

FOREST CITY—Rutherford County

1398. Forest City Pharmacy, Inc.
111 S. Powell St. (W. L. Cowan)
1457. Smith's Drug, Inc.
227 E. Main St. (M. L. Higdon)
1661. Smith's Drug #2, Inc.
West Main St. (Carl Jolley)

FOUNTAIN—Pitt County

256. Beasley Drug Co.*
(E. B. Beasley, M.D.)

FOUR OAKS—Johnston County

1158. Austin's Drug Store
Main St. (E. V. Woodard)
257. Four Oaks Drug Company
E. Main St. (R. C. Cannady)

FRANKLIN—Macon County

258. Angel Drug Store
(R. A. Cloer)
1903. Carolina Pharmacy
Main St. (Geraldine James)
1402. Perry's Drug Store
Main St. (V. H. Perry)

FRANKLINTON—Franklin County

995. Corner Drug Store
2 N. Main St. (D. O. Langston)
260. L. W. Henderson's Pharmacy
102 Main St. (W. L. Stone)

FREMONT—Wayne County

1042. Fremont Pharmacy
(J. S. Stewart)

FUQUAY SPRINGS—Wake County

262. Elliott's Pharmacy
202 S. Main St. (A. G. Elliott, Jr.)
263. Johnson's Drug Store
(W. W. Johnson)

GARLAND—Sampson County

1079. Garland Drug Company
(H. C. Rich)
264. L. A. Warren & Son
(L. A. Warren)

GARNER—Wake County

1650. Forest Hills Pharmacy, Inc.
Aversboro Road (William Lloyd)
1439. Lloyd's Drug Store
Main Street (Grady Britt)

GASTONIA—Gaston County

1831. Akers Center Pharmacy, Inc.
1425 Wilkinson Blvd. (W. G. Forrest)
1532. Brown-Medlin Drug Store, Inc.
1514 S. York Road
(W. E. Medlin)
1085. Caldwell Drug Store, Inc.
611 E. Franklin Ave. (J. U. Ameen)
1856. Franklin Drug Store
1402 W. Franklin Ave. (H. C. Bell)
1191. Gaston Memorial Hospital Pharmacy
401 N. Highland (W. A. Carter)
270. Kennedy's Inc.
215 W. Main St. (K. W. Huss)
268. Moss Rexall Drugs
1051 W. Franklin Ave. (F. M. Moss)
1405. Rhyne's Drug Store, Inc.
2501 Lowell Rd. (J. P. Friday)
272. Smith's Cut-Rate Drugs
121 W. Main Ave. (R. E. Craft)
1157. Square Pharmacy
254 W. Page Ave. (N. A. Smith)

GIBSON—Scotland County

1244. Gibson Drug Co.
(Evelyn Hunsucker)
740. Smith's Drug Store
E. Main St. (J. P. F. Smith)

GIBSONVILLE—Guilford County

1848. Gibsonville Drug Co.
Main St. (D. T. Hix)

GLEN ALPINE—Burke County

276. Clinic Drug Store
(H. F. Bobbitt)

GOLDSBORO—Wayne County

1694. Ashe Street Pharmacy
814 E. Ash St. (G. P. Thornton)
1489. Brown Drug Co.
130 E. Walnut St.
(E. L. Pilkington, Sr.)
1780. Bunch's Drug Co., Inc.
144 N. Center St. (H. T. Taylor)
279. Cash Drug Company
133 E. Walnut St. (T. E. Smith)
1257. Gibson's Drug Store
Cor. William and Ash Sts.
(W. S. Gibson)
280. Goldsboro Drug Co.
101 N. Center St. (B. R. Ward)
281. Jackson Drug Co.
400 S. James St. (Osceola Jackson)
1482. Kerr Drugs of Goldsboro, Inc.
Cor. Bernard & Ash Sts.
(L. B. Doyle)
283. Robinson's Drug Store
143 S. Center St. (T. R. Robinson, Jr.)
1261. Vinson's Drug Store
138 W. Walnut St. (W. C. Rose)
1915. Wayne County Memorial Hospital
Pharmacy
809 E. Ash St. (C. T. Gibson)

GOLDSTON—Chatham County

962. Lee Drug Store
(Ray Brooks)

GRAHAM—Alamance County

1392. Graham Drug Store
142 N. Main St. (J. J. Beale)
1810. Tar Heel Drugs, Inc.
333 W. Harden St.
(Robert Coleman)
287. Wrike Drug Company
108 N. Main St. (L. B. McAllister)

GRANITE QUARRY—Rowan County

1322. Granite Drug Co., Inc.
(C. H. Sanders)

GREENSBORO—Guilford County

1406. Bessemer Drug Co.
2805 Bessemer Ave. (W. B. Evans)

291. Best Drug Store
1104 Asheboro St. (J. H. Best)

1521. Brown-Gardiner Drug Co., Inc.
110 E. Northwood St.
(Wm. C. Brown)

1907. Buchanan Drug Store
2238 Asheboro St.
(E. W. Buchanan)

1877. Coble's, Inc.
235 N. Elm St.
(J. C. Coble)

824. College Drug Store
1003 Spring-Garden St.
(R. A. Buchanan)

1242. The Moses H. Cone Memorial Hospital
Pharmacy
1200 N. Elm St. (C. Paoloni)

1784. Crutchfield-Browning Drug Store
No. 2, Inc.
2166 Lawndale Drive (Ben Collins)

1494. Eekerd's of Greensboro, N. C., Inc.
635 Friendly Road Shopping Center
(Justin Altschul)

1671. Eekerd's-Summit, Inc.
Northeast Shopping Center
(J. W. Faucett, Jr.)

1630. Edmonds Friendly Road Drug, Inc.
5603 Friendly Road
(E. R. Kinard, Jr.)

1110. Edmonds Summit Center Drug Store
952 Summit Avenue (G. H. Edmonds)

1868. Edmonds Plaza Drug, Inc.
1726 Battleground Avenue
(T. M. Yost)

1215. Elam Drug Company, Inc.
2112 Walker Ave. (J. V. Farrington)

816. Elm Street Pharmacy, Inc.
376 N. Elm St. (G. C. Russell)

1827. Fairview Pharmacy
1227-4th St. (C. C. Graham)

292. C. C. Fordham Drug Store
514 S. Elm St. (J. H. Dever)

897. Franklin's Drug Stores, Inc. #1
401 Tate St. (A. H. Mebane, III)

1300. Franklin's Drug Stores, Inc. #2
2140 Lawndale Drive
(David Montgomery)

1504. Franklin's Drug Stores, Inc. #3
4701 High Point Road
(F. H. Langdon)

1579. Franklin's Drug Stores, Inc. #4
3813 E. Bessemer Avenue
(R. G. Mitchell)
1859. Franklin's O'Henry Oaks Drug Store,
Inc.
1461 E. Cone Blvd.
(K. N. Fulbright)
1742. Gate City Pharmacy, Inc.
357 N. Elm St. (Marion McCurdy)
298. Greene Street Drug Company
124 S. Greene Street (G. H. Steele)
299. Greensboro Drug Co.
230 W. Market St. (R. D. Farrell)
1762. Guilford College Drug Co.
5707 Friendly Rd.
(Walter Hoffman)
1138. Guilford Drug Company
100 S. Elm St. (David Stang)
1849. Home Drug Store
1204 Grove St. (R. H. L. Smith)
1798. Lane Rexall Drugs
2254 Golden Gate Shopping Center
(I. L. Zuckerman)
1818. McDuffie-Eubanks Drug Co.
100 N. Elm St. (T. M. Lowder, Jr.)
1768. McFalls Hillsdale Park Drug Co.
2901 High Point Rd.
(W. S. Dukes)
1181. McFalls Sunset Drug Co.
1610 Madison Ave. (S. W. McFalls)
1417. Medical Center Pharmacy
408 E. Wendover Ave. (D. D. Claytor)
540. Pomona Drug Store
804 Merritt Dr. (O. W. McFalls)
1246. Sampson's Pharmacy
914 Gorrell St. (R. R. Sampson)
310. Walgreen Co.
218 S. Elm St. (J. D. Erwin)
1068. White Oak Drug Co.
3212 Summit Ave. (D. D. Underwood)
1343. Wilkerson Drug Co.
123 N. Elm St. (D. C. Bracker)
295. Wynn Drug Store
814 Gorrell St. (W. M. Wynn)
- GREENVILLE—Pitt County
1304. Beddingfield Pharmacy
Five Points & 7th St.
(B. B. Beddingfield)
1857. Biggs Drug Store
300 Evans St. (J. W. S. Biggs)
314. Bissette's Drug Store No. 2
416 Evans St. (Paul Bissette, Jr.)
838. Hollowell's Drug Store
922 Dickinson Ave. (W. C. Hollowell)
1828. Pavilion Pharmacy
1800 W. 5th St.
(Jack Tyler)
318. Warren's Drug Store
408 Evans St. (B. S. Warren, Jr.)
- GRIFTON—Pitt County
319. Grifton Pharmacy
(Helen Purser)
1595. H. & H. Drug Co.
313 Queen St. (Joe House, Jr.)
- HALIFAX—Halifax County
321. Vinson's Pharmacy
Main St. (E. L. Vinson)
- HAMLET—Richmond County
322. Birmingham Drug Co.
27 Main St. (J. S. Birmingham)
820. Campbell Pharmacy
23 Hamlet Ave. (F. E. Campbell)
1887. Mabry's Drug Store
41 Main St. (T. E. Fussell)
- HAVELOCK—Craven County
1914. Almand's Cherry Point Pharmacy, Inc.
Slocum Shopping Center
(E. W. Edmondson)
1761. Bob Clark's Pharmacy
Commercial Center (W. F. Gaskins)
- HAW RIVER—Alamance County
1330. Estes Drug Co.
(J. C. Estes, Jr.)
- HAYESVILLE—Clay County
327. Hayesville Pharmacy
(H. M. Mauney)
- HAZELWOOD—Haywood County
1015. Hazelwood Pharmacy
102 Main St. (R. F. Keenum)
- HENDERSON—Vance County
1745. Douglas Drug Store
120 Horner St. (J. D. Douglas)

1735. Henderson Drug Co., Inc.
Chestnut & Horner Sts. (W. H. Mast)
1213. Hocutt Drugs
315 S. Garnett St. (D. D. Hocutt)
331. Miles Pharmacy
S. Garnett St. (M. C. Miles)
332. Page Drug Co., Inc.
226 S. Garnett St. (C. E. Page, Jr.)
333. Parker's Drug Store
208 Garnett St. (W. W. Parker, Jr.)
334. Peoples Service Drug Store
112 Garnett St. (J. G. Tolson, Jr.)
335. Southside Drug Company
1046 S. William St. (C. B. White)
337. Woolard's
130 S. Garnett St. (Charles Barnett)
1365. Woolard's No. 2
Raleigh Road (Jimmie Barnett)
- HENDERSONVILLE—Henderson County
1033. Beek Bros. Pharmacy
231 N. Main St. (A. L. Beek, Jr.)
1594. Economy Drug Store
451 Main St. (R. C. Wilson)
339. Freeze Drug Company, Inc.
527 N. Main St. (Wiltshire Griffith)
1806. Freeze's Northgate Pharmacy
1322 Asheville H'way
(Wiltshire Griffith, Jr.)
1733. Jackson Pharmacy
4th Ave. West (L. E. Feagin)
1509. Justus Pharmacy
303 N. Main St. (Robert Rankin)
1783. Mayson's Pharmacy
417-7th Ave., East (W. L. Mayson)
1309. Margaret R. Pardee Memorial
Hospital Pharmacy
Fleming Street (Margaret Gretz)
342. Rose Pharmacy
351 North Main St. (W. L. Harper)
1598. Whitley Drugs
607 Greenville H'way (W. N. Ponder)
343. Wilson Drug Company
330 7th Ave. (Bruce Williams)
- HERTFORD—Perquimans County
1705. S. and M. Pharmacy
101 N. Church Street
(Sidney Harmon)
- HICKORY—Catawba County
1691. Black's Drug Store, Inc.
264 Union Square (C. H. Wilson)
1880. Highland Drug Store
813 Highland Ave., N.E.
(David Chronister)
1660. King's Drugs
1024 2nd St., N.E. (G. A. King)
347. Lutz Drug Co., Inc.
270 Union Square (H. C. Lutz)
1284. Medical Center Pharmacy, Inc. of
Hickory
5 Second Avenue, N. E. (M. R. Means)
1820. Miller Drug Co.
1475 Highland Avenue, N.E.
(J. M. Miller)
349. Ninth Avenue Pharmacy
15 2nd St. Place, S.W.
(C. P. Suttlemyre)
350. Shook Drug Co.
1809 1st Ave., S. W. (Eulon Shook)
1800. Simmons Pharmacy, Inc.
2nd St., N.E. (F. J. Simmons)
1552. Smith's of Hickory, Inc.
242 Union Square (Garland Page)
1043. Sullivan's Pharmacy
862 16th St., N.E. (L. S. Sullivan)
1776. Viewmont Pharmacy
1247 2nd St. N.E.
(W. R. McDonald, III)
- HIGHLANDS—Macon County
351. Highlands Drug Store
4th St. (C. E. Mitchell)
- HIGH POINT—Guilford County
1714. Anderson Drug Store #2
2401 English St. (C. C. Layton)
1469. Anderson's West End Drug Store
1550 English St. (E. R. Anderson, Jr.)
1808. Atlantic Cut-Rate Drugs
612 E. Washington St.
(T. J. Everett)
1807. Calhoun Drug Store, Inc.
1231 Montlieu Ave.
(R. M. Calhoun)
853. Cecil's Drug Store
121 N. Main St. (Irving Tilles)
357. Eckerd Drugs, Inc.
140 S. Main St. (H. P. Brown)

1654. Eckerd's of High Point, Inc.
College Village Shopping Center
(J. N. Stamps)
358. Hoffman Drug Co.
1001 E. Green St. (J. F. Hoffman, Jr.)
359. Ingram's Pharmacy
1301 N. Main St. (L. M. Ingram)
361. Koonts-McGhee Drug Co., Inc.
308 S. Main St. (A.A. Koonts)
362. Leonard's Drug Store
1401 N. Main St. (H. B. Leonard, Jr.)
365. McLarty Drug Co.
128 Church St. (W. C. Cherry)
363. Mann Drug Store No. 1
104 N. Main St. (J. C. Southern)
364. Mann Drug Co. No. 2
660 N. Main St. (R. D. Callicutt)
1409. Mann Drug Store No. 3
842 S. Main St. (J. F. Bland)
1535. Mann's Suburban Drug Store, No. 4
1910 N. Main Street
(D. A. Dowdy, Jr.)
366. Ring-Harris Pharmacy, Inc.
122 N. Main St. (W. B. Harris)
368. Washington St. Pharmacy
731 E. Washington St.
(H. H. LeMon, A. M. Greenwood)
- HILDEBRAN**—Burke County
1210. Brandon's Pharmacy
Highway 70 (L. R. Brandon)
- HILLSBORO**—Orange County
920. Corner Drug Store
(B. B. Forrest)
1511. James Pharmacy
109 N. Churton St.
(A. A. Lloyd)
- HOPE MILLS**—Cumberland County
859. Clinic Pharmacy (J. T. Henley)
- HOT SPRINGS**—Madison County
845. Mountain Park Pharmacy
(T. M. Bruce)
- HUDSON**—Caldwell County
1540. Hudson Drug Co., Inc.
Main Street (Wm. Lovelace, Jr.)
- HUNTERSVILLE**—Mecklenburg County
1382. Neil Drug Co.
(J. W. Neil)
- JACKSON**—Northampton County
373. Jackson Drug Co.
(A. L. Cochrane, Jr.)
- JACKSONVILLE**—Onslow County
1782. College Street Pharmacy, Inc.
613 College St. (Harry Mallechok)
1729. Howard Drug Co., Inc.
705 New Bridge St. (P. H. McKenzie)
374. Johnson's Drug Co., Inc.
(C. L. Shields)
1716. Johnson Drug Co., Store No. 2
714 New Bridge St. (H. R. Simmons)
375. W. L. Ketchum Drug Co.
(C. O. Winter)
1221. New River Pharmacy
New River Apts. Business Center
(Fred Parker)
1825. Northwoods Pharmacy, Inc.
328 Henderson Drive (Banks Scudder)
- JAMESTOWN**—Guilford County
1098. Jamestown Drug Store
(J. E. Tilley)
- JONESVILLE**—Yadkin County
1817. Jonesville Drugs
Highway 21 (J. E. Knight)
- KANNAPOLIS**—Cabarrus County
1581. Baxter's Drug Store, Inc.
903 S. Main St. (T. R. Bostian)
1586. Black's Drug Store No. 2, Inc.
603 N. Cannon Blvd.
(Francis Muratori)
1587. Black's Drug Store No. 3, Inc.
110 West Ave., (Peggy Chandler)
1588. Black's Drug Store No. 4, Inc.
119 West Avenue (Billy T. Coward)
1619. Eastwood Pharmacy, Inc.
S. Cannon Blvd. (J. N. Reese)
381. Kannapolis Drug Co., Inc.
128 S. Main St. (L. W. Smith)
1060. Lewis Drug Co., Inc.
149 West Ave. (W. C. Lewis)
1027. Martin Drug Company
1111 N. Main St. (J. D. Mitchell)
384. F. L. Smith Drug Co., Inc.
148 S. Main St. (J. B. Woodard)
1777. Williford Drug Co.
119 S. Main St.
(E. H. Williford, Jr.)

- KENANSVILLE—Duplin County
 1262. Kenansville Drug Store
 Main St. (J. E. Hatcher)
- KENLY—Johnston County
 387. Kenly Drug Co.
 Main St. (C. E. Gillikin)
 941. Talton Drug Co.
 (James Oldham)
- KERNERSVILLE—Forsyth County
 389. Pinnix Drug Store
 (J. M. Pinnix)
 1461. Tri-City Pharmacy
 108 S. Main St. (C. S. Brinkley)
- KING—Stokes County
 1706. King Drug Co.
 (R. B. Stone)
- KINGS MOUNTAIN—Cleveland County
 391. Griffin Drug Co.
 129 Mountain St. (E. W. Griffin, Jr.)
 392. Kings Mountain Drug Company
 Battleground Rd. (C. D. Blanton)
 1357. Medical Pharmacy of Kings
 Mountain, Inc.
 231 Battleground Road
 (L. W. London, Jr.)
- KINSTON—Lenoir County
 394. College Street Pharmacy
 1009 College St. (E. L. Bradshaw)
 961. Hogan's Pharmacy
 815 N. Queen St. (A. L. Hogan)
 397. J. E. Hood and Co., Inc.
 110 E. Gordon St. (J. C. Hood, Jr.)
 1418. Hood's Prescription Shop
 405 Glenwood Ave. (Helen Duguid)
 1222. Kinston Clinic Pharmacy
 400 Glenwood Ave. (W. P. Johnson)
 1095. Lenoir Drug Co.
 129 S. Queen St. (E. C. Buchanan)
 1307. Marston Drug Co., Inc.
 132 N. Queen St. (D. B. Browning)
 1853. Paderick's Pharmacy
 N. McLewin St. (H. C. Paderick)
 1290. Parkview Drug Co.
 Parkview (P. E. Tart)
 1606. Sewell's Pharmacy
 121 E. Gordon St. (G. L. Sewell)
398. Standard Drug Co. No. 1
 216 N. Queen St. (Robert Cohen)
 399. Standard Drug Co. No. 2
 Cor. Queen & Caswell Sts.
 (K. E. Moore)
 1179. Standard Drug Co. No. 3
 135 W. North St. (Alden Hobbs)
 1317. Standard Walgreen Drugs
 203 N. Queen Street (R. E. Bishop)
 400. Temple Drug Co.
 304 N. Queen St. (H. R. Stalcup)
- LA GRANGE—Lenoir County
 1265. La Grange Pharmacy
 123 W. Railroad St. (R. L. Dewar)
- LANDIS—Rowan County
 405. Linn-Edwards Drug Co., Inc.
 (T. L. Linn)
- LAURINBURG—Scotland County
 406. Everington Drug Store
 110 S. Main St. (W. N. Robertson)
 1916. Family Pharmacy
 416 King St. (Herbert McKeithan, Jr.)
 407. J. T. Fields, Jr.
 302 Main St. (J. T. Fields, Jr.)
 823. Legion Drug Store
 301 Main St. (C. H. Williams)
 410. Scotland Drug Co., Inc.
 Main St. (W. L. Frostick)
- LAWNDALE—Cleveland County
 1662. Lawndale Drug, Inc.
 Main & Casar Rd. (L. S. Stroupe)
- LEAKSVILLE—Rockingham County
 411. Carolina Drug Co.
 101 W. Washington St.
 (N. H. McCullum, Jr.)
 412. Chandler Drug Co.
 Washington St. (E. O. Chandler)
 413. Chandler Drug Co. No. 2
 Blvd. St. (S. L. Martin, Jr.)
 1921. Joe Chandler Pharmacist
 Van Buren Rd. (J. W. Chandler)
 1183. Kirkpatrick Drug Co.
 117 Monroe St.
 (T. M. Kirkpatrick, Jr.)

LEICESTER—Buncombe County

1869. Young's Drug Store
(T. F. Young)

LENOIR—Caldwell County

415. Blackwelder Hospital Pharmacy
209 S. Boundary St. (C. O. Huntley)
416. Dayvault's Drug Store
113 West Ave. (F. W. Dayvault)
1379. Dula Hospital Pharmacy
Cor. Boundary and W. Ashe
(J. T. Penland)
417. Lenoir Drug Co.
110 West Ave. (E. H. Tate)
1625. McNairy's Drug Store
111 West Ave. (H. M. Deal)
1770. Medical Arts Pharmacy Inc.,
of Lenoir
354 S. Mulberry St.
(Norman Sherwood)

LEXINGTON—Davidson County

1585. Center Street Pharmacy
E. Center St. (J. F. Harmon, Jr.)
419. City Drug Co., Inc.
E. First Ave. (M. H. Williams)
958. Community Drug Store
114 N. Main St. (W. S. Tate)
421. Lexington Drug Co.
16 S. Main St. (W. F. Welborn, Jr.)
1626. Lexington Drug Co. #2
E. Center St. (John Welborn)
1037. Mann's Drug Store
112 S. Main St. (J. R. Teague)
422. Peoples Drug Store, Inc.
23 S. Main St. (Geo. Moorfield)

LIBERTY—Randolph County

1380. Deaton Pharmacy
Swannanoa at Graham Sts.
(C. E. Deaton)
1533. Liberty Drug Co.
117 Swannanoa (H. E. Lovett)

LILLINGTON—Harnett County

1794. Kelly & Randall Drug Co.
728 Main St. (W. H. Randall, Jr.)
918. LaFayette Drug Co.
Front Street (J. W. Thornton, Jr.)

LINCOLNTON—Lincoln County

1703. Costner Drugs
116 S. Academy St. (Peggy Simmons)
1203. Crowell Hospital Pharmacy
410 S. Aspen St. (C. M. Dennis)
427. The Economy Drug Co.
117 E. Main St. (Jimmie Bowers)
1050. Lawing-Keziah Drug Co., Inc.
E. Main St. (Zeb Keever)

LITTLETON—Halifax County

431. Threewitt's Drug Store
134 E. South Main St.
(C. A. Johnston)

LOCUST—Stanly County

1751. Pike's Drug Store, Inc.
(Ellison Neal)

LOUISBURG—Franklin County

432. Boddie Drug Store
Cor. Nash and Main Sts.
(F. L. Furr)
1758. Harris Pharmacy
Main St. (A. C. Gupton)
1771. O'Neal Pharmacy
Main St. (Jacquelyn Kimball)
1356. Pleasant's Drug Store
104 E. Nash St. (T. P. Lloyd)
435. Seoggin Drug Store
Cor. Main and Nash Sts.
(L. E. Seoggin, Jr.)

LOWELL—Gaston County

1639. Lowell Drug Co., Inc.
105 First St. (D. K. Carter)

LUMBERTON—Robeson County

1566. Dean's Pharmacy
104 W. 27th St. (F. S. Dean)
438. Hedgpeth Pharmacy, Inc.
4th and Chestnut Sts. (J. C. Jackson)
440. Johnson's Drug Store
East 4th and Elm Sts. (Don Bissett)
1292. Medical Arts Pharmacy
14th & Chestnut (E. N. Hoffman)
1528. North Elm Pharmacy
N. Elm & 26th Sts.
(E. W. Hackney)
1679. Pine Street Drugs, Inc.
1810 N. Pine St. (H. N. Rogers, Jr.)

- MADISON—Rockingham County
 446. Brown-McFalls Drug Co., Inc.
 106 Murphy St. (C. D. McFalls)
 445. Madison Drug Co., Inc.
 Cor. Market and Murphy Sts.
 (C. I. Hawkins)
- MAIDEN—Catawba County
 1688. Campbell's Drug Store
 16 W. Main St. (C. C. Campbell)
- MANTEO—Dare County
 975. Fearings, Inc.
 Highway St. (M. K. Fearing, Jr.)
- MARION—McDowell County
 451. Evans Rexall Drugs
 12 S. Main St. (J. E. Evans)
 1899. Marion Pharmacy
 6 N. Main St. (W. W. Howle)
 1531. Service Pharmacy
 Cor. Railroad & S. Main Sts.
 (J. H. Lowder)
 1541. Tainter's Drug Store
 Main Street (James Segars)
- MARSHALL—Madison County
 454. Moore's Pharmacy
 (P. H. Dinwiddie)
 1879. Roberts Pharmacy
 Main St. (E. L. Niles)
- MARS HILL—Madison County
 1289. Community Medical Center Pharmacy
 1 Chestnut Street (W. P. Powell)
 1520. Mars Hill Pharmacy
 Main Street (G. B. Woodward)
- MARSHVILLE—Union County
 457. Guion's Drug Store
 Main and Elm Sts. (H. N. Guion)
 458. McBride's Drug Store
 Main St. (T. L. McBride)
 459. Union Drug Store
 (Phil Gaddy)
- MATTHEWS—Mecklenburg County
 1709. Matthews' Pharmacy
 Cor. John & Main Sts.
 (G. F. Woodard)
- MAXTON—Robeson County
 461 Austin-Gilbert Drug Co.
 (L. M. Gilbert, Jr.)
980. Rice's Drug Store
 (L. D. Rice)
- MEBANE—Alamance County
 463. Carolina Drug Company
 111-115 E. Center St. (J. S. White)
 464. Mebane Drug Co.
 111 N. Fourth St. (D. F. White)
 465. Warren's Drug Store
 114 W. Clay St. (C. S. Oakley)
- MOCKSVILLE—Davie County
 468. Hall Drug Co.
 N. Main St. (R. B. Hall)
 1797. Wilkins Drug Co., Inc.
 Court Square (R. W. Collette)
- MONROE—Union County
 1901. Faulkner's Drugs, Inc.
 215 E. Jefferson St. (E. G. Faulkner)
 470. Gamble Drug Store
 317 N. Main St.
 (J. P. Gamble)
 472. Secrest Drug Company, Inc.
 101 W. Franklin St.
 (V. V. Secrest, Jr.)
 473. Wilson Drug Co., Inc.
 118 N. Main St. (C. A. Wilson)
- MOORESVILLE—Iredell County
 1162. Goodman Drug Co.
 215 S. Broad St. (John Simpson)
 1206. Medical Centre Pharmacy
 Statesville Ave. (J. T. Gardner)
 476. Miller Drug Co., Inc.
 152 N. Main St. (S. H. Price)
 857. Mooresville Drug Company
 287 N. Main St. (C. M. Crowell, Jr.)
- MORAVIAN FALLS—Wilkes County
 1749. Moravian Falls Drug, Inc.
 (A. S. Cassel)
- MOREHEAD CITY—Carteret County
 1316. Carteret Drug Store
 1207 Arendell St. (D. S. Pigott)
 478. Morehead City Drug Co.
 815 Arendell St. (B. N. Austin)
 1568. Robinson Prescription Shop
 1021 Arendell St. (Carlton Robinson)

- MORGANTON—Burke County
1403. Community Pharmacy
401 S. King St. (G. B. Propst)
480. Cornwell Drug Company
Union St. (J. D. Hood)
481. Kibler Drug Co., Inc.
115 W. Union St. (D. C. Lambeth)
482. Phillips Drug Co.
120 N. Sterling St. (W. P. Phillips)
483. Spake Pharmacy, Inc.
100 Sterling St. (Z. L. Finger)
1883. Whiteley Pharmacy
136 Union St. (W. W. Jones)
- MOUNT AIRY—Surry County
1895. Hollingsworth Drug Co.
243 N. Main St. (C. N. Belton)
1583. Hospital Pharmacy
817 Rockford Street (R. G. Smith)
487. Lamm Drug Co.
175 N. Main St. (L. M. Lamm)
1842. Mount Airy Pharmacy
195 N. Main Street (R. P. Wolfe)
1922. Randleman Drug Co.
Cor. Lebanon & Grace Sts.
(E. A. Randleman, Jr.)
1266. Square Pharmacy
South & Pine Sts. (F. O. Garren)
1689. W. S. Wolfe Drug Co., Inc.
159 N. Main St. (W. S. Wolfe)
- MOUNT GILEAD—Montgomery County
- 1900 Cochrane-Ridenhour Drug Co.
Main St. (Jimmy Haithecock)
- MOUNT HOLLY—Gaston County
984. Charlie's Drug Sundries, Inc.
125 W. Central
(R. F. Ponder)
491. Holland Drug Co.
101 N. Main St. (W. F. Holland)
1454. Summey Drug Co., Inc.
107 S. Main St. (P. B. Summey)
- MOUNT OLIVE—Wayne County
1075. Clinic Drug Co.
212 N. Center St. (S. B. Boyd)
493. Glenn & Martin Drug Co.
101 S. Center St. (J. S. Glenn)
494. Lewis Drug Co.
128 N. Center St. (W. K. Lewis)
- MOUNT PLEASANT—Cabarrus County
495. A. W. Moose Co.
Main St. (H. A. Moose)
- MURFREESBORO—Hertford County
496. Murfreesboro Pharmacy, Inc.
(P. R. Jenkins)
- MURPHY—Cherokee County
497. The Mauney Drug Co.
100 N. Valley River Ave.
(W. M. Mauney)
498. Parker's Drug Store
100 S. Valley River Ave.
(R. S. Parker)
- NAGS HEAD—Dare County
1627. Miller's Pharmacy
(H. G. Mitchell)
- NASHVILLE—Nash County
1483. Nashville Drug Co.
301 W. Washington St.
(Marshall Newbern)
1296. Ward Drug Co.
320 Washington St. (R. A. Paramore)
- NEW BERN—Craven County
1669. Anderson's Drug Store
901 Broad St. (R. A. Boger)
1326. Boger-Ball Drug Store
1515 National Ave. (J. M. Basart)
502. Bynum's Drug Store
240 Middle St. (C. W. Bynum)
1641. Bynum's Pharmacy, Inc.
705 Pollock St. (Gus Hudson)
1836. City Drug Store
202 Middle St. (M. B. Langston, Jr.)
1693. Clark's Drug Store of
New Bern, N. C., Inc.
402 Broad St. (W. F. Gaskins, Jr.)
505. Hill's Five Points Drug Store
1006 Broad St. (G. L. Hill)
1838. Langston Drug Store
Professional Drive (H. W. Creech)
506. Pinnix Drug Store
Hancock & Queen Sts.
(W. M. Pinnix)
1577. Smith's Drug Store
1038C Broad St. (A. T. Smith)

1507. Stanton's Pharmacy
405 Broad Street (W. H. Stanton)
507. Tony's Drug Store
114 Queen St. (T. A. Libbus)
- NEWPORT—Carteret County
1874. Newport Pharmacy
Temple Bldg. (S. P. Rubin)
- NEWTON—Catawba County
833. City Pharmacy
College and A Sts. (E. B. Clapp)
510. H. & W. Drug Co.
12 First St. (Edward Haupt)
1578. Newton Rexall Drugs
33 N. College Ave. (P. M. Walker)
- NEWTON GROVE—Sampson County
1804. Newton Grove Drug Co.
(A. S. Parrish)
- NORLINA—Warren County
512. Walker Drug Co., Inc.
Main St. (H. W. Walker)
- NORTH WILKESBORO—Wilkes County
514. R. M. Brame & Sons
833 B. St. (P. A. Brame)
515. Horton's Drug Store
819 B. St. (J. P. Horton, Sr.)
1840. Little Bob's Drug Center
901 B. Street (J. W. Harrison)
517. Red Cross Pharmacy
224 Tenth St. (R. M. Brame, Jr.)
- NORWOOD—Stanly County
519. Norwood Drug Co.
Main St. (A. D. McNeill)
- OAKBORO—Stanly County
1918. Pike's Oakboro Drug Store
Main St. (A. R. Jones)
- OLD FORT—McDowell County
1657. Center Pharmacy
Main St. (C. W. Josey)
- OTEEN—Buncombe County
1086. Oteen Drug Store
U. S. H'wy. No. 70 (W. P. Lamore)
- OXFORD—Granville County
523. Hall's Drug Store
125 Main St. (J. P. Hall)
1537. Hall's Drug Store #2
College St. Extension
(S. C. Hall)
1892. Herring & Williams
111 Williamsboro St. (E. S. Powell)
1377. Jones Drug Store
Hillsboro St. (C. F. Jones, Jr.)
525. Lyon Drug Co.
112 College St. (D. P. Robinson)
526. Williams Drug Co.
1001 College St. (L. R. Creech)
- PARKTON—Robeson County
527. Gram Drug Co.*
(D. S. Currie, M. D.)
- PEMBROKE—Robeson County
1788. Rogers Drug Store
(Hughes Lowry)
- PIKEVILLE—Wayne County
1133. Pikeville Drug Store
Railroad and Main Sts.
(A. M. Hicks)
- PILOT MOUNTAIN—Surry County
530. Smith Drug Store
Main St. (O. W. Smith)
1394. Surry Drug Company
124 W. Main St. (J. D. Stone)
- PINEHURST—Moore County
532. Carolina Pharmacy, Inc.
(W. R. Viall, Jr.)
1698. Moore Memorial Hospital Pharmacy
Page Rd. (R. A. Knight)
- PINE LEVEL—Johnston County
533. Godwin Drug Company
(C. F. Godwin)
- PINETOPS—Edgecombe County
1190. Service Drug Store
Main St. (J. S. Williford)
- PINEVILLE—Mecklenburg County
534. Pineville Drug Co.
Main St. (R. C. Hair)
- PINK HILL—Lenoir County
1124. Brewer Drug Co.
(Marsha Brewer)

- PITTSBORO**—Chatham County
 536. McCrimmon Drug Company
 (D. G. McCrimmon)
- PLEASANT GARDEN**—Guilford County
 1786. Pleasant Garden Drug Store
 (W. H. Barton)
- PLYMOUTH**—Washington County
 538. E. G. Arps
 Water St. (E. G. Arps)
 539. Womble Drug Co.
 2 Water St. (L. N. Womble)
- PRINCETON**—Johnston County
 541. Woodard Drug Store
 (B. P. Woodard)
- RAEFORD**—Hoke County
 1884. Hoke Drug Co.
 Main St. (W. N. Coley)
 927. Howell Drug Company
 Main St. (W. L. Howell, Jr.)
- RALEIGH**—Wake County
 572. Arnold Rexall Drugs
 3025 Hillsboro St. (B. D. Arnold)
 545. Brantley & Sons, Inc.
 508 Hillsboro St. (J. C. Brantley, Jr.)
 1551. Brookside Pharmacy
 1034 Brookside Rd. (R. A. Smith)
 546. Central Drug Store
 317 S. Swain St. (R. E. Wimberley)
 549. College Court Pharmacy
 1900 Hillsboro St. (P. Fullenwider)
 550. Community Drug Store
 600 S. Blount St. (J. T. Hamlin)
 1400. Cromley's Drug Store
 408 Fayetteville St.
 (R. I. Cromley, Jr.)
 1171. Cromley's Pharmacy
 1902 Bernard St. (O. A. Elmore)
 1746. Del's Pharmacy
 5267. Six Forks Rd.
 (Delvin Huffstetler)
 552. Eckerd Drugs, Inc.
 222 Fayetteville St. (C. L. Futrell)
 1497. Hamlin's Drug Co., Inc.
 118 E. Hargett St. (J. M. Johnson)
 563. Hayes-Barton Pharmacy
 2000 Fairview Rd. (W. L. Scarboro)
1012. Johnson's Pharmacy
 2519 Fairview Road
 (T. H. Johnson)
1338. Kerr Drugs, Inc.
 2017 Cameron St. (W. H. Wilson)
1719. Kerr Drugs of Ridge Rd., Inc.
 3532 Faireloth St. (C. G. Barger)
1336. Longview Pharmacy
 2008 New Bern Ave.
 (L. H. Crumpler)
551. Melvin's Pharmacy
 1217 Hillsboro St. (M. H. Hinton)
1306. Melvin's Pharmacy
 2905 Essex Circle-Glenwood Village
 (M. B. Melvin)
1805. Memorial Hospital of Wake
 County Pharmacy
 3000 New Bern Ave.
 (B. T. Allen)
1908. Murray's Pharmacy
 1911 Poole Rd. (B. R. Murray)
1003. Person St. Pharmacy, Inc.
 620 N. Person St. (N. T. Taylor)
564. Pine Drug Company
 600 W. South St. (W. R. Johnson)
1673. Prescription Shop
 1110 Wake Forest Rd. (R. L. Gordon)
1481. Professional Pharmacy
 123 W. Hargett St. (Jean Provo)
566. Rex Hospital Pharmacy
 1311 St. Mary's St. (H. G. Price)
568. Saunders Street Pharmacy
 315 Glenwood Ave. (Reginald Hamlet)
1117. Village Pharmacy
 2010 Clark Ave. (H. S. Barbrey)
570. Walgreen Co.
 200 Fayetteville St. (E. R. Barlow)
- RAMSEUR**—Randolph County
 1785. Ramseur Pharmacy, Inc.
 308 Main St. (C. R. Whitehead)
- RANDLEMAN**—Randolph County
 574. Economy Drug Co.
 Main St. (H. Q. Ferguson)
- RED SPRINGS**—Robeson County
 577. Red Springs Drug Co.
 Main St. (R. B. Grantham)

578. Townsend's Pharmacy
111 Main St. (R. M. Ammons)
- REIDSVILLE—Rockingham County
830. Carolina Apothecary
219 Gilmer St. (W. G. Dudley, Jr.)
1414. Davis Pharmacy
230 Gilmer St. (W. E. Davis)
580. Link Bros. Pharmacy
118 S. Scales St. (F. P. Link)
581. Mann's Drug Store
Scales and Gilmer Sts.
(R. E. Mueller)
1687. Mann Drug Store of Reidsville, N. C.,
Inc. No. 2
720 S. Scales St. (J. D. Burson)
1502. Reidsville Drug Store
108 W. Market St. (T. R. Gatling)
- RICHLANDS—Onslow County
1834. Hood's Drug Store
(India Hood)
- RICH SQUARE—Northampton County
583. Bolton's Drug Co.
(R. B. Bolton)
- ROANOKE RAPIDS—Halifax County
1686. Central Pharmacy
(J. C. Robinson, Jr.)
1451. Franklin Street Pharmacy
Cor. 8th & Franklin Sts.
(W. P. Taylor)
584. Griffin Drug Co., Inc.
1008 Roanoke Ave. (Octavus Griffin)
1704. Roanoke Pharmacy Co., Inc.
199 Roanoke Ave. (J. P. Thorne)
587. Rosemary Drug Co., Inc.
1017 Roanoke Ave. (A. N. Martin)
588. Savage's Drug Store
1018 Roanoke Ave. (M. C. Savage)
1361. Timberlake's Drug Store
215 Roanoke Ave. (Harry Timberlake)
- ROBBINS—Moore County
589. Johnson-Puckett Drug Co.
(R. H. Johnson)
949. Tar Heel Drug Company
(W. M. Puckett)
- ROBBINSVILLE—Graham County
1917. Ingram's Drug Store
(T. M. DeLozier)
- ROBERSONVILLE—Martin County
592. David Grimes Drug Co.
Main St. (G. D. Grimes)
- ROCKINGHAM—Richmond County
1867. Bristow Drug Co.
132 E. Washington St. (L. B. Britton)
1011. Federal Pharmacy
118 S. Hancock St. (G. W. Honeycutt)
594. Fox Drug Company, Inc.
114 E. Washington St.
(J. E. Williams)
- ROCKWELL—Rowan County
1640. Crescent Pharmacy, Inc.
(W. O. Lombard)
- ROCKY MOUNT—Nash County
1519. Almand's Drug Store
130 S. Main St. (E. C. Speight)
1757. Bissette's Drug Store #4
420 W. Thomas St. (Robert Harris)
1778. Burnett Drug Co.
140 E. Thomas St. (E. R. Baker)
1912. Douglas-Armstrong Drug Co.
201 N.E. Main St. (S.A. James)
1878. H. L. Hicks Drug Co.
234 S. Main St. (D. J. Raper)
602. Matthews Drug Store
334 S. Main St. (J. O. Knight)
1298. May & Groham, Inc.
132 Tarboro St. (L. W. Murphrey)
1048. Park View Hospital Pharmacy
404 Falls Rd. (J. J. Gerlinger)
1891. I. W. Rose Drug Co.
112 N. Main St. (R. E. Fleming, Jr.)
1708. Standard Pharmacy
124 Sunset Ave. (W. B. Tyson)
1220. The Sunset Pharmacy
Cor. W. Thomas & Bryant Sts.
(J. P. Burnett, Jr.)
606. Thompson Pharmacy
365 Falls Road (L. F. Parrish)
- ROLESVILLE—Wake County
1021. Alderman's Drug Store
(J. L. Alderman)
- ROSEBORO—Sampson County
608. Davis Pharmacy
(McDonald Davis, Jr.)

609. Tart and West Druggists
(W. L. West)
- ROSE HILL—Duplin County
1358. Sam's Drug Store
E. Railroad St. & Charity Rd.
(S. M. Cavanaugh)
- ROWLAND—Robeson County
1713. The Drug Center
(M. H. Walker)
- ROXBORO—Person County
613. Adair Drug Store
Highway 501 North (W. H. Adair)
1445. Cole's Pharmacy
S. Main St. (A. F. Cole, Jr.)
1596. Hambrick, Austin & Thomas
109 Main St. (W. W. Allgood)
1764. Street's Pharmacy
303 Reams Ave. (J. T. Street)
616. Thomas & Oakley
Main St. (C. H. Oakley)
- RURAL HALL—Forsyth County
1826. Stanleyville Pharmacy
Rt. 1 (S. W. Rollins)
1013. Warren's Drug Store
(B. G. Warren)
- RUTHERFORDTON—Rutherford County
1645. Rutherford Drug Co., Inc.
225 N. Main St. (J. E. Cash)
1471. Smith's Drug Store, Inc.
217 N. Main St. (A. R. Bridges)
- SAINT PAULS—Robeson County
1175. Brisson Drugs
123 W. Broad St. (Edward Brisson)
681. St. Pauls Drug Company, Inc.
200 W. Broad St. (D. D. Sparkman)
- SALISBURY—Rowan County
1609. Bailey Drug Co.
100 S. Main St. (J. R. Trotter)
1424. Doctors Building Drug Co., Inc.
828 W. Henderson St.
(D. A. Thompson)
1721. Fulton St. Pharmacy
916 S. Fulton St. (H. C. Stone, Jr.)
987. Innes Street Drug Company
Cor. Main & Innes Sts. (R. H. Milton)
1510. The Innes St. Drug Co. #3
West Innes St. (E. R. Fuller)
1913. Main Drug Co., Inc.
128 N. Main St. (B. C. Lindsay)
1062. The Medical Center Pharmacy
Barker St. & Mocksville Ave.
(Thomas Moore)
626. Purcell Drug Co.
111 W. Innes St. (D. C. Purcell)
627. Purcell Drug Co. No. 2
101 N. Main St. (S. M. Purcell, Jr.)
1264. Rowan Memorial Hospital Pharmacy
612 Mocksville Ave. (B. S. Savoia, Jr.)
1728. Salisbury Pharmacy, Inc.
126 W. Innes St. (G. B. Albright)
- SANFORD—Lee County
1835. Acme Drug Co.
148 Steele St. (A. W. Palmer)
1631. Bland's Drug Store
718 Wall St. (Miriam Bland)
630. John's Pharmacy
132 Carthage St. (J. A. Terrell)
376. Jonesboro's Lee Drug Store
114 E. Main St. (R. N. Watson)
632. Lee Drug Store
101 S. Steele St. (Joe Lazarus)
1311. Mann's Drug Store of Sanford, N. C.
137-139 Wicker St. (H. C. Greeson)
- SCOTLAND NECK—Halifax County
635. Hall's Drug Store
108 S. Main St. (C. C. Turner, Jr.)
1910. McDowell's Pharmacy
1004 N. Main St.
(N. O. McDowell, Jr.)
- SEABOARD—Northampton County
903. Community Drug Store*
Main St. (J. W. Parker, M.D.)
- SELMA—Johnston County
640. Creech Drug Co., Inc.
Raeford and Waddell Sts.
(W. G. Creech)
639. Selma Drug Co., Inc.
Anderson and Raeford Sts.
(W. H. Creech)
- SHALLOTTE—Brunswick County
641. Coastal Drug Store
(P. L. Thomas)

1675. Shallotte Drug Store
(W. R. Roycroft)
- SHELBY**—Cleveland County
643. Cleveland Drug Co.
113 W. Warren St. (C. V. Wiesener)
1224. Cornwell Drug Co.
809 N. Lafayette St. (R. W. Kiger)
1710. Cornwell Rexall Drugs
Huxley Village Shopping Center
(Ronald Austell)
647. Shelby Drug Co., Inc.
312 S. Washington St. (R. R. Wells)
953. Smith's Drug Store
4 E. Warren St. (W. S. Gregory)
644. Suttle's Drug Store
Warren & DeKalb (S. C. Tate)
1680. Webb Drug Co.
109 N. Lafayette St. (J. G. Butler)
- SILER CITY**—Chatham County
1845. Chatham Drug Co.
226 E. Raleigh St.
(H. H. Dunlap, Jr.)
649. Siler City Drug Company
101 S. Chatham Ave. (F. G. Brooks)
- SKYLAND**—Buncombe County
1695. Skyland Drug Store
Hendersonville Rd. (M. A. Scott, Jr.)
- SMITHFIELD**—Johnston County
1151. Creech's Pharmacy
3rd St. (J. L. Creech)
1396. Fleming Pharmacy
202 Market St. (O. G. Fleming)
652. Hood Brothers, Inc.
Market and Third Sts. (W. D. Hood)
1628. Smithfield Pharmacy, Inc.
Market St. (George Cooley)
655. Upchurch Pharmacy
Third and Market Sts.
(M. T. Upchurch)
- SNOW HILL**—Greene County
- Snow Hill Pharmacy
Greene St. (R. V. Heath)
- SOUTHERN PINES**—Moore County
656. Broad Street Pharmacy
110 Broad St. (Joe Montesanti, Jr.)
1656. Sandhill Drug Co.
154 N. W. Broad St. (E. D. Crosby)
- SOUTHPORT**—Brunswick County
1871. Kirby Prescription Center
Howe St. (C. M. Kirby, Jr.)
1513. Watson's Pharmacy Co.
Moore St. (R. M. Willis)
- SPARTA**—Alleghany County
1061. B. & T. Drug Company
(T. R. Burgiss)
1093. Halsey Drug Co.
(W. B. Halsey)
- SPENCER**—Rowan County
1275. Rowan Drug, Inc.
500 Salisbury Ave. (P. W. Miller)
1843. Spencer Pharmacy, Inc.
108 4th St. (H. G. Ridenhour)
- SPINDALE**—Rutherford County
1611. Spindale Drug Co.
101 W. Main St. (N. J. Simpson)
- SPRAY**—Rockingham County
1238. Spray Drug Co.
Canal St. (O. W. Mills)
665. Tri-City Pharmacy
720 Morgan St. (Culas Roberson)
- SPRING HOPE**—Nash County
666. Southside Pharmacy
107 N. Pine St.
(Augustus Neville, Jr.)
- SPRING LAKE**—Cumberland County
1773. Spring Lake Drug Co.
N. Main St. (Rupert Bullard)
- SPRUCE PINE**—Mitchell County
667. Day's Drug Store
309 Oak Ave. (H. V. Day)
668. Spruce Pine Pharmacy
Locust Ave. (R. D. Banner)
- STANLEY**—Gaston County
1666. John's Pharmacy
150 South Main St. (F. L. Black)
1121. Stanley Drug Company
Main St. (G. S. Coble)
- STANTONSBURG**—Wilson County
669. Stantonburg Drug Co.
Main St. (Kenneth Edwards)

- STAR—Montgomery County
 670. Wallace Drug Store
 (A. C. Wallace)
- STATESVILLE—Iredell County
 1204. Dingler's Drug Store
 1321 W. Front St. (K. L. Dingler)
671. Fisher Drug Co.
 436 Western Ave. (Lester Fisher)
673. Holmes Drug Co., Inc.
 101 E. Broad St. (W. J. Miller)
1615. Lowry Drug Co.
 123 N. Center St. (F. W. Lowry)
1852. Medical Center Pharmacy of
 Statesville, Inc.
 951 Davie Ave.
 (J. T. Simpson, Jr.)
675. Purcell Drug Co., Inc.
 111 E. Broad St. (C. F. Warren, Jr.)
1690. Statesville Drug Company, Inc.
 101 S. Center (A. L. Davis)
674. Logan Stimson & Son
 123 W. Front St. (J. H. Stimson)
- STOKESDALE—Guilford County
 1084. Smith's Drug Store
 (J. G. Smith)
- STONEVILLE—Rockingham County
 678. Stoneville Drug Store
 (G. D. Matthews, Jr.)
- STONY POINT—Alexander County
 1642. Mack's Pharmacy
 Main St. (R. L. McKittrick)
- STOVALL—Granville County
 679. Puckett Drug Co.
 (U. S. Puckett)
- SWANNANOA—Buncombe County
 1538. Ward's Drug Store
 Alexander St. (W. S. Ward)
- SYLVA—Jackson County
 1904. Eastgate Pharmacy
 (L. B. Cowan)
683. Hooper Drug Store
 Main St. (F. L. Hooper)
921. Professional Drug Store
 Main St. (Bjorn Ahlin)
1905. Sylva Pharmacy
 Main St. (R. C. Kemp)
- TABOR CITY—Columbus County
 917. Dameron Drug Store
 3 W. Fifth St. (H. G. Dameron)
685. Harrelson's Pharmacy
 R. R. Street (W. H. Harrelson)
- TARAWA TERRACE—Onslow County
 1276. Almand's Drug Stores, Inc.
 Tarawa Terrace (H. O. Kight)
- TARBORO—Edgecombe County
 1723. Edgecombe Drug Company, Inc.
 2018 N. Main St. (W. D. Moore)
1608. Moore's Pharmacy
 301 Main St. (M. A. Moore)
1864. Tarboro Drug Company
 421 Main St. (L. R. Bell)
834. Taylor's Pharmacy
 110 W. Granville St. (H. R. Taylor)
1274. Thorne's Drug Co.
 1510 N. Main St. (E. H. Smith, Jr.)
689. E. V. Zoeller & Co.
 403 Main St. (E. H. Ward)
- TAYLORSVILLE—Alexander County
 693. People's Drug Store
 Main St. (R. B. Campbell)
1435. Town and Country Drugs
 Main St. (R. B. Campbell, Jr.)
- THOMASVILLE—Davidson County
 694. Mann's of Thomasville, N. C., Inc.
 2-4 E. Main St. (G. F. Murr)
1822. Mann's Drug Store No. 2
 S. Randolph St.
 (T. E. Harris, Jr.)
1616. Medical Arts Pharmacy, Inc.
 402 Randolph St. (C. G. Fisher)
695. Poole's Drug Store
 26 W. Main St. (L. B. Poole)
1557. Thomasville Drug Company, Inc.
 20 Salem St. (H. E. Smith)
- TROUTMAN—Iredell County
 698. Troutman Drug Store
 (J. C. Gabriel)
- TROY—Montgomery County
 699. Standard Drug Co.
 Main St. (R. L. White)
1429. Troy Drug Co.
 401 N. Main St. (J. R. Harrison)

- TRYON**—Polk County
 701. Missildine's Pharmacy
 (J. C. C. Foster)
 1894. Owen's Pharmacy
 Trade St. (H. O. Benson)
 1811. Tryon Pharmacy
 S. Trade St. (L. B. Julian)
- VALDESE**—Burke County
 826. Rock Drug Store
 225 W. Connelly St.
 (L. R. Burris, Jr.)
 1637. Valdese Drug Co.
 E. Connelly St. (J. H. Fletcher)
 1045. Valdese General Hospital Pharmacy
 (G. R. Dutton)
 1803. Waldensian Pharmacy
 (L. R. Burris)
- VARINA**—Wake County
 1701. Thomas' Pharmacy
 Broad St. (J. H. Smith, Jr.)
- VASS**—Moore County
 1063. Vass Drug Store
 Main St. (W. L. Cameron)
- WADESBORO**—Anson County
 1799. Fox & Lyon
 100 W. Trade St. (R. P. Lyon)
 1889. Parsons-Bias, Inc.
 100 S. Green St. (W. C. Bias)
 1421. Tollison's Pharmacy
 136 Morgan St. (R. B. Tollison)
- WAGRAM**—Scotland County
 1839. Wagram Drug Store
 (L. E. Gilbert, Jr.)
- WAKE FOREST**—Wake County
 911. Edwards' Pharmacy
 121 S. White St. (G. B. Edwards)
 711. T. E. Holding & Co.
 White St. (K. E. Handy)
- WALLACE**—Duplin County
 951. Gowan Drug Co.
 113 Norwood St. (S. W. Gowau)
 1475. Graham Drug Co.
 Main St. (L. I. Graham)
 713. Wallace Drug Company, Inc.
 100 W. Main St. (Lloyd Whaley)
- WALNUT COVE**—Stokes County
 1312. Ray's Drug Store
 Main St. (V. H. Richardson)
 1747. Steve's Drug Store
 S. Main St. (S. V. Harrison)
- WALSTONBURG**—Greene County
 1087. Jenkins Drug Store
 (Sam Jenkins)
- WARRENTON**—Warren County
 1460. Boyce Drug Company
 Main St. (W. F. Farmer)
 1601. Hunter Drug Co., Inc.
 240 S. Main St. (Alpheus Jones, Jr.)
- WARSAW**—Duplin County
 960. Clark's Drug Store
 E. College St. (G. E. Clark)
 718. Warsaw Drug Co.
 E. Railroad St. (B. C. Sheffield, Jr.)
- WASHINGTON**—Beaufort County
 724. S. B. Etheridge Drug Store
 169 W. Main St. (S. B. Etheridge)
 1809. Hospital Pharmacy
 600 E. 12th St.
 (D. D. Winstead)
 721. Tayloe Drug Company
 239 W. Main St. (J. P. Tunstall)
 722. Welch's Drug Store
 100 W. Main St. (W. D. Welch, Jr.)
 1549. Whitford Drug Co.
 Market & Second Sts.
 (C. P. Whitford)
- WAXHAW**—Union County
 Caddell's Pharmacy
 S. Main St. (B. C. Caddell, Jr.)
- WAYNESVILLE**—Haywood County
 1678. Curtis Drug Store
 201 Main St. (T. E. Curtis)
 1561. Medical Arts Pharmacy
 1600 N. Main St. (S. C. C. Uzell)
 1153. Smith's Drugs, Inc.
 226 Main St. (H. V. Morris)
 1774. Waynesville Pharmacy
 307 Main St. (Henry Leigh)
- WEAVERVILLE**—Buncombe County
 1270. Weaverville Drug Co.
 Main St. (C. E. Ingle)

WELCOME—Davidson County

1855. Welcome Drug Co.
(J. W. Fulton)

WELDON—Halifax County

728. Selden's Pharmacy
123 Washington Ave. (J. S. Selden)
729. Terminal Drug Store
19 W. First St. (D. B. Cooke)
1167. Weldon Drug Co.
112 Washington Ave.
(J. K. Turner, Jr.)

WENDELL—Wake County

1438. Nowell's Drug Store
Cor. Main & 3rd Sts. (C. N. Snipes)
731. Wendell Drug Company
Main and Third Sts. (P. C. Brantley)

WEST JEFFERSON—Ashe County

1767. Peoples Rexall Drug Store
(Dale Shepherd)
1103. Roberts' Drug Store
Jefferson Ave. (James Sheets)

WHITAKERS—Edgecombe County

1605. Burnett's Drug Store
Main St. (J. P. Burnett, Sr.)

WHITEVILLE—Columbus County

743. Columbus Drug Store
629 S. Madison St. (G. G. Oliver)
745. Guiton's Drug Store
801 Madison St. (G. D. Hege)
746. J. A. McNeill & Sons
612 S. Madison St. (J. A. McNeill)
901. Simmons Drug Co., Inc.
Court House Square (T. Q. Owens)
1208. Simmons Drug Co., Inc.
104 E. Main St. (N. R. Gross)

WILKESBORO—Wilkes County

1136. The Peoples Drug Store of
Wilkesboro, Inc.
Main St. (J. P. Horton, Jr.)

WILLIAMSTON—Martin County

748. Clark's Pharmacy, Inc.
142 W. Main St. (C. B. Clark, Jr.)
749. Davis Pharmacy
150 Main St. (D. R. Davis)
1135. Martin General Hospital Pharmacy
Liberty St. (W. A. Williams)

WILMINGTON—New Hanover County

1468. Cape Fear Pharmacy
5307 Wrightsville Ave.
(J. C. Edwards)
1560. Carter's Pharmacy
2001 Princess Place Dr.
(R. E. Carter, Jr.)
963. Center Drug Co., Inc.
1706 Dawson St. (H. W. Greene)
1268. Coley's Pharmacy
615 Greenfield St.
(J. V. Thompson)
753. Futrelle's Pharmacy
129 Princess St. (A. G. Millican)
1199. Hall's Drug Store
421 Castle St. (J. M. Hall, Jr.)
1149. Henriksen's Pharmacy
4713 Oleander Drive
(H. E. Henriksen)
1812. Jarman's Pharmacy
1520 Market St. (G. L. Carroll)
751. Lane's Brooklyn Pharmacy
902 N. 4th St. (Oveda Lane)
1737. Long Leaf Pharmacy
Vance Street (Hobart Whaley)
1401. Morton's Service Drug Store
802 Market St. (W. A. Morton)
1582. Peoples Drug Company
1122 N. 4th Street (M. E. Merritt)
1632. Professional Pharmacy
922 Grace St. (J. C. Bullock)
1731. Saunders Drug Store
1608 Market St. (A. B. Cheatham)
1830. Seashore Drugs
2603 S. Front St. (Julius Howard)
1459. The Standard Pharmacy of
Wilmington, Inc.
213 N. Front St. (Paul McDaniel)
766. Toms Drug Co.
Front and Market Sts.
(E. R. Toms)
1349. Turner's Drug Store
Bryants N. 17 (G. W. Turner)
1252. Walgreen Co.
226 N. Front St.
(V. J. Lindenschmidt)
904. James Walker Memorial
Hospital Pharmacy
10th & Raunkin Sts. (M. E. Underwood)

1909. Williams' Pharmacy
105 S. 46th St. (F. E. Williams)
- WILSON—Wilson County
768. Bissette's Drug Store No. 1
114 E. Nash St. (W. R. Adams, Jr.)
1590. Fairview Pharmacy
620 Fairview Ave. (H. R. Browning)
1667. Herring's Drug Store
211 E. Nash St. (J. W. Gresham)
- 771 Morrison's Drug Store
121 N. Douglas St. (B. P. Morrison)
773. Terminal Drug Store
408 E. Nash St. (T. J. Moore)
1259. H. G. Thomas Drug Store, Inc.
303 W. Nash St. (H. G. Thomas)
774. Wilson Drug Co., Inc.
114 S. Tarboro St. (Blanche Wyatt)
- WINDSOR—Bertie County
776. Pugh's Pharmacy
King St. (E. S. Pugh)
777. Windsor Pharmacy Company, Inc.
King St. (W. B. Gurley)
- WINSTON-SALEM—Forsyth County
1052. Acadia Pharmacy
301 Acadia Ave. (H. F. Pulliam)
1217. Andrews Pharmacy
1302 S. Hawthorne Rd.
(J. P. Andrews)
1769. Art Drug Co.
441 N. Trade St. (A. J. Muratori)
781. Bobbitt's College Pharmacy, Inc.
100 Lockland Ave. (E. J. Rabil)
783. Bobbitt's Pharmacy, Inc.
4th and Main Sts. (J. E. Brookshire)
809. City Memorial Hospital Pharmacy
1 Hospital St. (Virginia Caudle)
1066. Cox Pharmacy
College Village (R. O. Cox)
1664. Davis Pharmacy
1201 Waughtown St. (Benard Davis)
1067. Eckerd Drugs, Inc.
420 N. Trade St. (L. A. Warren, Jr.)
1387. Eckerd's of Winston-Salem, Inc.
240 S. Stratford Rd. (J. S. Holland)
1562. Eckerd's Northside, Inc.
Northside Shopping Center
(W. A. Simmons)
1734. Eckerd's-Parkway Plaza, Inc.
1205 Corporation Parkway
(Frank O'Neil)
1116. Economy Pharmacy
4534 N. Cherry St. (H. C. Mayberry)
1314. Flynn's Drug Store
11 E. Clemmons ville Road
(A. R. Johnson)
1408. Gordon Manor Pharmacy
4001 Country Club Rd. (R. A. Russell)
793. Rufus Hairston's Drug Store
100 E. Church St. (R. S. Hairston)
939. Hutchins' Cloverdale Pharmacy
Cloverdale at Miller (J. A. Hutchins)
1599. Model Pharmacy
562 Patterson Ave. (F. L. Douglas)
788. Nissen Drug Co., Inc.
308 West 4th St. (C. B. McKenzie)
819. North Carolina Baptist Hospital
Pharmacy
300 S. Hawthorne Rd. (E. W. Rollins)
1570. Ogburntown Pharmacy, Inc.
4218 N. Liberty Ext.
(E. J. Mazzolini)
1478. Old Town Pharmacy
3716 Reynolda Rd. (J. H. Wilson)
1523. Parkview Pharmacy
Cor. Nicholson & Kernersville Roads
(A. C. Dollar)
790. Patterson Drug Company, Inc.
112 W. 4th St. (L. M. Myers)
1525. Patterson's Stratford Pharmacy, Inc.
141 S. Stratford Rd., S.W.
(Wm. C. Brantley)
989. Professional Building Pharmacy, Inc.
2240 Cloverdale Ave. (H. S. Fox)
792. Read's Drug Co.
431 N. Liberty St. (H. H. Herndon)
1129. Kate Bitting Reynolds Memorial
Hospital Pharmacy
1101 E. 7th St. (C. M. Neely)
795. Standard Drug Co., Inc.
3712 Reynolda Rd. (A. A. James)
1273. Stonestreet Drug Co.
2230 N. Patterson Ave.
(D. H. Stonestreet)
1001. Summit Street Pharmacy, Inc.
454 West End Blvd. (W. A. Gilliam)

797. Swaney Drug Store No. 1
2112 Lexington Rd. (C. C. Munday)

801. Walgreen Co.
201 4th St. (L. E. Ferguson)

WOODLAND—Northampton County

1546. Bolton Drug Co.
(J. C. Bolton, III)

YADKINVILLE—Yadkin County

1634. Sheek-Taylor Drugs
W. Main St. (Mary Taylor)

1319. Yadkin Drug Store
Main St. (R. J. Sykes)

YANCEYVILLE—Caswell County

806. Yanceyville Drug Co.
(T. J. Ham, Jr.)

ZEBULON—Wake County

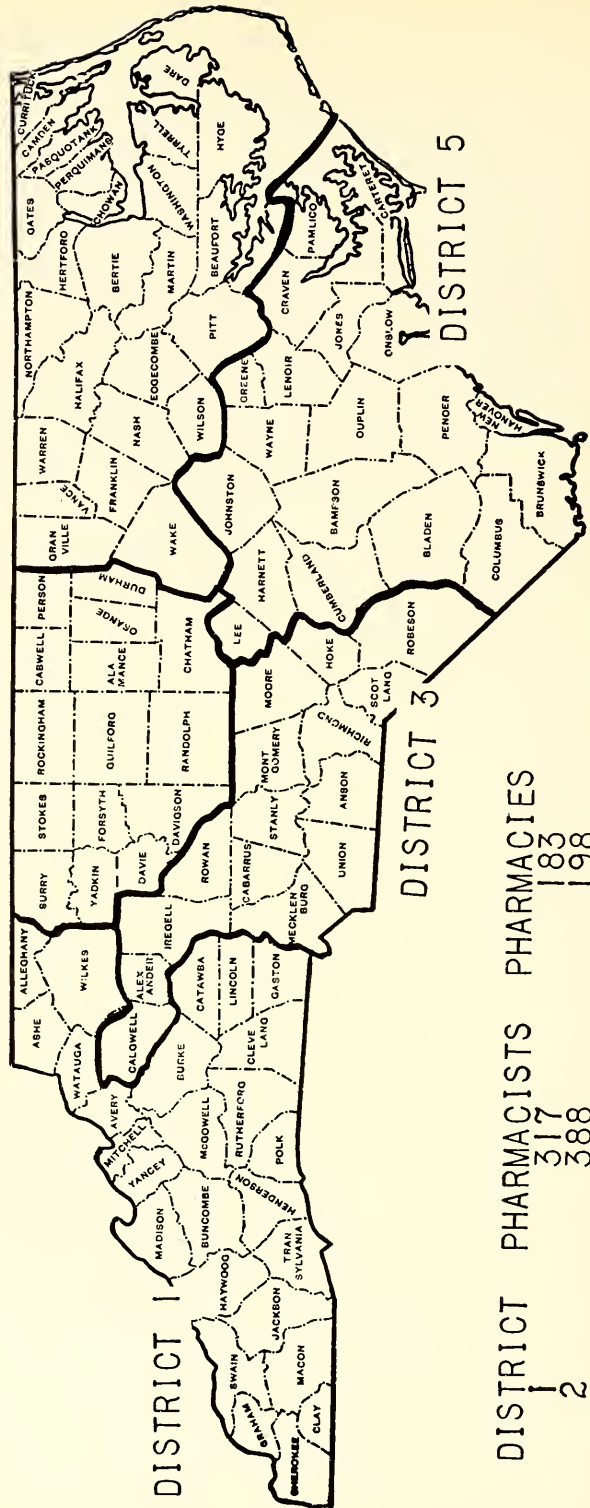
1285. Morgan Drugs
Arrendell Ave. (G. D. Morgan)

808. Zebulon Drug Company, Inc.
(E. C. Daniel)



NORTH CAROLINA PHARMACEUTICAL ASSOCIATION - N.C.P.A. DISTRICTS

DISTRICT 2 DISTRICT 4



DISTRICT 1

DISTRICT 3

DISTRICT 5

| DISTRICT | PHARMACISTS | PHARMACIES |
|----------|-------------|------------|
| 1 | 317 | 183 |
| 2 | 388 | 198 |
| 3 | 318 | 184 |
| 4 | 345 | 201 |
| 5 | 271 | 176 |

We Appreciate Your Business

**We at the House of Geer want to say
"Thank You" for you business you are
giving to us.**

Your North Carolina Representatives

Jim Boney

J. W. Brown

Henry Davis

Carlisle Fridy

Glenn Holt

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THE GEER DRUG COMPANY

SERVICE WHOLESALE DRUGGIST

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12 Sound Reasons Why You Should Buy from Us

1. We are your warehouse.
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4. You maintain lower inventories, cutting capital investment and storage costs.
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7. We provide new techniques, new products and new ways to cut costs.
8. We find the hard-to-get items for you fast.
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The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

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The Carolina **JOURNAL OF PHARMACY**

Volume XLIII NOVEMBER, 1962 Number 11

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ANNEX



*"Oh, yes, add this
package of
Tes-Tape."*



For extra sales, display

TES-TAPE[®]

The trim, colorful Tes-Tape display suggests a natural "tie-in" sale to the 1,300,000 diabetics now buying Insulin or oral hypoglycemic agents. Every diabetic is a potential \$140-per-year customer for diabetic supplies. Encourage them to shop at your pharmacy by displaying professional items such as Tes-Tape.

Tes-Tape[®] (urine sugar analysis paper, Lilly)

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Number 1 is Mighty Important!

- | Salesman
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-
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JUSTICE DRUG COMPANY

1201 Valley Park Drive
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Over 64 Years of Service to Retail Druggists of North Carolina

Abbott Laboratories
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Gentlemen,

My family enjoys your chewable vitamins. It seems like we can not get enough of your vitamins. My sister enjoys your vitamins so much that she ask for more but cannot have no more. I like them because my mother does not have to worry about scolding us when taking it. Its good because you don't have no worries about something falling on the floor. If you kept on making these vitamins all the worlds children would be happy again. Now I would like to know whether I may have any information on the Middle West. You see my class and I are studying it. So if the information can be given I thank you very much.

"...all the worlds children would be happy again."

(an unsolicited testimonial from an actual letter)



Vi-Daylin—Vitamins A. D. B₁. B₂. B₆. C. and Nicotinamide. Abbott.

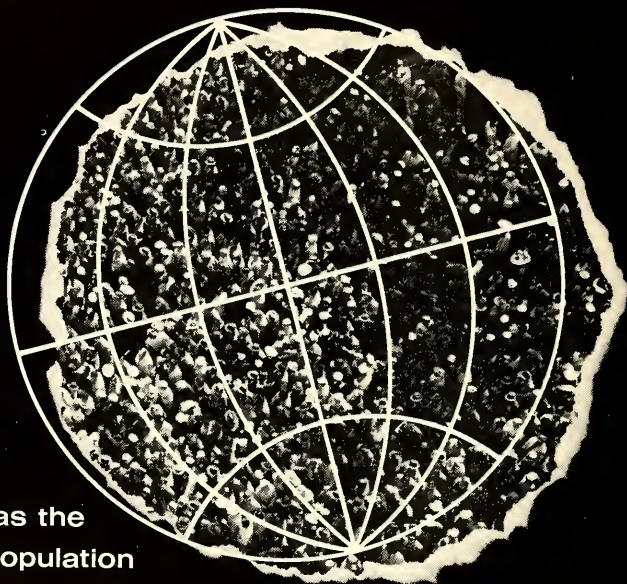


The House of Friendly Service



Scott Drug Company

Service Wholesalers Since 1891



as the
population
increases...

so does potential for

GERIPLEX[®] KAPSEALS[®]
geriatric vitamin formula with minerals

According to recent statistics, population increases have been greater in the middle and older age groups. This trend cannot help but be reflected in an expanded market for GERIPLEX. Feature and suggest GERIPLEX whenever the opportunity presents itself.

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PARKE, DAVIS & COMPANY, DIV. OF E. I. du Pont de Nemours & Co.

The Carolina JOURNAL OF PHARMACY

November, 1962

VOL. XLIII No. 11

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HOW TO PRESCRIBE YOURSELF INTO TROUBLE

A short-short course in how to avoid legal complications for both physician and pharmacist has been spelled out by Medical Economics, from which we condense these ten troublemakers.

1. Illegible Writing. The pharmacist is an expert on deciphering illegible writing, but he should not be required to do this in case of potent drugs or critical dosages.

2. Lack of full name and address on Rx. Required for narcotics; a habit of including this information for all drugs is recommended.

3. Failure to indicate age. Helpful in checking on dosage.

4. No specific directions. Example: MD tells patient to take one teaspoon every 4 hours and marks Rx "as directed." Patient takes 4 teaspoonfuls every hour and later snees because of the results.

5. Not mentioning the side effects or the symptoms that might mean the patient should stop taking the medicine.

6. Failing to write for exact amount patient will need. Leftovers constitute a danger to children, as self-treatment for other illness, etc.

7. Failure to specify refillability of Rx.

8. Not taking time to read Rx after writing it. The old double-check will catch an error once in a while.

9. No record of Rx. Several court cases have been lost because the MD did not have a duplicate or other record of medication prescribed.

10. Failure to have the pharmacist read back the details of a telephoned Rx. If they sound alike, pronouncing them carefully and spelling them over the phone will avoid trouble.

A little extra care, by physician and pharmacist alike, will help lessen the number of faulty prescriptions. Professional liability insurance is recommended but only as a supplement to, not as a replacement for, sound professional practices.

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SKF Speakers Have Given 139 Speeches in N. C.

Smith Kline & French Laboratories Speakers Bureau passed a significant milestone recently with delivery of the 5,000th speech in the Philadelphia pharmaceutical firm's efforts to carry to the grass roots the story of the prescription drug industry's contributions to the health team.

SK&F speakers have given 139 speeches in North Carolina and 100 in South Carolina, with total audiences of 5,400 and 3,800 in each state respectively. In North Carolina talks were given before 14 pharmacy and medical groups and in South Carolina before nine such groups. Total audiences in the respective states were 290 and 380.

In the past three years SK&F speakers have addressed more than 200,000 persons, using one of the most effective of public relations techniques: face to face contact. More than 10,000 physicians and pharmacists were among those who heard the speeches.

The 5,000th speech was given before members of the Port Arthur (Texas) Legal Secretaries Association by Floyd Johnson, SK&F representative from Beaumont, Texas.

Each of the speakers in SK&F's 500-man force is equipped to talk on drug industry progress, drug research, mental health or drug industry legislation—any time, any place, whether advance notice be long or short.

Speeches can be arranged through the Speakers Bureau, Smith Kline & French Laboratories, Philadelphia 1, Pa.

Named "Tar Heel of the Week"

Banks D. Kerr, Raleigh pharmacist and co-owner of a number of retail pharmacies in Eastern North Carolina, was featured as "Tar Heel of the Week" by the Raleigh News and Observer, September 23 edition.

A native of Mooresville and a graduate of the UNC Pharmacy School, Kerr served in WW II, managed pharmacies in Norfolk and Greensboro prior to opening his first pharmacy in Raleigh's Cameron Village in 1950.

McNairy's Sold

McNairy's Drug Store of Lenoir has been sold to James S. Greene and others by Mr. John R. McNairy and Harland M. Deal, the former manager-partner.

The name of the business is being changed to Peoples Drug Store, Inc. by the new owners.

Mr. Greene, a native of Glen Alpine and a graduate of the UNC School of Pharmacy has been associated with the pharmacy for three years.

Mr. Deal, associated with the pharmacy for 25 years, is doing part-time work at Medical Arts Pharmacy of Lenoir.

Pharmacy for Sale

Due to pending retirement of one owner and transfer of another owner to executive position with wholesale drug firm, Roge Drug Company, 202 Mangum Street, Durham, North Carolina is for sale. Well established (47 years); good balance between front and prescription volume. Terms available to competent, experienced pharmacist. Complete information available by writing or Calling (684-0185), Ralph P. Roge Rogers Drug Company, Durham, N. C.

Wholesale Drug Salesman

Position open for progressive young man in well established territory. Commission basis with drawing account. All regular benefits. Send photograph and resume to TCS-11, Carolina Journal of Pharmacy, Box 151, Chapel Hill, N. C. All Replies Strict Confidential.

Cover Page

John T. Stevenson (right), President of the North Carolina Pharmaceutical Association, is shown presenting a Pepsodent Presidential Scholarship to Thomas Henry Jones of Kenly, a third year pharmacy student at the University of North Carolina.

Normally, the 2 Pepsodent Presidential Scholarships are awarded at the NCP Conventions. In this case, the scholarship is a substitute for one awarded in 1960 to a student who dropped out of school, hence is no longer eligible for scholarship assistance.

The Effect on the Drug Trade of Newly Enacted and Proposed Governmental Regulations

Presented at the meeting—"Pharmacy and the New Frontier"—sponsored by the North Carolina Pharmaceutical Association in cooperation with the School of Pharmacy of the University of North Carolina at Chapel Hill, N. C., October 10, 1962.

By PAUL C. OLSEN

Vice President, *Drug Topics* and *Drug Trade News*, and Professor of Pharmacy Administration, Brooklyn College of Pharmacy, Long Island University.

1. The retail drug trade in the Carolinas

| | N.C. | S.C. |
|-------------------------------------|--------------------|-------------------|
| a) Number of drug stores | | |
| Independent | 897 | 602 |
| Chain | 88 | 29 |
| Total | 985 | 631 |
| b) Drug store sales in 1961 | | |
| Independent | \$144,590,000—81% | \$62,940,000—87% |
| Chain | 34,890,000—19% | 9,730,000—13% |
| Total | \$179,480,000—100% | \$72,670,000—100% |
| c) Average sales per store in 1961 | | |
| Independent | \$161,000 | \$105,000 |
| Chain | 396,000 | 335,000 |
| All drug stores | \$182,000 | \$115,000 |
| d) Drug store prescription receipts | | |
| Number of prescriptions | 20,800,000 | 9,280,000 |
| Amount | \$59,050,000 | \$23,650,000 |

2. Purchase of pharmaceuticals by doctors and hospitals in the Carolinas

| | | |
|--|-------------------|-------------------|
| a) Number of doctors in private practice | 2,750 | 1,383 |
| b) Number of hospitals | 174 | 78 |
| c) Purchases of pharmaceuticals in 1960 | | |
| i. Doctors | \$ 5,703,500—18% | \$ 3,524,200—20% |
| ii. Drug stores | 8,866,300—29% | 3,750,000—21% |
| iii. Drug Stores | 16,592,500—53% | 10,527,100—59% |
| Total | \$31,162,300—100% | \$17,801,300—100% |

3. Wholesale drug distributors in the Carolinas

| | | |
|-------------------------------------|----|---|
| Full line wholesale druggists | 11 | 6 |
| Other wholesale druggists | 7 | 2 |
| Surgical dealers | 5 | 2 |

4. Changes brought about by enactment of the FDCA of 1938 and how it differed from the Pure Food & Drug Act of 1906. (Enactment speeded by "elixir of sulfanilamide" deaths just as now from purported malformations from thalidomide.)

- a) Added therapeutic devices, diagnostic agents and also cosmetics to its coverage (Lash Lure)
- b) Required NDA to show new drugs safe to use under conditions prescribed on labels. FDA must act within 60 days; otherwise NDA is effective.
- c) Labels of official drugs must conform to USP, NF, HP standards of strength, quality, purity and packaging requirements.
- d) Label warnings required against habit-forming drugs, and possible mis-use, and cautions about deterioration.
- e) Label disclosure required of active ingredients but not proportions except for some such potent drugs as chloroform, alcohol and various narcotics and sedatives.
- f) Slack filled and deceptive containers prohibited. Also inappropriate containers likely to make contents injurious.

(Continued on page 43)

Board-School-Association Discuss Mutual Problems

Members of the State Board of Pharmacy met with the Executive Committee of the NCPA in Chapel Hill on October 9 for a 3-hour business session. Representatives of local-sectional pharmaceutical groups, members of the Association's legislative committee and the Dean and Assistant Dean of the UNC School of Pharmacy were also present.

The group decided not to sponsor state legislation restricting the sale of Paregoric to prescription. The initial request for an opinion survey came from the State Medical Society following series of articles appearing in The Charlotte Observer. Of the local-sectional pharmaceutical groups reporting, with the exception of one group which split on the issue, all suggested leaving the sale of Paregoric as at present.

As an example of the action taken, The Mecklenburg Pharmaceutical Society surveyed 105 pharmacists in the county and received replies from 71: For Rx sale only, 27; For present status, 43; and undecided, 1.

Discussion leaders appearing during the afternoon session included Dean E. A. Brecht and Assistant Dean Melvin Chambers from the School of Pharmacy; N. O. McDowell, Jr., Robert Neal Watson, H. C. McAllister, Harold V. Day and Roger McDuffie from the Board of Pharmacy; John T. Stevenson, who presided; W. H. Randall and W. J. Smith from the NCPA.

The topics varied from enrollment and academic progress at the UNC School of Pharmacy to use of mechanical devices to distribute drugs.

Other subjects covered were economies of professional pharmacy, drug distribution practices which by-pass pharmacy, identification of pharmacy's motivation and pharmacy's legislative program during the coming session of the North Carolina General Assembly.

In discussing the role of the State Board of Pharmacy, Robert Neal Watson outlined a 6-point program: (1) that the

NCPA set up a special committee, with the individual members meeting with the Board of Pharmacy on a monthly rotation basis; (2) that the Board of Pharmacy meet with the Association's executive committee at least once a year for discussion of mutual problems; (3) urge more pharmacists to attend meetings of the Board of Pharmacy; (4) establish committees in each NCPA District to work with Board of Pharmacy in solving common problems; (5) publish Board transactions in Carolina Journal of Pharmacy; and (6) combat all efforts to undermine Pharmacy's educational and licensing requirements.

Rogers to Manage Mutual Drug

Ralph P. Rogers, Jr., Durham pharmacist, has been named manager of the North Carolina Mutual Wholesale Drug Company. He succeeds D. L. Boone, Jr., who died unexpectedly on October 18 following a heart attack.

Mr. Rogers has served as secretary of Mutual Wholesale Drug since its organization some years ago. He is a graduate of Duke University and the University of North Carolina (B.S. in Pharmacy). In recent years, Mr. Rogers has been associated with his father in the operation of Rogers Drug Company, Durham.

Mutual Drug Moves Into New Home

October 22-27 was moving week for North Carolina Mutual Wholesale Drug Company. The wholesale house, formerly located in Durham at the corner of Angier Avenue and Elm Street, is now housed in a quarter million dollar building on a 6-acre tract on Ellis Road just south of Durham's city limits.

Shipment of merchandise from the modern, 1-floor house, got underway on October 29, under supervision of Mutual's newly appointed manager, Ralph P. Rogers, Jr.

Kaopectate

For treatment of diarrhea

Upjohn

A suspension of purified colloidal kaolin with pectin, possessing highly adsorbent and demulcent properties for use in the control of diarrhea

Kaopectate

For treatment of diarrhea

Upjohn

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For treatment of diarrhea

Upjohn

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BEST SELLER

Kaopectate

For treatment of diarrhea

Upjohn

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For treatment of diarrhea

Upjohn

A suspension of purified colloidal kaolin with pectin, possessing highly adsorbent and demulcent properties for use in the control of diarrhea

Kaopectate

For treatment of diarrhea

Upjohn

A suspension of purified colloidal kaolin with pectin, possessing highly adsorbent and demulcent properties for use in the control of diarrhea

Kaopectate

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A suspension of purified colloidal kaolin with pectin, possessing highly adsorbent and demulcent properties for use in the control of diarrhea

KAOPECTATE*

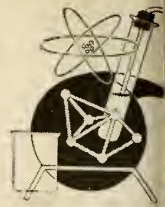
Supplied in 6 fl. oz. and 10 fl. oz. bottles

*TRADEMARK, REG. U. S. PAT. OFF.

Kaopectate is recommended by doctors more often than *any* other antidiarrheal agent. It pays to display and push the brand your customers *know* and *trust*.

Upjohn

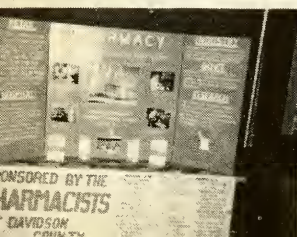
The Upjohn Company
Kalamazoo, Michigan



ER



ER



Carolina Camera

Top: The picture of Pharmacist Charles D. Blanton, Jr. of Kings Mountain with prescription customer was used by A. H. Robins Company of Richmond to illustrate their 1962 National Pharmacy Week message in the October 6 issue of The Saturday Evening Post. Blanton, winner of the Robins "Bowl of Hygeia Award," was selected to illustrate the page message due to his outstanding community service record. Many state, regional and national pharmaceutical publications reproduced the message appearing in SEP.

Top Center: Registrants who attended the "Hospital Pharmacy Seminar" at Chapel Hill on September 8-9 under sponsorship of the UNC School of Pharmacy. First Row—left to right: Mr. R. L. Salter, Jr., Alamance County Hospital, Burlington, N. C.; Mr. Donald K. Chapman, N. C. Baptist Hospital, Winston-Salem, N. C.; Mrs. Joanne B. Hambright, Cape Fear Valley Hospital, Fayetteville, N. C.; Mrs. Ida Keetsock, Lincoln Hospital, Durham, N. C.; Dr. James L. Brannon, Assistant Professor of Pharmacy, UNC School of Pharmacy, Chapel Hill, N. C.

Second Row—left to right: Mr. Gerald Selph, Kings Daughters Hospital, Staunton, Virginia, Dr. M. A. Chambers, Assistant Dean, UNC School of Pharmacy, Chapel Hill, N. C.; Mr. Paul Owen, Orangeburg Regional Hospital, Orangeburg, S. C.; Dr. George H. Cocolas, Assistant Professor Pharmaceutical Chemistry, UNC School of Pharmacy, Chapel Hill, N. C.; Mr. J. Frank Lowder, City Memorial Hospital, Winston-Salem, N. C.; Mr. J. Robert Taylor, Cone Memorial Hospital, Greensboro, N. C.

Third Row—left to right: Mr. Robert Brooks, Mary Washington Hospital, Fredericksburg, Virginia; Dr. James C. Kellett, Assistant Professor Pharmaceutical Chemistry, UNC School of Pharmacy, Chapel Hill, N. C.; Mr. Billy T. Allen, Wake County Memorial Hospital, Raleigh, N. C.; Mr. Maurice E. Underwood, James Walker Memorial Hospital, Wilmington, N. C.; Mr. Richard S. Knight, Moore Memorial Hospital, Pinehurst, N. C.; Dr. E. A.

Brecht, Dean of the UNC School of Pharmacy, Chapel Hill, N. C.

Bottom Center—The afternoon session of the Woman's Auxiliary October Workshop featured an explanation of the Bedside Bag project which is their Christmas program for remembering chronically ill persons of North Carolina. While many Auxiliary members are working individually, the local auxiliaries are participating as organized units in their cities.

Pictured are presidents of local auxiliaries who attended the Workshop as they conferred with the Ways and Means Chairmen and the State President.

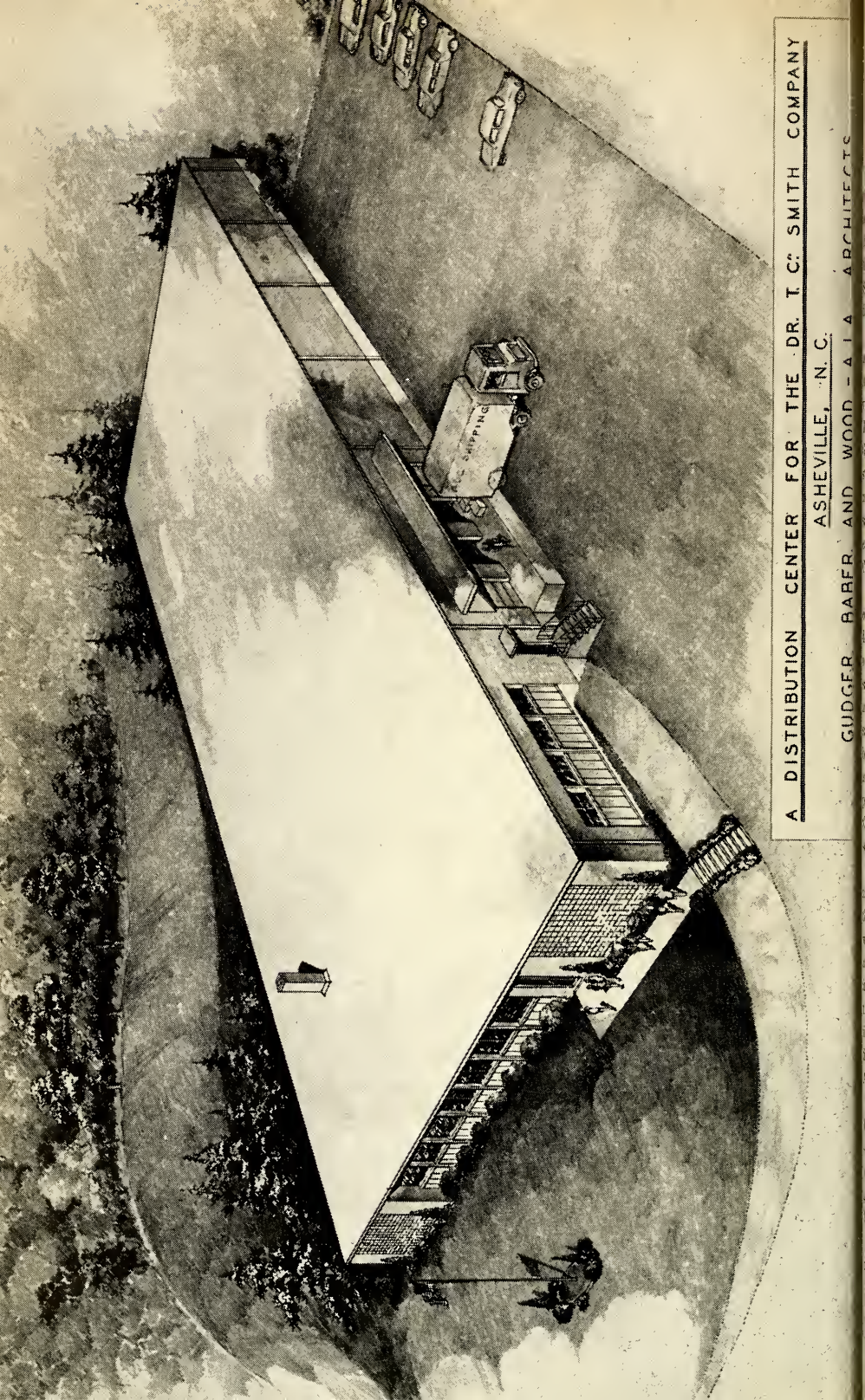
Seated, left to right: Mrs. Lon D. Russell, President Greensboro Drug Auxiliary; Mrs. George W. Markham, Fayetteville, Chairman Ways and Means Committee; Mrs. John T. Stevenson, Elizabeth City, President Woman's Auxiliary of the N. C. Pharmaceutical Association; Mrs. G. F. Benton, President Winston-Salem Apothecary Club; Mrs. J. E. Gillespie, President Raleigh Woman's Drug Club.

Standing: Mrs. Sandy D. Griffin, Burlington, President Alamance Drug Auxiliary; Mrs. Ross L. Cooper, President Charlotte Women's Drug Club; Mrs. Claude Piantadosi, Chapel Hill, chairman subcommittee on projects; Mrs. M. A. Chambers, President Chapel Hill Pharmaceutical Auxiliary; Mrs. John P. Friday, Gastonia, President Gaston Auxiliary; Mrs. O. O. Grabs, Jr., Chapel Hill, President Pharmacy Wives; Mrs. John H. Brown, China Grove, President Rowan-Davie Auxiliary.

It is expected that the January issue of the Carolina Journal of Pharmacy will feature a pictorial coverage of this project as it has been carried out state-wide.

Bottom (left)—The pharmacists of Davidson County sponsored a pharmacy exhibit (shown) at the Davidson County Fair. A complete list of all pharmacists in the county appeared on a panel making up the lower part of the exhibit.

Bottom (right)—More than 30,000 persons visited the pharmacy exhibit at the 1962 State Fair in Raleigh in mid-October. This was more than double 1961's record of 14,000 visitors. Dr. Melvius Chambers, Dean Brecht, with assistance by the pharmacy faculty, helped man the exhibit.



A DISTRIBUTION CENTER FOR THE DR. T. C. SMITH COMPANY
ASHEVILLE, N. C.
GUDGER, BARBER AND WOOD - A. I. A. ARCHITECTS

Construction of Modern, Half-Million-Dollar Building to House Dr. T. C. Smith Firm Underway in Asheville

Construction of a new 40,000 square foot warehouse for the pharmacists of Asheville and Western North Carolina got underway in October, according to an announcement by F. Stacy Smith, president of Dr. T. C. Smith Company, 90-year-old wholesale drug firm.

The building will be located on a twelve acre tract in the very heart of the city, located on Wilmington Street in West Asheville. The new warehouse and offices were designated by the architectural firm of Gudger, Baber, and Wood after extensive studies of the latest and most efficient automation and electronic techniques at wholesale drug installations throughout the eastern states. Contractors are Merchant Construction Company.

The total installation, including building, equipment, and inventory of nearly 20,000 drug products, will represent an investment of over a half million dollars. Mr. Smith said that the latest material handling and accounting equipment will be installed. He said that this new and strategic location brings this inventory of 20,000 drug store and pharmaceutical products closer to the pharmacies in metropolitan Asheville and the surrounding twenty-five county area served by Dr. T. C. Smith Company.

Target date for the completion of the new building is March 15, 1963. Opening of the new wholesale drug installation, which will feature warehouse automation for fast, accurate order filling, and IBM electronic invoicing and accounting, will coincide with the firm's 94th Anniversary. It was founded in 1869 by Dr. T. C. Smith, who was the first secretary of the N. C. Pharmaceutical Association.

The firm of Dr. T. C. Smith Company is believed to be the oldest established wholesale drug house in North Carolina, and one of the oldest in the south. From its beginning, it has continuously been managed by four generations of the same family.

A feature of the building will be a conference room which has been designed for the convenience of pharmacists to use for their own association meetings.

Mr. Smith commented, "The high standard of living enjoyed in this area is based largely on two essential marketing functions: Low-cost mass production and efficient, economical distribution. The second function—efficient, economical distribution—means the handing of manufactured goods in such a way that they reach a convenient place for the consumer to buy them when needed and at a reasonable price. That is the function of wholesaling. From this comes the slogan adopted by the company—'Builders of Better Health Through Pharmacy Since 1869.'"

Parking space for more than fifty cars will be provided for pharmacists visiting the large merchandise display room.

Merchandise Needed for Woman's Auxiliary Bedside Bag Project

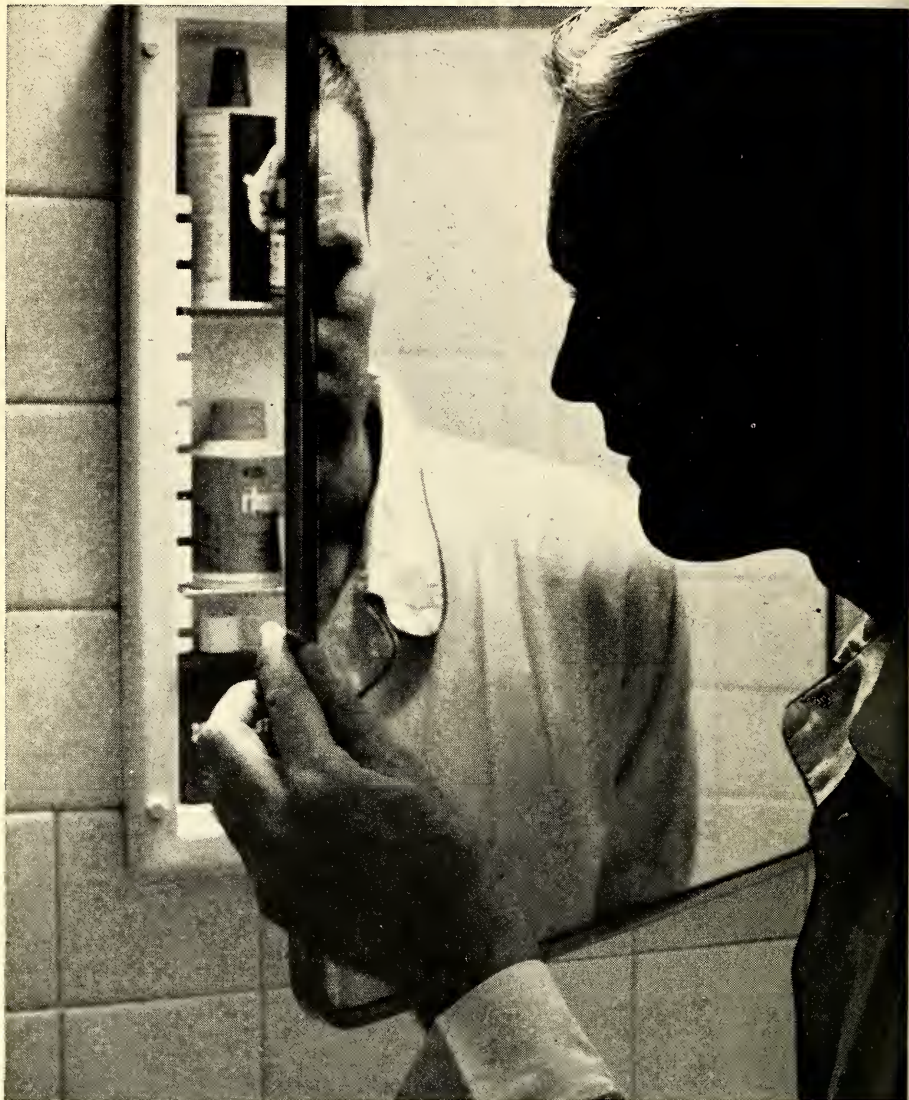
Shut-ins in most areas of the State will benefit from the bedside bag project being carried on by the Woman's Auxiliary. Some wholesale drug firms and manufacturers have been generous in supplying merchandise to be used as fillers in these bags. Due to a lack of reply on the part of some, however, the Auxiliary is having to issue an SOS to North Carolina retail pharmacies. Especially needed are shampoo, shaving cream, toothpaste, toothbrushes, talcum powder, deodorants, toilet water—and a hospital administrator tells us comic books are very much appreciated.


If you can help this project through a contribution of any of this merchandise, sent it to W. J. Smith at the Institute of Pharmacy, Church Street, Chapel Hill, and he will see that the merchandise is delivered to the areas of the state where it is needed. About 1200 requests are now on hand for such articles to fill the handmade bags now in production by the Auxiliary members.

WHAT'S BEHIND THE MIRROR?

It's your medicine cabinet, and on its shelves, we bet, are products with familiar labels, brand names — not "just-as-good," cut-price generics — because these are for your family and you just don't take chances. This, of course, is why your physicians also specify Lederle and other

brand-name products for their patients. They know that Lederle goes far beyond the "official" requirements to produce only the finest. The next time customers ask about the "difference in drugs" why not tell them of your personal and professional trust in the brand name?



LEDERLE LABORATORIES, A Division of AMERICAN CYANAMID COMPANY, Pearl River, New York 

Wayne Association Sponsors Sales Training School

By DON WHITLEY of The Goldsboro News-Argus

Wayne County pharmacists have initiated a new approach to sales problems. The technique is group training for all drug store personnel in the county.

The Wayne County Pharmaceutical Association endorsed the system, which brings together employees from the entire county's pharmaceutical industry for instruction in better sales ability.

The first training session was held recently. The association concluded that in order to combat sales problems effectively, they first had to combat the problem of getting personnel to the instruction sessions.

This was achieved by setting up programs in the form of dinner meetings and inviting husbands and wives of drug store employees.

Veteran John E. F. Hicks, president of the Wayne County Pharmaceutical Association and a pioneer in the field of pharmacy, presided at the first county-wide training session.

A 30-minute film titled "Sell As Customers Like It" was shown for the first phase of personnel training. The film highlighted six principles of successful selling.

The principles were: (1) Treat customers as eye-minded buyers. Approximately one-half of all purchases made in drug stores are planned. Remaining sales are made on impulse.

All sales personnel were encouraged to arrange their merchandise so that it will be both appealing to the customer, and will serve as reminders for items not included as initial purchases.

Store shelves and displays should be set up so the customer can absorb an overall picture. The "impulse battery" in a human being is like a camera—it is set off by what the lens of the eyes absorb.

(2) Treat customers as brand-conscious buyers. Competitive advertising has provided the foundation for many sales in that some people are sold on brand names of particular products.

The drug store clerk can assist the customer in making purchases by displaying popular brand name products so they can be seen easily.

Where more than one brand name is in demand, grouping of the same product manufactured by different companies may tend to increase sales.

Not only in brand name buying, but throughout the store, the customer will be attracted by departmentalized arrangements of products. The customer can find needed items much easier when they are displayed along with associated items instead of being distributed throughout the store.

(3) Ask questions that reveal the whole story. An automatic vending machine may serve customers just as well as clerks until the knowledge of people is put to work in terms of words used.

Simply by asking questions, the salesman might be in position to suggest another item that will serve the customer better than the one called for. Or the sale might be increased from one item to two items—or from \$1 to \$3.

(4) Give customers product information along with the product. The payoff on the wise use of "know-how" slips into high gear when this principle is applied.

Repeat sales are rolled up when the product information is given along with the product. Instead of reading directions, many customers use the product blindly and fail to realize maximum effect.

A few words "straight from the horse's mouth" could help the customer to get better results from the product, and a better feeling toward the salesman that sold it.

(5) Help customers save money. This is a simple principle that will serve a two-fold purpose—increase gross sales for the store and save the customer that hard-to-come-by money.

Simply by suggesting large economy sizes in certain products, the principle pays off and the customer pays more. But at the same time, the customer receives more.

(6) Make customers feel welcome. The store that shows appreciation for the customer's patronage will not have trouble getting repeat sales. Customers many times will walk two or three blocks farther to a store where friendly service is provided.

Hollingsworth's

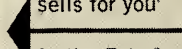
UNUSUAL CANDIES

Goes Right to the
Heart of Sales
in

The Saturday Evening
POST



This colorful ad
sells for you



in the Feb. 9,
1963 issue

**TIE-IN WITH HOLLINGSWORTH'S
TIE-IN WITH THIS BIG POST PROMOTION
SHOW THE FULL HOLLINGSWORTH'S LINE**
of select chocolates in Valentine's
most beautiful heart boxes.

GO RIGHT TO THE HEART OF PROFITS.

HOLLINGSWORTH'S Unusual Candies / Augusta, Georgia

Mr. Hugh Sconyers / 1618 Providence Road / Charlotte, N. C.



TAR HEEL DIGEST

Mount Airy—Randleman Drug Company, owned by Pharmacist Ernest A. Randleman, Jr. and others, opened in late September. Mr. Randleman holds a BS degree from Wake Forest College and a BS degree in Pharmacy from George Washington University.

Mooreville—Sam Price, Jr., vice president of the Miller Drug Company, has announced plans for remodeling of the pharmacy. The first phase will involve a new front to the pharmacy.

Misenheimer—Senator Estes Kefauver, in an address of Pfeiffer College on October 6, said: "the new drug law lacks any provision to reduce the excessive price of patented drugs . . . I hope we can do something about this in the 88th Congress."

Jacksonville—James McDonald has been named manager of the Northwoods Pharmacy.

Winston-Salem—To assist in improving the safety at the street intersection of S. Hawthorne Road and Lockland Avenue, Pharmacist Bracey Bobbitt has donated a strip of property and \$500 to the City of Winston-Salem.

Andrews—Wallace G. Moseley of College Park, Georgia has been named manager of Davis Drug Company. He is a 1950 graduate of the University of Georgia School of Pharmacy and a licensed air pilot.

Louisburg—Mrs. F. L. O'Neal, owner of the O'Neal Pharmacy, has purchased the Boddie Drug Store. The two pharmacies are to be consolidated.

Wallace—Guest speaker at a recent meeting of the Wallace Rotary Club was Pharmacist Lloyd Whaley. The speaker told the

Rotarians that the drug store "is the greatest service institution known to man."

Pittsboro—The September 20 edition of The Chatham Record carried an interesting account of the late Pharmacist George Pilkington, who practiced pharmacy in Pittsboro from 1889 until his death in 1944.

Jacksonville—Harry Mallecock, a native of Cleveland, Ohio has been named manager of College Street Pharmacy. He has been employed at New River Pharmacy for more than two years.

Oxford—Pharmacist J. B. Clay recently addressed members of the Oxford Rotary Club.

Ayden—Howard Graham, a native of Laurel, Miss., and a graduate of Howard College, Birmingham, Alabama, is now associated with Bruce's Drug Store. He was formerly associated with Warren Drug of Greenville.

Fuquay Springs—Johnson's Drug Store, owned and managed by Woodrow W. Johnson, celebrated its 25th business anniversary on September 16.

Fayetteville—George Markham's new pharmacy at 114 Rowan Street is scheduled for completion by December 1. In addition to the pharmacy, space is being provided for two doctors' offices. There will be 100 off-street parking spaces.

Oxford—The Oxford Ledger (Sept. 14) devoted several columns to the career of Pharmacist R. L. Hamilton, who started in pharmacy in 1896 for William Simpson of Raleigh and later for the late F. W. Hancock, Sr. of Oxford.

Asheville—H. H. Shigley has been appointed Master of the Fourth Degree, Knights of Columbus, North Carolina District. He is a Past Grand Knight of St. Lawrence Council.

Rocky Mount—William D. Medlin, a 1962 graduate of the UNC School of Pharmacy, has been named assistant manager of Bisette's Drug Store.

Charlotte—James T. Hough, former owner-operator of Independence Drug Store, has been fined \$500 and given a three-year probated sentence for selling Penicillin-Dexedrine-Metandren without prescription in 1961. The pharmacy has been closed for more than a year.



Brighten your

PROFIT PICTURE

with MODERN
"KEY" Fixtures

We Can Help You!

1. *Our Experienced Designers can plan your store to increase Sales and Profits for You!*
2. *Our Skilled Workers and Modern Production Facilities can quickly turn your Plans into Reality!*
3. *The installation is completed by Factory Trained Experts with "know-how" to get the job done with Minimum Inconvenience to You.*
4. *Your increased sales and profits will meet the conveniently spaced payments tailored to suit your needs. All payments and dealings are directly with us. Ask for Our Financing or Leasing Plans.*

Clip Coupon and Mail

We are planning to Expand
 Modernize
 Build New Store

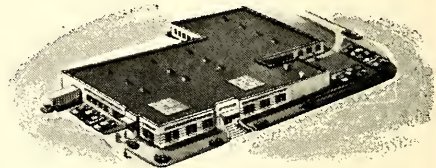
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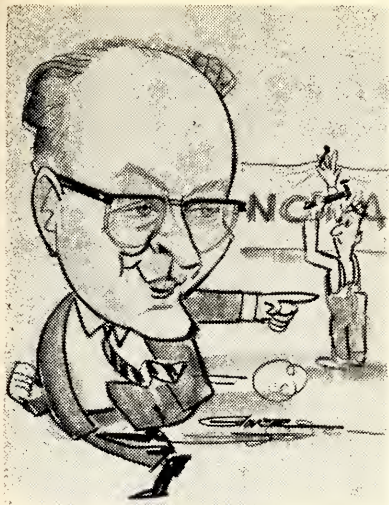
Street Address.....

City.....

State.....



GRANT E. KEY, INC.
Manufacturers
 LYNCHBURG, VIRGINIA



Purchase in October of City Drug Store, New Bern, by W. F. Gaskins, Jr. we are confident met with the whole-hearted approval of Mr. Gaskin's father-in-law, H. Bryan Duffy.

Duffy's Drug Store, established in 1835, at the time of its sale in 1946, was the oldest drug store in the state under continuous family ownership. Doubtless Mr. H. Bryan will favor picking up the family ownership at 111 years and continuing therefrom.

For straight family ownership, Horne's of Fayetteville is nearing the 100 year mark (1965). Actually, the store was established in 1860 but since the owner left shortly thereafter for military service, 1865 is generally referred to as the year the pharmacy was opened to the public by the present owner's grandfather, Henry Ruffin Horne.

We asked a North Carolina pharmacist the secret of his success in selling better than \$2,000 of electric toothbrushes in one month. "It's simple," he replied, "I use one, I am sold on what the brush will do and I am able to translate my personal enthusiasm to my customers."

Pharmacist relates story of a man in his community who had been out of work for some months and who needed food for his family. A local groceryman, hearing about the case, invited the man to his store where

he filled up several large sacks with supplies, all without charge. After the sacks were ready to be carried from the store, the groceryman noticed the man was reluctant to leave, asked if he could be of further service, whereby the man replied: "Where's my green stamps?"

An English chemist (pharmacist), discussing America's eradle to grave medical program, said his countrymen were phrasing it: "hatched, matched and dispatched."

A report that a prominent North Carolina pharmacist has joined the John Birch Society is totally inaccurate. Actually, what the pharmacist affiliated with was the Birch John Society, short for the Society for Preservation of Wooden Toilet Seats of America.

No special significance is attached to the fact the pharmacy exhibit at the State Fair was between "Syphilis" and "Jails".

"Count Your Blessins"

The next time your wife complains about the mechanical short-comings of the combination washer-dryer, show her this authentic Kentucky "receipt," with its original spelling, for washing clothes:

1. bild a fire in back yard to heet kettle of rain water.
2. set tubs so smoke won't blow in eyes if wind is pert.
3. shave one hole cake soap in bilin water.
4. sort things, make three piles. 1 pile white. 1 pile cullord. 1 pile work britches and rags.
5. stur flour in cold water to smooth then thin down with bilin water.
6. rub dirty spots on board, scrub hard. then bile, rub cullord but don't bile—just rench and starch.
7. take white things out of kettle with broom stick handle, then rench, blew and starch.
8. spread tee towels on grass.
9. hang old rags on fence.
10. pore rench water in flower bed.
11. scrub porch with hot soapy water.
12. turn tubs upside down.
13. go put on clean dress—smooth hair with side combs—brew cup of tee—set and rest and rock a spell and count blessins.

BC



New bottle packaging

Time-tested formula

Time-tested acceptance

Time-tested profit-maker

Your customers have a choice when they buy "BC". America's fastest-selling headache powders or the popular "BC" tablets

*Over 100 Million Packages Per Year
backed by concentrated local and
national advertising*

B. C. REMEDY COMPANY

DURHAM, NORTH CAROLINA

News from the Local-District Pharmaceutical Societies

MSR's Guests of Cabarrus Group

All medical service representatives serving Cabarrus County were guests of the Cabarrus County Pharmaceutical Society at a dinner meeting in Concord on November 7.

Mutual problems and opportunities of interest to pharmacists and to MSR's were discussed.

John D. Mitchell, owner-operator of Martin Drug Company, Kannapolis, is president of the Cabarrus County Pharmaceutical Society.

Greensboro Society of Pharmacists Get Fall Program Underway

The first complete program session of the recently organized Greensboro Society of Pharmacy was held in Greensboro at the O. Henry Hotel on October 18.

W. J. Smith of Chapel Hill was guest speaker. Most of Mr. Smith's remarks were centered on the theme—"What Can the Greensboro Society of Pharmacists Do To Enhance the Professional Prestige of its Members and the Profession in General?"

Marion M. Edmonds, president, presided at the meeting, which, to permit maximum attendance, was called to order at 9:30 P.M.

Loan Fund Established

The Wake County Pharmaceutical Association has established a pharmacy student loan fund to be administered through the Consolidated Loan Fund of the North Carolina Pharmaceutical Association.

Loans from the fund will be made to deserving-needy students. They are repayable after the student graduates and are non-interest for 12 months following graduation.

Oscar Elmore is president of the Wake County Pharmaceutical Association which is in the midst of one of its most successful

years. About 75 Wake County pharmacists are members of the organization.

Northeastern Co-Sponsors Drug Symposium

A 5-program "Drug Symposium" got underway in Williamston on October 17 under sponsorship of the Northeastern Carolina Pharmaceutical Society and the School of Pharmacy, UNC.

Symposium instructors will be Dr. Frederick Bernheim and Dr. William E. DeTurk, both of the Duke University School of Medicine. Hypnotics, Sedatives, Tranquilizers and Psychomotor Stimulants will be covered on successive Wednesday night sessions through November 14.

Nelson Elected

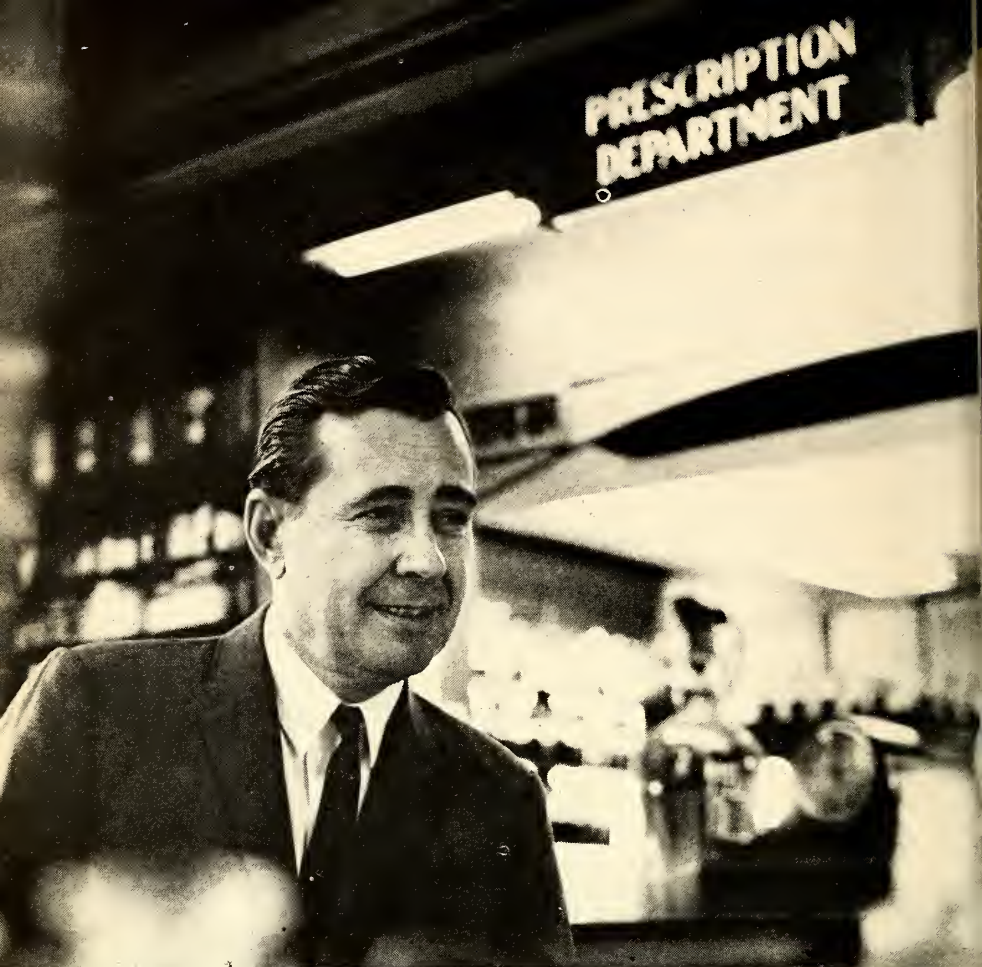
Stacy G. Nelson has been elected president of the Northeastern Carolina Pharmaceutical Society for the coming year. Mr. Nelson owns and operates the Aulander Pharmacy, Aulander.

Serving with him will be W. C. Griffin of Roanoke Rapids, vice president; and David R. Davis, Jr. of Williamston, re-elected secretary-treasurer.

C. B. Clark of Williamston is the current president of the Northeastern organization, which met in Williamston on October 17 prior to the first program of the "Drug Symposium" which the Society is co-sponsoring in cooperation with the UNC School of Pharmacy.

3D Party in Greensboro

A 3-D (Doctor, Dentist, Druggist) Bar-B-Q and Social, sponsored by the Greensboro Drug Club on October 5, was attended by several hundred persons. No formal speeches—just good food and stimulating conversation.




A MOLECULE MAKES A BIG DIFFERENCE

Thousands of hypertensives are benefiting from new "thiazide therapy." However, response to the thiazides varies with the patient and the drug used. In a number of cases, Pfizer's potent new polythiazide, **RENESE®**, has produced blood pressure control superior to that obtained with previously available drugs of this kind.

You know, of course, that there's nothing unusual in this. What appears to be a relatively small chemical difference between products can often make a substantial therapeutic difference in any given patient. That is why new drug research does not stop with the "breakthrough" but goes on to extend the effectiveness and convenience of modern therapy to an ever-increasing number of patients. Do your customers understand that their own health may someday depend on such discoveries?

Renese® 1mg • 2mg • 4mg. POLYTHIAZIDE/FULL PRODUCT INFORMATION ABOUT RENESE IS AVAILABLE IN BLUE BOOK, RED BOOK, IN THE PRODUCT BROCHURE ENCLOSED IN EACH PACKAGE, AND FROM YOUR PFIZER REPRESENTATIVE.

Science for the world's well-being® 

PFIZER LABORATORIES Division, Chas. Pfizer & Co., Inc. New York 17, N. Y.

Poison Quiz

(Answers on Page 25)

Choose One or More of the Following:

- The number one killer in poisoning is:
 - Aspirin
 - Lye
 - Kerosene
 - Arsenic
- The most dangerous years to watch for in children is:
 - 1-2 years
 - 2-3 years
 - 3-4 years
 - 4-5 years
- The most dangerous room in the house percentage wise for obtaining a poison to swallow is:
 - Kitchen
 - Bedroom
 - Bathroom
 - Living Room
- Which of the following are poisonous:
 - Potato Sprout
 - Lilly-of-Valley
 - Mountain Laurel
 - Foxglove Leaves
- In the treatment of kerosene poisoning which of the following are true:
 - Emetics are definitely contraindicated.
 - Cautious gastric lavage with Copious amount of 3% Sodium bicarbonate solution.
 - Parenteral antibiotic therapy as prophylaxis against bacterial invasion of the lungs.
 - Avoid digestible fats, oils & alcohol which will promote adsorption from the bowels.
- In the treatment of aspirin poisoning which of the following are true:
 - Use emetics or delay gastric emptying and absorption by swallowing milk or a slurry of "universal antidote."
 - Gastric lavage with 3% Sodium bicarbonate.
 - Saline catharsis with sodium or magnesium sulfate.
 - The presence of petechiae calls for large doses of Vitamin K.
- What three chemicals make up the universal antidote?
 -
 -
 -
- The names of three household items that may be used in emergency for preparing the universal antidote are:
 - Tea
 - Coffee
 - Milk
 - Epsom Salts
 - Milk of Magnesia
 - Feen-a-mint
 - Burnt Toast

- Cyanide causes which of the following signs and symptoms:
 - Convulsions
 - Coma
 - General or Partial Paralysis
 - Slow Respiration
- Which of the following are characteristic of odors on breath, vomitus or of body fluids:
 - Sweet—(Penetrating) chloroform, Acetone
 - Bitter almonds—Cyanides
 - Violets—Turpentine in urine
 - Pears—Chloral hydrate
 - Garlic—Arsenic

Poison Prevention Committee Meets

Preliminary plans for state-wide observance of National Poison Prevention Week (March 17-23, 1963) were set up by the NCPA Poison Prevention Week Committee on October 28.

Headed by Chairman Tom Burgiss of Sparta, the committee decided on a county chairman arrangement. Special kits of supplies will be made available in January to the county chairmen and to others who plan to take an active part in observing the Week.

For most outstanding individual performance during National Poison Prevention Week by a member of the NCPA, the state pharmaceutical association will award a special plaque at the 1963 NCPA Convention.

In addition to Chairman Burgiss, other members of the committee present for the October 28 meeting were Calvin Floyd of Roanoke Rapids, C. S. Brinkley of Kernersville, E. A. Brecht and W. J. Smith (Guest) of Chapel Hill.

Other members of the committee unable to attend the meeting are Rowe Campbell, Jr. of Taylorsville, O. K. Richardson of Boone, N. O. McDowell, Jr. of Scotland Neck and Robert Smith of Mount Airy.

Jaycees Hear About Poison Prevention

Tom Burgiss, Elkin pharmacist and Chairman of the NCPA Poison Prevention Week Committee, was guest speaker at the October 25 meeting of the North Wilkesboro Jaycees.

Theme of Mr. Burgiss's talk was one of his preferred topics—poison prevention.



Dear Mr. Smith:

I sincerely hope you will be kind enough to find space for this letter in the Journal, as I feel that it is of utmost importance.

In reference to the article in the September issue of the Journal, page 64 entitled "Proposal To Establish Hospital Pharmacy Deferred," the article continues "A Proposal to establish a pharmacy in the Roanoke-Chowan Hospital of Ahoskie has been deferred. Some phases of the proposal were opposed by local pharmacists according to a news report appearing in the Ahoskie Daily News."

If the newspaper report is correct, it is hard for me to believe and, I find it very distressing that a group of pharmacists would oppose the establishing of a pharmacy in a hospital. I can not think of any other motive for such action except for simply selfish reasons. The Board of Pharmacy and the Hospital Board certainly can not think differently.

A hospital patient is entitled to the same pharmaceutical services that they receive in the retail pharmacies, by law, and because they are being charged for this service.

These men if they are all pharmacists must know they are preventing the hospital administrator from carrying out his legal responsibility and moral obligation to his patients, after all the Pharmacy Laws requires that pharmaceutical services in the retail pharmacy must be performed by a licensed pharmacist. Are the people in this

community not entitled to the same service when they enter the hospital?

In the eyes of the public and the medical profession an act of this type can not bring anything but duly earned criticism, disrespect and degradation to the entire profession of Pharmacy. Surely these men can not be pharmacists, and still have the health and welfare of the public in mind.

Sincerely yours,
Gilbert Colina, Pharmacist
Merey Hospital
Charlotte

Dear Mr. Colina:

It is with great interest that I read a copy of your letter addressed to Mr. W. J. Smith in reference to the hospital pharmacy situation here in Ahoskie. Your haste in writing this letter and forwarding a copy to our Daily News and also to the Board of Pharmacy without first making an effort to establish the facts involved, seems to me typical of the way many misunderstandings are brought about for the general public in regard to our profession and the medical profession as a whole.

Several people have written me for an explanation which I have been glad to take time to submit to them. I would therefore like to state to you the facts that were involved in this case and which did not appear in the paper. I would greatly appreciate your taking the time to read this statement since you have indicated an interest in this situation. Certainly it is in the best interests of all of us to try to understand each other and our problems in the profession as a whole.

The pharmacists in our community did not and do not oppose the hospital hiring a pharmacist in order to fulfill the needs of the hospital and its patients. In fact, we would welcome such an arrangement because it would put the drugs used there under the jurisdiction of the Board of Pharmacy. However, the hospital administrator hired a pharmacist on a salary plus commission basis, which meant that the pharmacist would have to solicit out-patient prescriptions in competition to the established local pharmacies in order to make a living wage.

Since the hospital is supported partly by

taxes, the local pharmacists feel it is totally unfair for the hospital to go beyond its service to its patients and place itself in direct business competition with those of us who have to pay taxes and bear the burdens of running a business. I am sure you are familiar with the hospital pharmacy ethics which state very clearly "the hospital pharmacist should not solicit private outpatient prescriptions, nor offer over-the-counter items for sale to either group of outpatients. This filling of prescriptions for private outpatients should be as a service to them, and should be only on their request. The hospital pharmacy should not fill prescriptions for patients who have no affiliation with the hospital."

I feel certain that if you had known the facts your feelings would not have been so intense in this matter. I am sure you, like the rest of us who love Pharmacy and devote our lives to it, want only what is best for our profession and certainly "ethics" is the very foundation.

I am truly sorry that you were misled in your interpretation of this incident, and I do hope this explanation will tend to help

you understand the other side of the story. As a matter of fact, we pharmacists have even offered the hospital administrator our free services by donating our spare time working in the hospital as pharmacists.

Thank you kindly for this opportunity to speak in defense of our very fine group of pharmacists in this area. If I can be of further help to you, please feel free to call upon me.

Yours very truly,

s/s W. T. Boone

Boone's Pharmacy

Ahoskie, N. C.

Answers — Poison Quiz

(Page 23)

1 (a); 2 (a); 3 (a) 4 (all); 5 (all); 6 (all); 7 (Activated Charcoal, Magnesia and Tannic Acid); 8 (a-e-g); 9 (all); and 10 (all)

Gastonia—Harold Little, a 1962 graduate of the UNC School of Pharmacy, has accepted a position with Smith's Drugs. In recent months he has been associated with Webb Drug of Shelby.

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K & F Drug Store, 1212 Fort Bragg Road, Fayetteville.

Midwood Pharmacy, 2316 Central Avenue Charlotte.

County Medical Society Adopts Recommendations

1. That we, as physicians, are ethically obligated to refrain from making any attempt to influence a patient's choice of a specific drug store.
2. We should be reluctant to quote prices of medication without verification with the patient's drug store.
3. If there are known flagrant violation of ethics, fair drug prices, formulations, etc. the pharmaceutical society requests we contact their grievance committee. We concur in this request.
4. It is our unanimous opinion that any guidance of a physician to a particular drug store implies to the patient the existence of a doctor-pharmacist arrangement and that it is in our best interest to avoid this.
5. Further that all doctors discuss the matter of pharmacist referral with their office personnel. We would like to point out that we would be involved indirectly with their inadvertent referrals.
6. We feel that the pharmacists are making a concerted effort to straighten out their own affairs regarding ethical practice of pharmacy and drug prices.
7. Our committee further recommends that members of the medical society should not use prescription pads with a particular drug store name on it.

The recommendations outlined on this page were adopted by a county medical society following meeting with a county pharmaceutical society. Since publication of the recommendations have not been cleared with both groups, we have deleted specific name references.—Editor.

North Carolina Society of Hospital Pharmacists

Report of Quarterly Meeting

The North Carolina Society of Hospital Pharmacists held its fall quarterly meeting in Chapel Hill, N. C., Oct. 22, 1962. A social hour was held in the Pine Room of the Carolina Inn beginning at 6:30 P.M. and dinner followed immediately at 7:30 P.M. E. R. Squibb & Sons sponsored the social hour and dinner with Dr. W. W. Taylor, Chief Pharmacist, N. C. Memorial Hospital, serving as host for the occasion. After a brief business session Mr. Louis P. Jeffry, President of the American Society of Hospital Pharmacists and Director of Pharmacy Services of the Albany Medical Center Hospital, Albany, N. Y., was introduced to the Society by J. Frank Powder. Mr. Jeffry, while at the Albany Medical Center Hospital, organized, developed, and instituted the present-day concept of modern hospital pharmacy. His presentation and projected views were met

with invigorating response and admiration from the Society members in attendance.

Dr. M. A. Chambers, Asst. Dean of Pharmacy, Univ. of North Carolina, introduced to the Society Mr. Paul Dommermuth. Mr. Dommermuth, a graduate student of sociology, proceeded to report on a sociological survey he is conducting on the Pharmacy profession in North Carolina. Although Mr. Dommermuth's survey is incomplete, a definite pattern of distinction could be seen in categorizing hospital pharmacy and retail pharmacy. A vigorous discussion period followed this presentation as interest mounted.

Mr. Harvey A. K. Whitney, Jr., Asst. Chief Pharmacist at Duke Hospital reported on plans to participate in the foreign student exchange program and urged all interested pharmacists who might desire to jointly co-operate in this program to contact him.

The meeting was concluded with the acceptance of an invitation from Mr. Claude Paoloni to have the Society's next quarterly meeting at Greensboro.

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UNC PHARMACY SCHOOL NOTES



The fall semester began on September 21 with 264 students enrolled in the School of Pharmacy. This was 1 student less than last year with a gain of 5 undergraduate students and a loss of 6 graduate students. There were 75 students in the senior class. There were 57 women undergraduate students or 23.4 per cent. Not included in the enrollment data were prepharmacy students in General College. This year there were only 93 as compared to 120 last year. This is a disappointing decrease and shows the need for increased recruitment activity.

A new adviser system was established at the beginning of the fall semester. Each of the ten faculty members, not including Dean Brecht and Assistant Dean Chambers who will continue to act as academic advisers for all students, were assigned one-tenth of each class including prepharmacy students as personal advisers. The new system was effective in proving that the teachers were truly "friends in court."

The good work of Dr. Chambers as Director of Extension was continued with three successful professional refresher courses. On September 9 and 10 twenty hospital pharmacists including two from Virginia and one from South Carolina met at the School of Pharmacy for technical

coursework in the identification and assay of potent substances. Three members of the pharmacy faculty served as teachers for the seminar: Drs. James L. Brannon, George H. Cocolas, and James C. Kellett, Jr. On October 10 fifty pharmacists attended the all-day session on "Pharmacy and the New Frontier" under joint sponsorship of the School and the NCPA. A tape recording was made of the complete program and is available to the local pharmaceutical societies.

On October 17 the first of five Wednesday night meetings of a drug symposium on the pharmacology and therapeutics of hypnotics and sedatives, tranquilizers and psychomotor stimulants was held at Williamston, N. C., for the southeastern district of the state. There were 20 pharmacists in attendance. Professors Frederick Bernheim and William E. DeTurk from the Department of Pharmacology of the Duke University School of Medicine served as the faculty for the symposium.

Dean Chambers had charge of the School of Pharmacy exhibit in a choice location in the Dorton Coliseum at the North Carolina State Fair for its second year. The exhibit was manned by members of the faculty working in pairs on the first two days supplemented with volunteer students for the remainder of the week to handle more adequately the increased attendance at the booth. A counted attendance of 32,000 this year compares very favorably with 14,000 last year. In decreasing order of importance it is believed that this exhibit effectively serves public relations for the profession, public relations for the School and University, and recruitment of pharmacy students.

A special display commemorating the 100th anniversary of the birth of O. Henry, who was a pharmacist in Greensboro, was prepared by Miss Alice Noble, research historian.

Dr. A. W. Jowdy, Assistant Professor of Pharmacy Administration, continued management of first aid rescue stations at home

(Continued on page 30)

PHARMACY SCHOOL NOTES

(Continued from page 29)

football games of the University of North Carolina. At each game 8 students from the graduating class serve on a volunteer basis for a service which has grown to be appreciated as indispensable.

The School of Pharmacy and the North Carolina Board of Pharmacy acted as hosts for the annual meeting of District Number Three of the National Association of Boards of Pharmacy and the American Association of Colleges of Pharmacy held at the George Vanderbilt Hotel in Asheville on August 26-28. Approximately 100 teachers and board members attended the meeting and were enthusiastic about the content of the meeting and the hospitality of North Carolina. Professor Herman O. Thompson presented a paper on the assay of preparations in board examinations.

On September 19 Dean E. A. Brecht acted as president for the first meeting of the year of Torch, International, a professional service club for Durham and Chapel.

Dean Brecht, Dr. Claude Piantadosi, and Dr. Fred T. Semeniuk attended the annual bar-be-que of the Greensboro Drug Club for physicians and dentists on October 5.

Deans Brecht and Chambers attended the workshop meeting of the North Carolina Pharmaceutical Association at the Institute of Pharmacy on October 9.

Two papers were published in the October issue of the Journal of Pharmaceutical Sciences. The first by Dr. Margaret A. Shaw, Assistant Professor of Pharmacy, and William J. Husa was taken from her doctoral dissertation at the University of Florida:

"Isotonic Solutions XIII. Hemolysis of Red Corpuscles by Various Substances in the Presence of Sodium Chloride." The second was taken from the doctoral dissertation of Dr. Shu-Sing Cheng and has as co-authors the late Dr. Sigurdur Jonsson and the dissertation advisor, Dr. Fred T. Semeniuk: "Amino Ketones: Kinetics of *In Vitro* Antibacterial Activity."

Dr. J. C. Kellett, Jr., has had a renewal of his research grant from the University Research Council.

Dr. Earl T. Brown, who resigned as Associate Professor of Pharmacy, is now a lecturer at the American University in Ethiopia. He reports that the students are fluent in the English language. His addresses is University College, Faculty of Science, P. O. Box 399, Addis Ababa, pharmacy fraternities was held during the week October 8-14. The results are indicated below under the fraternity reports.

Student Branches of the APha and NCPA

The first meeting was held on October 16. Mr. W. J. Smith, Executive Secretary of the North Carolina Pharmaceutical Association, discussed the work of the Association.

Pharmacy Senate

In its bi-weekly meeting on October 16 the following new members were accepted for Pharmacy Senate: Julian Willis Bradley, III, Raleigh; Sara Louise Burris, Madison; Halbert Hill McKinnon, Lumberton; Myhre, John Hudson, Overland Park, Kansas; William Earl Patterson, Greenville, S. C.; Meredith Gail Patton, Swannanoa; Roy Boyd Smith, Durham; Gary Martin

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Kappa Epsilon

Five active members of the national pharmacy fraternity for women went with Dr. Margaret A. Shaw to attend the province meeting of Kappa Epsilon held in Washington, D. C. on October 5 and 6. They were Mary Elizabeth Jamison, Charlotte; Mary Lou Johnson, Clayton; Margaret Jane McCann, Mount Airy; Rebecca Proffitt, Burnsville; and Jerry Sue Stroud, Roanoke Rapids.

Kappa Psi

Reported by Frank Freeman,
Public Relations Chairman

On Thursday, October 4, Beta Xi Chapter held its annual supper and open house for the girls of pharmacy school and the prepharmacy girls. This party was held in order to introduce the prepharmacy girls to the School of Pharmacy and the men of Kappa Psi. Regent Bill Fuller welcomed the girls and introduced them to the officers and brothers of the fraternity.

Saturday, October 13, being homecoming weekend, Beta Xi welcomed many old alumni back and all enjoyed a party held that night featuring the Dukes of Rhythm and Huey Smith's Clowns. Our candidate for homecoming queen this year was Miss Lynda Cauble, the Kappa Psi Sweetheart. We are sorry that she could not win, but she represented Kappa Psi and the Pharmacy School in the very best way.

Beta Xi Chapter is proud to announce the pledging of the following pharmacy students on Thursday, October 18: John Dean Badgett, Mount Airy; John W. Bailey, II, Hendersonville; George J. Brooks, Jr., Siler City; Leonard W. Bumgardner, Jr., Belmont; William S. Cameron, Lillington; Delbert Marvin Cranford, Denton; Walter Gerald Eason, Rocky Mount; Richard Adrow Gray, Newport; Terry W. Heatherington, Bessemer City; Charles W. Hite, Jr., Gastonia; J. Winston Hollingsworth, Garland; James Spencer Matthews, Clinton; Solon S. Minton, Asheville; Hugh J. Moore, Spindale; and Barney Paul Woodard, Jr., Princeton.

Phi Delta Chi

The following new members for Phi Delta Chi were pledged on October 18: Eugene Glenn Brown, Jr., Jacksonville; Charles Wesley Carter, Jr., Sanford; Revis Radford Eller, Purllear; Thomas Henry Jones, Kenly; Johnnie Buren Kennedy, Jr., Shelby; Rodney Lynn McCaskill, Ellerbe; George Oliver Markham, Fayetteville; Leonard Walter Matthews, III, Stoneville; Daniel Thomas Miller, Statesville; Thomas Marion Moore, Wilmington; James Melvin Owen, Roseboro; William D. Powell, Fuquay Springs; Clyde Randy Rhyne, Valdese, and Larry Joe Warren, Newton Grove.

Historical Note

By Alice Noble
Research Historian

No story about the health picture, or the care of the sick, or the social life of North Carolina "way back yonder" would be complete without a chapter devoted to the mineral springs. Long before the white settlers came to these shores the springs had been discovered by the Indians who regarded their curative properties highly. How early they began to be patronized by the fashionable society of the South cannot be determined, but by the end of the American Revolution references in family papers to the many springs are increasingly frequent. The author has found data about forty-two of these "spas," as they were called between the 1790's and the 1850's. Their fame spread afar and many were the in-staters and out-staters who came to drink of their waters and to enjoy the gaiety afforded at the health resorts.

The N. C. springs contained a number of elements in various combinations and a variety of proportions: Hydrogen, lithium, sodium, barium, magnesium, calcium, boron, potash, phosphorous, nitrogen, silica, arsenic, oxygen, salt, sulphur, chlorine, manganese, bromine, iodine, iron, cobalt, nickel, Chalybeate waters, or those containing a high proportion of iron compound, increased the appetite and were regarded as a tonic. Sodie and magnesie sulphated saline waters were laxatives and were said also to be good for persons suffering from

(Concluded on page 44)

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A son, Martin Clay, was born September 20th, to Mr. and Mrs. Barry M. Bell of Franklin Drug Store, Gastonia . . . September 20th was also the birthdate of Kevin Alexander Miller, who was born to Mr. and Mrs. Joe Miller of Statesville . . . October 15th brought the birth of unexpected identical twin boys, Charles Joseph and Leighton Davis, to Mr. and Mrs. Charles Gillespie of Burnsville, formerly of Pink Hill . . . On October 16th Mr. and Mrs. Roy W. Collette, Jr. became the parents of their second child, Perry Dean. Mr. Collette is in business with his father at Mocksville.

Marriages

Fearing-Edwards

September 14th was wedding date for Miss Bertie Carlyle Edwards, daughter of Dr. and Mrs. Linus M. Edwards, Jr. and Woodson B. Fearing, Jr., son of Mr. Fearing and the late Mrs. Katherine Fearing. Both families are residents of Manteo, and Mr. Fearing is associated with Fearings Drug Store. He is a graduate of the UNC School of Pharmacy, class of 1959.

Coley-Bell

Miss Barbara Jane Bell, member of the 1961 class of the UNC School of Pharmacy, and John Thomas Coley III of Rocky Mount, were married October 7th in the New Salem Methodist Church of Statesville. Mrs. Coley, daughter of Mr. and Mrs. Gilbert Brown Bell of Statesville, was at Rex Hospital Pharmacy in Raleigh before her marriage.

Deaths

THOMAS L. LINN

Thomas Latan Linn, 47, of Landis, died October 1 at his home following a period of declining health.

Mr. Linn was a native of Landis and a graduate (1938) of the UNC School of Pharmacy. He was with the Linn-Edwards Drug Company of Landis from 1938 to 1942; in the U. S. Army to 1946; and

owner-manager of Linn-Edwards Drug from time of discharge from military service until his death.

Survivors include his wife, the former Sarah Eunice Drye; a daughter, Ann; a brother and two sisters. Burial was in the Westlawn Cemetery.

D. L. BOONE, JR.

D. L. Boone, Jr., 50, secretary-treasurer and manager of the North Carolina Mutual Drug Company of Durham, died at his home on October 18 following a heart attack.

The son of Mr. and Mrs. D. L. Boone of Durham, Mr. Boone was a graduate of Duke University. Prior to World War II, he was associated with Peabody Drug Company. Following military service, he returned to the family (Boone) drug store and still later assisted in organizing the Mutual Drug Company.

The survivors include his wife; three daughters; and his parents, Mr. and Mrs. D. L. Boone of Durham.

JOHN E. BRISON

John E. Brison, Gastonia pharmacist, died September 23. A native of Clover, South Carolina, Mr. Brison was associated with Kennedy's of Gastonia, Robinson Drug of Belmont and Caldwell's of Gastonia until his retirement four years ago. He was born Oct. 20, 1889.

Survivors include his wife; a daughter and a son and three grandchildren. Interment was in Woodside Cemetery.

MRS. CHARLES ANDREWS

Mrs. Virginia Dare Danner Andrews, wife of the Assistant Secretary-Treasurer of the NCPA, died in Burlington on October 25 after several years of declining health.

Mrs. Andrews was a native of Iredell County and had taken an active part in the affairs of the Woman's Auxiliary of the NCPA, both local and state, for many years.

In addition to Mr. Andrews, survivors include a son, Charles D. Andrews of Greensboro; a daughter, Mrs. Wesley H. Wallace of Chapel Hill; a sister, Mrs. Walter E. Furr of High Point, and three grandchildren.

Funeral services were held October 27 in Burlington at the First Baptist Church, with burial in Alamance Memorial Park.

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Lt. James J. Horn is Assigned To Walter Reed

The son of Mr. and Mrs. W. Y. Horn of Route 1, Lawndale, N. C., 2nd Lieutenant James J. Horn of the Army Medical Service Corps was recently assigned to Walter Reed Army Institute of Research as an administrative officer in the department of veterinary medicine.

Lieutenant Horn was graduated from Polkville High School in 1957 before attending the University of North Carolina at Chapel Hill, where he received his B.S. degree in Pharmacy in June, 1961. He is a member of Kappa Psi, fraternity for pharmacists.

After graduation Horn worked as pharmacist for the Cornwell Drug Store in Shelby until he entered the Army last August. He spent his first eight weeks at Fort Sam Houston, San Antonio, in the Army Medical Field Service School for officers' orientation.

Presides at Seminar

The presiding officer of a "Federal Services Pharmaceutical Seminar" held at the National Naval Medical Center, Bethesda, Maryland, on November 15 was Captain Claude V. Timberlake.

Captain Timberlake is a graduate of the UNC School of Pharmacy and a native Tar Heel. He has been in military service since the early days of WW II.

Nearly \$4,000 Taken

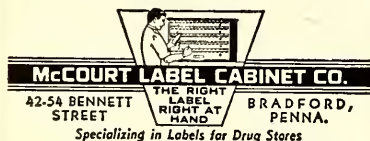
One or more persons, believed to have hidden inside Franklin's High Point Road Drug Store, Greensboro, took nearly \$4,000 from a safe. The robbery occurred either on the night of October 6 or early Sunday, October 7.

Since checks were involved, Russell Franklin, owner of the pharmacy, requested that his customers stop payment on all checks cashed at the pharmacy prior to the robbery.

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Walker, Upjohn MSR, Retires

Veteran Upjohn salesman, Daniel V. Walker, recently retired. The announcement was made by Mr. W. C. Sugg, the Company's Director of Domestic Branch Sales. Mr. Walker, a registered pharmacist, is graduate of the Medical College of Virginia (Ph.G. 1920). He began his career with The Upjohn Company of Kalamazoo, Michigan, in February, 1932. His first assignment was in Huntington, West Virginia. He was assigned to the Cumberland, Maryland, territory in August, 1935 and later to the Charleston, West Virginia, sales territory. Mr. Walker was working the Greensboro, North Carolina, sales territory before his retirement.

F & D Director, Guest Speaker

John W. Sanders, Jr., Atlanta District Director of the Food & Drug Administration, was guest speaker at the October 4

meeting of the Rowan-Davis Pharmaceutical Society.

The meeting, held in Salisbury, was attended by members of the Rowan Medical Society, who came as guests of the pharmacists.

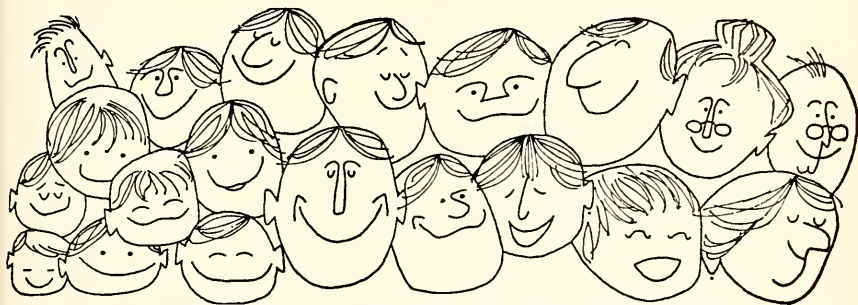
All of the Salisbury-Spencer drug stores closed at 6 P.M. in order to permit maximum attendance of store personnel.

Claxton Harris Elected

Claxton Harris, Durham pharmacist, was elected and installed as president of the Durham-Orange Drug Club at a meeting of the organization in Durham on October 30. He succeeds George Harris of Chapel Hill.

R. S. Howell was installed as vice president; M. S. Burt as secretary-treasurer.

Dean E. A. Brecht summarized Dr. Paul C. Olsen's address, as presented at the recent "Pharmacy and the New Frontier" pharmacy conference in Chapel Hill. An open forum session followed.



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Gastonia Pharmacist

Tagged "Lady Pharmacist In Our Midst," a recent edition of The Gastonia Gazette carried an interesting account of Mrs. Ernest Hicks, her career as a pharmacy student and later as a practicing pharmacist of Charlotte.

Early this year Mrs. Hicks, her husband a vice president of First Citizens Bank and Trust Company, and children moved to Gastonia. Since that time Mrs. Hicks has helped out as a relief pharmacist at a number of Gastonia pharmacies.

Cuban Pharmacist Locates in Selma

One of the first Cuban pharmacists to register with the State Board of Pharmacy under the internship training program is Luis Queseda. Mr. Queseda is employed by the Selma Drug Company of Selma.

W. H. (Bill) Creech, owner of the pharmacy, employed Mr. Queseda following a trip to Miami, where he interviewed 15 Cuban pharmacists and 6 Cuban doctors.

NEWS BRIEFS

Charlotte—Virgil Thomas Gambrell, an employee of a Charlotte pharmacy, has been found guilty of illegally possessing barbiturates and other drugs. He was arrested last month by police at the request of South Carolina authorities.

Durham—The president of the American Society of Hospital Pharmacists, Louis P. Jeffrey of Albany, New York, visited several hospital pharmacies in the Durham area in mid-October.

Salisbury—Miss Shirley Mikeal, formerly associated with Mery Hospital Pharmacy of Charlotte, has joined the staff of the Rowan Memorial Hospital Pharmacy.

Siler City—Construction has started on a new building to house a pharmacy and a doctor's office. The building will replace one formerly occupied by Taylor Drug but destroyed early this year by fire.

Activities For Pharmacy Wives**UNC School Year 1962-63**

October 9, Social Business Meeting; October 23, Mr. Clyde Ball from the Institute of Government; October 30, Work meeting to make Christmas bags for hospital.

November 6, Work meeting to make Christmas bags for hospital; November 13, Social business meeting; November 27, Mrs. Rosa Tillitt of Durham.

December 15, Christmas Party and December 16, Children's Christmas Party, both at Institute of Pharmacy.

January 8, Social business meeting; January 22, Style Craft Interior Decorator at Style Craft.

February 12, Mr. George Coxhead of New York Life Insurance company; February 19, Social business meeting; Feb. 26-28, Senior Trip.

March 12, Mrs. John Stevenson, President

of The Woman's Auxiliary, NCPA; March 26, Meeting at the School of Pharmacy.

April 9, Cake Decorating, Thell's Bakery; April 23, Out-door cooking, Duke Power.

May 14, Social business meeting; May 19, Senior Tea.

DOINGS

(Continued from page 39)

Greensboro Dental Auxiliary. This year the Greensboro Drug Auxiliary members served as hostesses. The luncheon was held October 23 at the Greensboro Country Club. Mrs. Lon D. Russell, president, appointed Mesdames T. G. Crutchfield, C. C. Fordham, William P. Brewer, and David D. Claytor as coordinators for the several committees. The luncheon was followed by a fashion show from Ellis Stone's French Room.

There were approximately 175 in attendance. Mrs. John T. Stevenson, Auxiliary president, attended, as well as Mrs. W. J. Smith, Chapel Hill.

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DOINGS

OF THE AUXILIARIES

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- Raleigh—Mrs. Billy T. Allen
- Winston-Salem—Mrs. William Simmons
- Gaston—Mrs. E. L. Hicks
- Rowan-Davie—Mrs. Harold Kenerly
- Asheville—
- Greensboro—

State Auxiliary Workshop

The annual Fall Workshop of the NCPA Woman's Auxiliary brought together seventy women from over the state. Following a coffee hour, Mrs. J. T. Stevenson, State President, welcomed the women and introduced leaders for the group discussions to follow. Two lecture periods were held. Mr. Clyde Ball of the Institute of Government, Chapel Hill, conducted a class in Parliamentary Procedure; Dr. Donald Springen of the UNC faculty also, led a discussion on Public Speaking.

Following the class periods, Auxiliary members moved to Carolina Inn for a Luncheon. This was followed by a business session, with Mrs. Stevenson presiding. Reports were heard from Mrs. Ralph Rogers, Durham, chairman of the Nominating Committee; Mrs. George Markham, Fayetteville, chairman of projects, and her subcommittee chairman, Mrs. Claude Pianadosi, Chapel Hill; Mrs. C. D. Blanton, Jr., Kings Mountain, hospitality; Mrs. William H. Houser, Cherryville, Resolutions; Mrs. Rush Hamrick, Jr., Shelby, Publicity; Mrs. W. D. Welch, Jr., Washington, handbook revision. Reports were also heard from Mrs. R. H. Milton, Salisbury, treasurer; Mrs. W. H. Randall, Lillington, secretary, and Mrs. L. R. Burris, historian.

Mrs. Markham presented the special project of the Auxiliary, the making of fabric bedside bags for Christmas presentation to the chronically ill of North Carolina. An enthusiastic discussion period followed, with

plans being made for state-wide participation in this project.

Charlotte

The first fall meeting of the Charlotte Woman's Druggist Auxiliary was held Tuesday, September 11th at the Kirkwood Room. Mrs. Ross L. Cooper, newly elected president, presided. Guest speaker was William W. Crymes, secretary of the Charlotte Little Theatre. Devotions were given by Mr. Bruce Wingate. At the October meeting of the Auxiliary, members celebrated the club's 25th anniversary, and charter members were honored. Each of them received a corsage.

The Auxiliary was organized in 1937 at the home of Mrs. J. K. Civil with Mrs. C. E. Smith co-hostess. Mrs. G. V. Lawrence was elected first president, succeeded by Mrs. James Boyce Hunter. There have been three state presidents of the North Carolina Pharmaceutical Association Woman's Auxiliary from the Charlotte organization.

Charter members of the local Auxiliary are: Mrs. J. G. Barnett, Mrs. H. L. Bizzell, Mrs. J. K. Civil, Mrs. P. C. Day, Mrs. W. B. Dixon, Mrs. J. B. Hunter, Mrs. B. M. Humphries, Mrs. Louis Holmes, Mrs. G. V. Lawrence, Mrs. R. H. Marston, Mrs. Jo Monroe, Mrs. E. T. Rimmer, Mrs. C. E. Smith, Mrs. D. L. Smith, Mrs. Bland Robinson, Mrs. Foster Thomas.

Raleigh

The Raleigh Woman's Drug Club opened their new year with a meeting at the home of the president, Mrs. Joseph E. Gillespie. Hostesses were the officers.

The meeting was called to order by the president, who welcomed new members Mrs. Charles Barger and Mrs. John Dixon. Mrs. Kenneth Franklin, Mrs. C. L. Futrell and Mrs. Bill Jordan visited the meeting. There were sixteen members attending.

Mrs. John Bius was named advisor with Mrs. Tom Sanders. The sick and cheer chairman reported that floral arrangements were sent to Mr. M. B. Melvin and to the family of Mrs. W. A. Burwell.

At the close of the business session bridge and canasta were enjoyed, with prizes for high score for bridge going to

Mrs. K. E. Handy and high score for canasta to Mrs. H. W. Diggett.

Committee chairmen for the year are: Ways and Means, Mrs. Banks D. Kerr; Telephone, Mrs. W. A. Burwell; Sick and Cheer, Mrs. Harold W. Diggett; Membership, Mrs. H. G. Price and Mrs. Ralph E. Woodcock; Entertainment, Mrs. Romas T. White.

Raleigh members were saddened by the death of Mrs. Elizabeth M. Morgan, mother of Mrs. Graham W. Gregory and sister-in-law of Mrs. Phillip D. Gattis.

Winston-Salem

The Apothecary Club held its October meeting at Farmer's Dairy Bar, with 15 members present. Five new members were welcomed by Mrs. Garland Benton, the president: Mrs. Gus Ballus, Mrs. Don Chapman, Mrs. Joe Hicks, Mrs. P. M. Kirkman, and Mrs. V. G. Phelps.

After a discussion on making bedside bags for patients at Forsyth Hospital, it was moved by Mrs. A. C. Dollar, seconded by Mrs. Lewis, that the Auxiliary members participate by making the bags and bringing them to the November meeting.

A meeting in February with the Forsyth Pharmaceutical Society was discussed. The ladies will provide the meal for which each man will pay \$1.75.

Year books were distributed, and announcements concerning the November meeting were made. It will be held at Biltmore Dairies and Southern Bell's movie on North Carolina will be shown. Hostesses for the October meeting were Mrs. Dollar, Mrs. Frank Lowder, and Mrs. John Andrews.

Gaston

The September meeting of the Gaston County Pharmaceutical Auxiliary opened their club year with Mrs. William G. Forrest, president, conducting the session. Plans were made for some of the members to attend the Auxiliary Workshop in Chapel Hill.

Following the business session a guest speaker presented an interesting talk and demonstration on "All About Hats." Hostesses for the meeting were Mrs. T. M. Holland, Mrs. W. F. Holland, and Mrs. Earl Williams.

Rowan-Davie

The September meeting of the Rowan-Davie Drug Auxiliary was held at the Chanticleer Restaurant. Thirteen members and one visitor, Mrs. Prentiss George, were present. Mrs. George, who recently moved from Kannapolis to Salisbury, was guest of Mrs. Edwin Fuller.

Mrs. John Brown, president, conducted business matters. Mrs. Justin Uffinger, program chairman, presented a program on "What A Day for A Home Maker."

Mrs. George Albright, Mrs. J. J. Barger, and Mrs. Thomas Camp were hostesses for the meeting.

Asheville

The Western North Carolina Auxiliary opened its year with a meeting at Bailey's Cafeteria. A talk on the prevention of cancer and a film entitled "Other City" were presented by Jay Allen and Bill Byrd of the American Cancer Society.

A gift was presented to Mrs. Rush Blanton, who was moving to Marion. Mrs. George Bryan was elected president to replace Mrs. Blanton, and Mrs. Charles Beaman was named vice-president. Guests were Mrs. Hugh Carter, Mrs. E. B. Ross, Mrs. Elmer Bishop, Mrs. S. S. Minton, and Mrs. George Stevenson. Hostesses were Mrs. Beaman, Mrs. W. W. Littlefield, and Mrs. L. G. Couch.

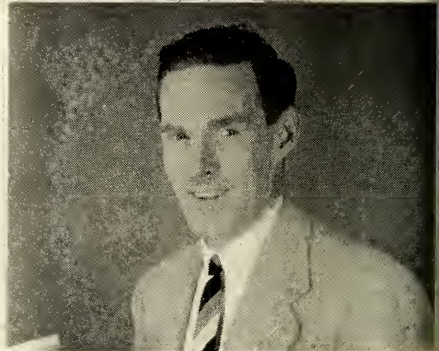
The October meeting of the Auxiliary was a tea held at the home of Mrs. Tom Bennett, and Mrs. John T. Stevenson, State Auxiliary president, was guest of honor. Mrs. Stevenson spoke to the approximately 30 women attending, and discussed the bedside bag project now underway.

Greensboro

The September meeting of the Greensboro Auxiliary was held at the Mayfair Cafeteria. Announcement was made of the recipient of the Auxiliary's scholarship at the UNC School of Pharmacy. At this time steps were taken toward a November 8 bridge benefit to raise funds for the 1963 scholarship.

The auxiliary also made plans for the annual "3-D" luncheon which involved the Greensboro Medical Auxiliary and the

(Concluded on page 37)



Identify and Win a Tie

If you are among the first five Journal readers to correctly identify the eight North Carolina sales representatives pictured on the opposite page, we will send you an elegant Pharmacy tie. Jot down names, left col., top to bottom then right col. top to bottom, and mail to Carolina Journal of Pharmacy, Box 151, Chapel Hill, N. C. Initials not necessary, just last name. All persons pictured (picture courtesy B & H Photo Company, Charlotte) are members of The Traveling Men's Auxiliary of the NCPA.

Swiss Crest Pharmaceuticals

Western North Carolina has a new pharmaceutical firm—Swiss Crest Pharmaceuticals, Inc. of Spruce Pine.

Beginning in the late fall, Swiss Crest will market a number of pharmaceutical and cosmetic products. Rudolph Glatly is president of the new firm.

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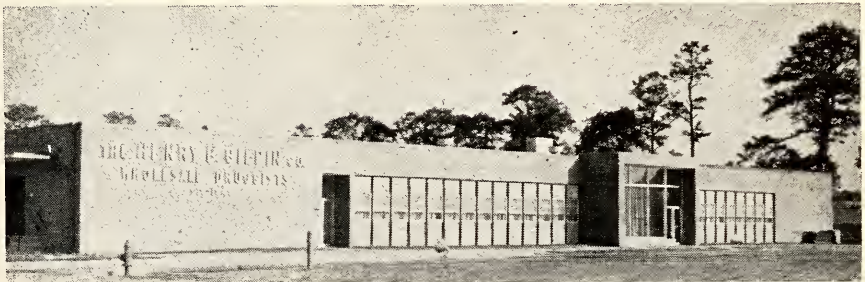
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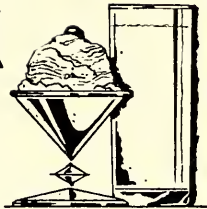
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National Pharmacy Week Summary

Feature stories, editorials and sponsored messages appeared in The Smithfield Herald, Forest City Courier, Leaksville News, Kings Mountain Herald, Elizabeth City Daily Advance, Courier-Tribune (Asheboro), Lexington Dispatch, Oxford Ledger, Winston-Salem Sentinel, Elkin Tribune and Reidsville Review.

Doubtless there were many more but we have clippings from these papers.

As usual, Phil Link of Reidsville turned in an outstanding window display, which is up for consideration for state and national honors.

Seth Miller and the pharmacists of Lexington repeated last year's prize-winning performance with wide-spread news and radio coverage of The Week.

The Forsyth Pharmaceutical Society, under direction of President Charles Dixon, ran a 35-member sponsored full page (\$700) National Pharmacy Week message in The Winston-Salem Journal-Sentinel. The radio was used extensively, including a special program in which President Dixon participated.

Tom Burgiss of Elkin, Jimmie Fox of Asheboro, Everette Dunn of Draper-Spray and others helped to secure a great deal of favorable publicity for Pharmacy during National Pharmacy Week.

The Daily Advance of Elizabeth City on Oct. 9 devoted a 3-col. illustrated story to Pharmacy and the work of NCPA President Stevenson.

From the standpoint of Pharmacy, perhaps the biggest participation event was Robin's selection of Charles Blanton of Kings Mountain as the typical community-minded pharmacists to illustrate a page ad in The Saturday Evening Post. Since the message appeared, Mr. Blanton has received letters from coast to coast. Most of the national and state drug publications reproduced the message or referred to it in some manner.

National Pharmacy Week was of more than passing interest in North Carolina, as indicated by the active participation of Tar Heel pharmacists.

Newly Enacted Proposed Governmental Regulations

(From Page 7)

- g) Factory inspections by FDA authorized but not drug stores unless engaged in manufacturing.
- h) Multiple seizures for misbranding restricted.
- i) FDA assay and certifications required for insulin, penicillin, streptomycin and 3 other antibiotics of a total of 25.
- j) Allows mail order filling of Rx.

Changes brought about by FDCA amendments adopted by Congress 10/4/62.

- a) For NDA, substantial proof of effectiveness required as well as of safety under recommended conditions of use.
- b) Affirmative approval by FDA required before NDA is effective.
- c) FDA may ban clinical testing of new drugs in humans if it holds pre-clinical tests on animals inadequate.
- d) Rx labels to specify contents and include generic name in type at least half the size of manufacturer's trade name.
- e) More extensive factory inspections authorized by FDA in establishments making prescription drugs.
- f) Manufacturers required to register with FDA.
- g) FDA may order immediate withdrawal without hearing of any drug from the market if it is found by FDA to pose an imminent hazard to public health.
- h) FDA assay and certification required for all antibiotics for human use.

Changes brought about by enactment in 1938 of the Wheeler-Lea amendments to the FTC Act. (Federal False Advertising Act)

- a) Generally prohibits unfair and deceptive acts and practices even though no demonstrable effect on competitors (Raladam).
- b) False and misleading advertisements to induce purchase of foods, drugs, cosmetics, therapeutic devices and diagnostic aids prohibited. Affirmative disclosure in these respects required.
- c) Exception about affirmative disclosure for doctors, pharmacists and other health practitioners if advertisement "contains no false representation of a material fact and *** is accompanied *** by truthful disclosure *** showing quantitatively each ingredient ***."

Changes to Federal False Advertising Act brought about by amendments adopted by Congress 10/4/62.

- a) Advertisements of prescription drugs must contain summaries of effectiveness, side effects and contraindications.
- b) Advertisements of prescription drugs to contain generic names of drugs in type half as large as trade names.

Changes proposed in FDA interpretative regulations of FDCA. Last day for submitting objections was 10/9 but FDA has promised to consider those received after that date.

- a) Manufacturers of prescription drugs must apply to FDA before distribution of new prescription drugs for clinical testing on humans such information as pre-clinical studies on animals, known side effects, qualifications and experience of preclinical testers and how clinical tests on humans will be conducted.
- b) Progress reports to FDA required for clinical tests.
- c) Clinical test participants and FDA to be notified by manufacturer if doubts arise about safety of drug being clinically tested. FDA then authorized to stop clinical tests.

Other laws and regulations in prospect.

- a) Federal Truth in Packaging Bill (S. 3475) introduced by Sen. Philip Hart of Michigan and Congressional hearings held this year.
S. 3475 would require conspicuous display of net weight on front panel of package, prohibit deceptive use of "cents off" offers, false designations of packages as "economy" sizes, and generally ban deception in packaging.
This Bill, if enacted, would be administered by the FTC. It is given some authority to require ingredient listing on labels. Regulations of this kind are now administered by the FDA.
- b) Federal Trade Commission is conferring 10/17 with representatives of N.A.R.D., N.A.C.D.S., N.R.M.A. and other retailers on permissible use of cooperative advertising allowances by retailers.

PHARMACY SCHOOL NOTES

(Continued from page 31)

obesity, dropsy, derangement of the liver and Bright's disease. Iodic and bromic waters were thought to stimulate the lymphatic system and were regarded as useful in the treatment of goiter." (Hall: "Halcyon Days at the Mineral Springs," **Raleigh News and Observer**, July 27, 1958.) The therapeutic value of the springs was played up constantly "although there is little evidence that the healing of more than **ennui** was accomplished."

The journeys to resorts was slow and tedious over dangerous roads that could never have been dignified by the term, thoroughfare. Pre-Civil War letters mention that it took three days to cover the distance from the coast to Shocco Springs in Warren Co. Mary Norcott Bryan, of Woodlawn plantation, writes: "I got awfully tired and restless being shut up in a close carriage for such a length of time, but we had regular places to stop on our way to and from the springs (Shocco) and the noon-day stop by the side of a shady tree on the roadside was restful."

The first hotel at Mount Vernon Springs in Chatham County was built in the late 1700's and was operated by a stock company. As early as September, 1746, Boiling Springs in Warren County is mentioned in the county records as "a seething little jet of water with a bitingly pungent taste." In August, 1792, Col. (General) Wm. R. Davie, accompanied by his wife and children and a party of friends visited Warm Springs (now Hot Springs) in Madison County, where Davie sought "even a year or two exemption from the pain of rheumatism." He continued these pilgrimages until his death. (The Warm Springs were discovered in 1778 by Henry Reynolds and Thomas Morgan and attracted invalids from all over the South.) Andre Michaux, the French botanist, recorded in his journal that he "slept at Catawba Springs (in Lincoln Co.) on the night of September 12, 1794. The old hotel, built later in 1820, was on the stagecoach road from New Orleans to Washington. Peter Stuart Ney was once a clerk at this old inn. The many fascinating stories concerning the resorts as well as the legends about the efficacy of their

waters and the delightful entertainment afforded, make difficult the determination of which were the most popular meccas for tourists. Lefler-Newsome in **North Carolina: The History of a Southern State** record that about 1830 the chief summer resorts in North Carolina were Shocco and the Sulphur Springs in Warren County, the Warm (Hot) Springs in Madison, the Sulphur and Warm Springs in Buncombe etc. (seashore localities are added.) Other spas attained popularity shortly thereafter.

As time went on elaborate hotels were built, with piazzas up-stairs and down, ball rooms, bathing houses, and other attractions, as well as cottages or cabins for the accommodations of families. Drug stores stocked bottled spring waters.

The popularity of the springs died with the coming of the automobile and good roads. By 1915 their heyday had passed. Families were no longer content to spend a summer in one place. Today even the old hotels have almost vanished. Grass and weeds have grown between the pebbles in their paths and the great day of North Carolina mineral spas "has become one with the dust of the years."

Death

BETTE FRANKLIN

Bette Franklin, five year old daughter of Mr. and Mrs. Russell E. Franklin of Greensboro, died at Le Bonheur Children's Hospital, Memphis, Tennessee, August 31, 1962, following surgery.

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This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

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ANNEX

Volume XLIII

DECEMBER, 1962

Number 12

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have-not

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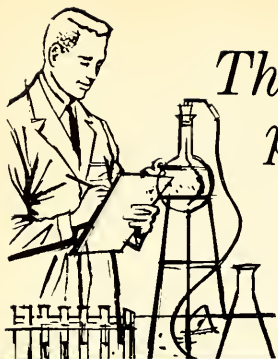
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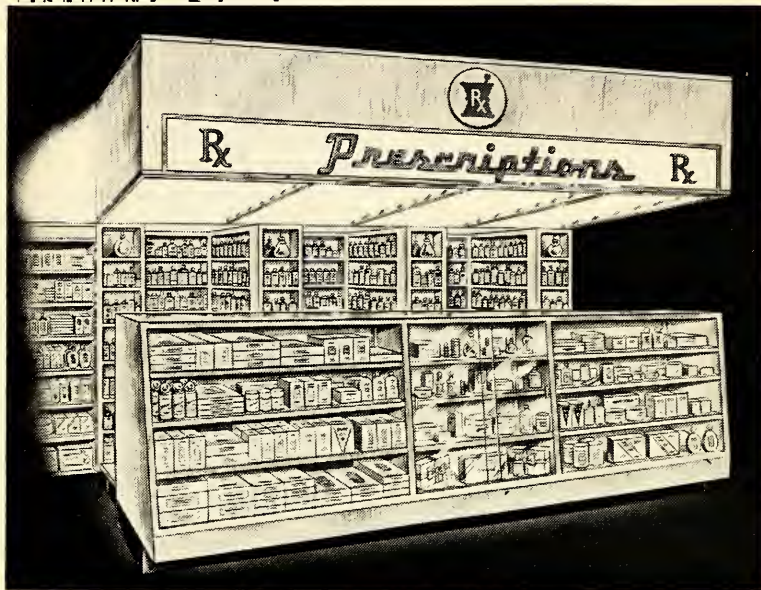
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December, 1962

VOL. XLIII

No. 12

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Do More

Do Everything You Can To Enhance Your Professional Image

In a recent national opinion study underwritten and developed by Sterling Drug Inc., with the cooperation of the NARD, the American consumer rated the retail pharmacy as giving the best value for the dollar in comparison with other retail outlets selling products generally stocked by pharmacies.

In commenting on the survey, which was conducted by Benson & Benson of Princeton, New Jersey, Glenbrook Labs. J. N. Cooke said "price alone is obviously not the dominant factor to the consumer." In fact, a most important asset was found to be the personalized friendly relationship the pharmacist maintains with customers.

The results of the survey have been interpreted by Mr. Cooke in this "blueprint for action":

1. Do more, do everything you can, to enhance your professional image.

2. Do everything you can to continue to deserve and preserve the exceptionally high level of customer loyalty you enjoy.

3. Remember that the cleanliness and neatness of your store are major factors in attracting new customers.

4. To recapture customers lost to competitive outlets, emphasize and dramatize your professional status and your unique opportunity for personal contact.

5. Since customers have a curiosity about medicines and how they work, change your displays frequently and take advantage of manufacturers' display materials offered to you.

6. Cultivate your relationships with the physician in every appropriate way.

7. For increased confidence in your prescription department, make the most of your golden opportunities of having your customer's name and perhaps address.

8. Foster and develop your most important asset, the personalized relationship with your customers.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: \$3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

North Carolina Pharmacist Now Teaching in Ethiopia

Dr. Earl T. Brown, formerly a staff member of the UNC School of Pharmacy, is now an Associate Professor of Pharmacy, University College, P. O. Box 399, Addis Ababa, Ethiopia.

Dr. Brown writes, in part:

"My arrival here increased the faculty of the pharmacy department of the Faculty of Science (of University College of Haile Selassie I University) by 100 per cent! Professor Albers (Pharmacognosy), on leave from the University of Texas, came here a year ago and started the pharmacy program. This year there are ten students enrolled in the program so our student-teacher ratio isn't too bad!

"There is a real need for trained pharmacy personnel in Ethiopia and we hope that we've made a start toward supplying it. As with all things new, there are problems and difficulties and some supplies and equipment (so easily taken for granted at home) are lacking here. Most things have to come from the U. S. or England.

"Addis Ababa is a fascinating city and the surrounding mountainous countryside is very beautiful. The weather is perfect. The rainy season (U. S. summer) was over just when I arrived and only warm sunshine and balmy breezes until it starts again about next June. Although we're almost under the equator here, we're at about 8200 feet altitude."

Square Pharmacy Opens in New Building

Mount Airy's Square Pharmacy, located "on the square at South and West Pine Streets for many years, is now in its new building one mile west of the city limits on West Pine Street.

The pharmacy is owned by Mr. and Mrs. Lacy Lancaster. Others on the staff are Mary Ella Lancaster, F. O. Garren, Elmer Badgett, Bertie Dodson, Judy Briggs, Shirley Hawks and Georgia Johnson.

The building vacated by Square Pharmacy will be occupied by Square Sundries.

Page Now Associated with Tollison

Cannon F. Page, a graduate of Wofford College and Auburn University, has accepted a position with Tollison's Pharmacy, Wadesboro.

Until recently, Mr. Page was associated with a pharmacy in Jacksonville, Florida.

MacKesson-Dockery Open Pharmacy in Statesville

For more than fifty years a MacKesson has been associated with Pharmacy in Statesville. The late Louis MacKesson, Sr. established the Statesville Drug Company. Now his son, Louis MacKesson, Jr., re-establishes the family's association with Pharmacy as Co-manager of the newly established Forest Heights Pharmacy.

Also co-manager is Pharmacist Wesley Dockery, a 1960 graduate of the UNC School of Pharmacy. He served four years in the U. S. Navy during the Korean War; is a native of Madison County.

Dr. Taylor Addresses Hospital Auxiliary

Guest speaker at the November meeting of the N. C. Memorial Hospital Woman's Auxiliary, Chapel Hill, was Dr. William W. Taylor, chief pharmacist at Memorial Hospital.

Title of Dr. Taylor's talk was "Random Comments About Today's Drugs." The speaker included a brief history of the drug profession, comments about some drugs in use today and the implications of the thalidomide episode.

Rogers Drug Sold

R. E. Brummitt of Raleigh is the new owner of Rogers Drug Company, Durham. He assumed management of the pharmacy on December 3; has been associated with Kerry Drug of Raleigh in recent years.

Cover Page

Our Christmas cover comes to us by way of the Harold M. Lambert Studios of Philadelphia. The photograph was by Harold M. Lambert.

How the Public Views the Pharmacist

(A paper presented by C. H. MCGREGOR, Burlington Industries Professor of Business Administration, at the Pharmacy Seminar held in Chapel Hill, N. C., October 10, 1962)

Consumers have been long considered to be king in the market place. In this position, they may think and act rationally or irrationally, and they may be wrong as often as they are right. But, one point is clear: consumers' market concepts and their behavior in the market place are determined by what they think is the fact rather than by what the fact actually might be.

This typical human tendency is of particular significance to the pharmaceutical industry. Many of the "facts" consumers accept today concerning the industry and the function of the retail pharmacist are only half right, or totally erroneous. As a consequence, relationships between consumers and those who supply their drug needs are not as satisfactory as they should be, and probably are getting worse rather than better.

This unfortunate situation has not been bettered by the congressional investigations and widespread publicity of the past several years. The many news releases concerning the high cost of drugs and the alleged profiteering practices of the drug industry have led consumers to believe that they are being grossly overcharged. Recent disclosures of the disastrous side-effects of one or two drugs have not only compounded their suspicions and distrust of the industry, but have also convinced many that they are being used as human guinea pigs.

Regardless of the facts of the situation, many consumers consider the retail druggist to be a member of this great conspiracy against them and their families. It is ironical, but the doctor who prescribes a drug goes scot-free in the mind of the consumer, while the pharmacist who fills the prescription is a villain of the first order.

The retail druggist is the one member of the industry with whom the consumer can "get even," and this the latter does by transferring his or her patronage to other types of retail outlets. This transfer is easy, for drug departments and quasi-drug departments are now operated in almost every type

of retail store. Moreover, the man who fills prescriptions today is a stranger to most of his customers. Thus, the impersonal relationships which have developed in drug retailing have resulted in the displacement of personal and individual store loyalties by loyalties to national brand names and to nation-wide retail organizations.

At the present time transfer of patronage is further fostered by extreme price consciousness on the part of rich and poor alike. Whether this results from the need to stretch dollars, or because it is fashionable, is debatable. But the attitude applies particularly to the purchase of necessities, and since consumers consider drug needs to be in this class, as well as believe that they are forced to pay too much for these commodities, they consider it desirable and necessary to seek out those stores which offer special price inducements.

This desire to "get even," and the willingness to transfer patronage, did not exist a few years back, for consumers then considered their pharmacist to be not only a close family friend, but also a trusted medical advisor. He was customarily, and usually affectionately, called "Doc," and it is probable that consumers sought and obtained as much, or more, medical advice and assistance from their pharmacists than they did from their physicians. This confidence and these close personal relationships have largely disappeared today, although the present-day pharmacist is much more thoroughly trained than ever before and must meet registration requirements which were unthought of a generation ago. Also, insofar as observation indicates, pharmacists have generally conducted themselves, both professionally and personally, in a manner that should cause no loss of public respect or confidence.

Despite these facts, the pharmacist of today does not have professional standing in the eyes of most consumers. Neither do they consider him to be an important member of the health team, if they consider him to be

(Continued on page 9)

CONTRIBUTION TO THE CONSOLIDATED PHARMACY FUND OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Yes, I would like to join with other members of the NCPA in providing non-interest loans to deserving, needy Pharmacy Students. Here's my contribution of

() \$5; () \$10; () \$15; () \$25; () \$50; () \$100*

*If your contribution amounts to \$100 or more, we will designate a pharmacy student loan fund in your name, in the name of your pharmacy, or in the name of any person indicated by you. Use space below for this type contribution.

Check for \$100 enclosed (make payable to "CONSOLIDATED PHARMACY FUND") to establish loan fund as follows:

Name of loan fund

If your contribution is less than \$100, your contribution in any amount can be allocated to one of the loan funds already established. Check preference:

- () Howard L. Bishop Fund (Asheville)
() Howard Quinn Ferguson Fund (Randleman)
() Robert B. Hall Fund (Mocksville)
() Stacy B. Hall Fund (Mocksville)
() Thomas J. Ham, Jr. Fund (Yanceyville)
() John E. F. Hicks Fund (Goldsboro)
() Wayne Frank Rhyne Fund (Gastonia)
() Vivian and W. J. Smith Fund (Chapel Hill)
() John T. Stevenson Fund (Elizabeth City)
() Forsyth County Pharmaceutical Society Fund
() Mecklenburg Pharmaceutical Society Fund
() Wake County Pharmaceutical Society Fund

All loans made to students are repayable without interest within one year after graduation; after that 4% interest is charged.

NON-RESTRICTED CONTRIBUTION

If you prefer your contribution not be restricted to student loans but be made available for the general use of Pharmacy, check here ().

Make all checks payable to "Consolidated Pharmacy Fund" and mail to NCPA, P. O. Box 151, Chapel Hill, North Carolina.

Name:.....

Address:.....

Consolidated Loan Fund—A Good Place for Year-End Contributions

Several new loan funds have been established as well as significant additions to the Non-Restricted Pharmacy Fund following distribution of Chairman Hall's letter (reproduced below) to the NCPA membership in late November.

Individuals or firms desiring to participate in this project may do so by completing and returning the form on the opposite page.

Chairman Hall's letter follows:

I am sure you are aware of the establishment of the Consolidated Pharmacy Fund this year by the N.C.P.A. Perhaps, however, there are some who are unfamiliar with the purpose of the Fund, and it is hoped this letter will explain the objective as well as serve as the motivating force needed to make the Fund grow.

Last year while serving as president of the N.C.P.A., I became very much aware of the financial needs of many pharmacy students. It was necessary for a significant number of students to go to the NCPA for financial assistance to tide them over. Without this help it would have been impossible for many of these students to remain in school. All of us well know of the acute shortage of pharmacists. We cannot allow this shortage to become more critical! Funds must be made available to many of these future pharmacists. The five year curriculum has caused an even greater drain on their financial resources. True, we have scholarships available, and these are very helpful. However, scholarship money cannot pay for food, room rent, and many other necessities; these necessities are far more expensive than tuition.

I hope this explains WHY you should help. Now to explain HOW you may help. A donation of \$100 or more will open a fund in any name desired. Local drug clubs as well as individuals have established funds in their names. The promise of repayment signed by the borrowing student carries the individual name of the donor or the specific fund from which the loan was

allocated. Loans are interest free provided they are repaid within a year after graduation. If the note becomes past due, four per cent interest is charged.

Do not feel your donation must be \$100 or more. As I stated previously, several funds have been established. A smaller donation may be earmarked for one of these funds, the General Loan Fund, or the non-restricted Pharmacy Fund.

I do hope you will see the necessity of helping with this most worthy project of our Association.

Robert B. Hall, Chairman
Consolidated Pharmacy Fund

Stanback Contributes \$5,000

The letter reproduced on this page brought a reply from Thomas M. Stanback of The Stanback Company, Ltd., Salisbury, together with a check for \$5,000.

Mr. Stanback is a life member of the NCPA and has always been a staunch supporter of its programs and projects. While the details are yet to be completed, it is anticipated a "Stanback Pharmacy Student Loan Fund" will be established, with 3% interest loans available to needy-deserving pharmacy students beginning in early 1963.

PUBLIC VIEWS PHARMACIST

(Continued from page 7)

a member at all. To the majority of consumers the pharmacist is little above the soda fountain boy, and some even consider him to have a less exacting job than the employee who makes up sandwiches or brews the coffee.

Wrong as these attitudes are, they unfortunately exist. Insofar as the average consumer is concerned, they are indisputable facts, for he believes what he sees, and he believes what he wants to believe. Present

(Concluded on page 15)

BETTER BUY... BIGGER PROFIT

Biggest Sales Increase!

- **STANBACK** is the Only Nationally-Advertised Headache Powder Marketed in a 50-Powder Package.
- Costs Less Than Any Other Nationally-Advertised Headache Powder—Less than 2c Per Dose!
- Gives Your Customers Faster Relief—Because It Is in Fine Powder Form.
- Gives You Greater Volume—and More Profit Per Sale!

NO WONDER that sales of the STANBACK 50-Powder Package are increasing constantly—faster than any other size.

It Pays to
Stock and
Display the

50
POWDER
PACKAGE



Stanback Co., Ltd., Salisbury, N. C.



How to Write to Legislators

JAMES W. HARRISON, *North Wilkesboro*

Of course it is better to have a face-to-face contact with your legislator than to rely on a telegram or letter to let him know why you believe as you do and to try to persuade him to believe as you do and to be guided by that belief when legislation is to be enacted. But a face-to-face contact is not always possible. Then a letter is the next best means of communication.

The following set of rules to guide you in writing to your legislator may also, by slight alteration, be used to guide you in composing telegrams and to help you formulate your thoughts in personal contact with your legislator.

Always remember you are doing your legislator a favor by letting him know what you think and why you think it. There are many issues before him and he simply does not have the time to know all there is to know about all of them.

Before writing, take a little time to understand what it is you want to write about. When you understand the problem you can write a better letter. Preparedness pays.

As you write, be sincere and tell him what you think and why you believe as you do. One well-thought-out letter is worth a score which simply says "vote for or against such a bill." Never bluster; never threaten him with reprisal if he does not act in such and such a way concerning the object in which you are interested. Threats are subject to action in law and no one will know more quickly than your legislator when your letter falls in this category.

When possible tell him about an experience which you have had or one of your friends may have had to justify your position. Personal experience with a matter affected by a condition you may wish changed by legislation will enable you to justify your position with more clarity and with more feeling.

Compliment your legislator when he does what you like. Do not reserve your letters for criticism or wanting something. Legislators like to know when they are doing a good job.

Do not sign "canned" letters or send mimeographed statements or copy form letters someone else has prepared. Such letters are easily spotted by the clerks who open the mail and are given scant attention. This type of mail does more harm than good because it shows blind obedience rather than thoughtful reflection.

With the General Assembly about to assemble and the Congress about to convene, there are many matters pertaining to pharmacy at the state and national levels that are sure to come up for attention and action. It behooves us to let our legislators know what we think and why. May we let them know in such a manner as to leave no doubt in their minds what we think and why we think it.

Make your letters as short as possible consistent with expression of opinion well-thought-out in logic.

If in the past you have been active as a volunteer in your legislator's campaign or his political party, it won't hurt to mention that fact. Be sure your activity in his campaign was of value to him. He knows who has helped him and who has not.

Cabarrus Pharmaceutical Society

Twenty-nine medical service representatives attended the November 7 meeting of the Cabarrus Pharmaceutical Society in Concord as guests of the organization.

The role of the medical service representative in the distribution of ethical pharmaceuticals was discussed by Rudy Hardy. During an open forum session, which followed, topics covered included the practice of MSR quoting prescription prices to physicians, quoting prices of drop shipments without pharmacist's authorization, replacement of samples for physician's use, and others.

Sealtest Quality...

TRADE MARK



Pays and Pays and Pays

Sealtest Ice Cream—in dishes, cones and cartons—brings customers in, sells the ones that came for other products, and makes your cash register ring.

Well-known quality keeps Sealtest preferred.

National and local advertising keeps Sealtest pre-sold. And regular special flavors help keep Sealtest predominant.

So, stock up with Sealtest Ice Cream. Display the Sealtest sign of quality. Then, count up your extra Sealtest profits!

* * * * *

And be sure to Feature this Special Flavor

CARAMEL NUT SUNDAE

for your Fountain and Take-Home Customers!



Donors Generous in Support of Auxiliary's Bedside Bag Project

Merchandise for more than a thousand bedside bags was received at the Institute of Pharmacy, Chapel Hill, from the donors listed below. Distribution of the merchandise to cooperating local auxiliaries took place during late November and early December.

Notable support to the state-wide project sponsored by the Woman's Auxiliary of the NCPA, came from some of the wholesale druggists of this state as well as South Carolina and Virginia. A thousand mirrors were contributed by the Lenoir Mirror Company after the project was discussed with the company by Earl Tate. In all, more than fifty different types of items—stationery, toiletries, combs, brushes, pens, dental needs, etc.—were made available by the donors.

An illustrated story of the special project of the Auxiliary will appear in the Janu-

ary issue of THE CAROLINA JOURNAL OF PHARMACY.

Contributors of merchandise for bedside bags:

Manufacturers—E. R. Squibb & Sons, Hollingsworth Candy Co., Lenoir Mirror Co., Lenel Perfumes, Eaton Paper Corporation, Wm. S. Merrell Co., Glenbrook Laboratories, Abbott Laboratories, Texas Pharmacal Co., Lindy Sales Co., Easterbrook Pen Co., Seeman Printery, Johnson & Johnson.

Wholesalers—Peabody Drug Co., Henry B. Gilpin Co., W. H. King Drug Co., McKesson & Robbins, Inc., Justice Drug Co., Geer Drug Co., Dr. T. C. Smith Co., O'Hanlon-Watson Drug Co., Bellamy Drug Company.

Phillips To Represent Smith in WNC

H. E. (Phil) Phillips is now representing Smith Wholesale Drug Company in Western North Carolina. Well known throughout the western part of the state, Mr. Phillips has represented wholesale druggists in the area for the past twenty-three years.

Many Thanks

To thank you as we'd like to do

Is far beyond our powers;

For if we had no friends like you

There'd be no firm like ours

THE GEER DRUG CO.

**CHARLESTON
SPARTANBURG
GREENVILLE**

Personnel Changes

Van H. King from Kerr Drug, Goldsboro, to Forest Hills Pharmacy, Garner.

J. Philip Goforth from Sisk Drug Store (Baltimore) to Eckerd's Westgate Shopping Center, Asheville.

John W. Moore from Bennett's Drug Store, Asheville, to Lord's Drug Store.

G. B. Woodward from Carolina Pharmacy, Franklin, to Mars Hills Pharmacy, Mars Hill.

W. H. Kauffman from Kenilworth Drug Store, Asheville, to B & B Pharmacy, West Asheville.

Wesley P. Dockery from Valdese to Forest Heights Pharmacy, Statesville.

Joseph L. Mullinax, Jr. from Williston, South Carolina to Bennett's Drug Store, West Asheville.

Financing Plan for Drugstores

Details of a special financing plan for drugstore modernization and the acquisition

of new equipment or fixtures were outlined by C.I.T. Corporation during the convention of the National Association of Retail Druggists Sept. 17-21 at the Statler Hilton Hotel in New York.

The plan is designed specifically to meet the needs of drugstore owners making major modernizations or equipment purchases, Charles S. Jensen, president of C.I.T. Corporation, the nation's largest industrial financing firm, said.

Shelby Drug To Open Second Unit

A new building to house an additional unit of the Shelby Drug Company, Shelby, is expected to be completed by February 1.

Vending machines will replace the fountain in Shelby Drug #2. The 40 by 62 foot store will have an off-street parking lot for 40 cars.

Hugh Lee Irvin, A. V. Irvin and Robert Wells are the major stockholders. Operation of the present Shelby Drug Company located on South Washington Street will continue under the same management.

A TIME FOR FRIENDS

This Is The Time Of Year

To Say To One And All—"Good Cheer"

Enjoy The "Fun-Filled" Holidays

With Friends—Life's Golden Rays.



CONSULT OUR AGENT

F. O. Bowman

North Carolina State Agent

P. O. Box 688

Make McCourt

Your "Buy-word"

**For Labels -in Rolls or Flats
Physicians Rx Blanks and Files
Drug Boxes - Call Checks
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*Prescription Labels
all Styles and Colors*



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STREET

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LABEL
RIGHT AT
HAND

BRADFORD,
PENNA.

Specializing in Labels for Drug Stores

**Clifford P. Berry, Representative
P. O. Box 306, Charlotte 1, N. C.**

HOW THE PUBLIC VIEWS THE PHARMACIST

(Continued from page 9)

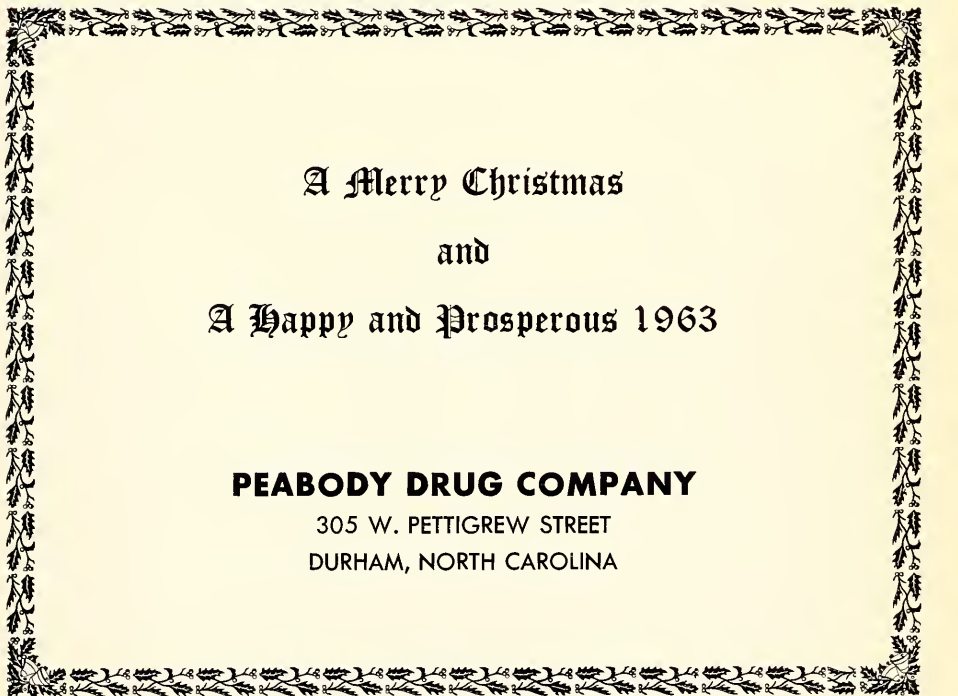
trends in retailing suggest that the future will further accentuate these beliefs, for the pharmacy department is appearing everywhere, and it is becoming less and less significant in the total store as establishments get larger.

If the pharmacist is to achieve professional status in the minds of consumers, he must of necessity create the appearance of being what the public considers to be a professional. He will not appear in this light so long as he spends most of his time selling variety store and supermarket merchandise; neither will he so appear in the modern "hoopla" type of discount house. In other words, a professional man is known not only by what he does, but also by the environment in which he works.

The great mass of American consumers are not aware of what the pharmacist actually does in a professional capacity, and they

associate him and his work with other lower-grade retail employees and their activities. Therefore, if a professional image of the pharmacist is to be achieved, or regained, two steps will be necessary. First, the "facts" must be altered which consumers now hold concerning the pharmacist's responsibilities and level of competency required; and, second, the environment in which the majority of pharmacists now perform their professional functions must be upgraded.

Neither of these steps will be easy, and neither can be expected to be accomplished in the near future. Consumers' concepts are extremely difficult to alter once they have developed, and upgrading of the pharmacist's environment probably will require a major change in the retail drug distributive structure. Present-day trends in retailing, as well as other economic considerations, make it improbable that such structural changes will be effected on any large scale in this generation.



A Merry Christmas

and

A Happy and Prosperous 1963

PEABODY DRUG COMPANY

305 W. PETTIGREW STREET

DURHAM, NORTH CAROLINA



ATTEND PRELIMINARY CONVENTION PLANNING SESSION. Seated (l to r) Mesdames J. Floyd Goodrich, Harry Barringer, Wm. P. Brewer, J. T. Stevenson, Hoy A. Moose and W. J. Smith. Standing (l to r) Moose, Smith, McFalls, Barringer, Mrs. McFalls, J. M. Morgan, Stevenson, Mrs. Stephen Forrest, Goodrich, Brewer and Forrest.

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1963 Convention Planning Underway

Preliminary planning for the 1963 Annual Meeting of the N. C. Pharmaceutical Association and Affiliated Auxiliaries got underway on November 18 when officers of the NCPA met with representatives of the Woman's Auxiliary and the TMA in Pinehurst.

The 3-day session will be held at The Carolina Hotel, Pinehurst, Sunday-Monday-Tuesday, May 12-14. An informative professional-business program will be arranged supplemented with the usual entertainment events.

The Carolina, with more than 200 twin bedrooms and 40 singles, is expected to have adequate housing accommodations for members and guests with preference for the headquarters hotel. Triplicate application forms for hotel accommodations will be mailed the first week in January to members of the NCPA and TMA. The Carolina operates on the American Plan (daily rate includes meals).

The 1963 Convention, unlike conventions in the past, will be directly supervised and operated by the executive boards of the three organizations involved—NCPA, TMA and Woman's Auxiliary. The presidents of the three groups were present at the preliminary planning session, which was devoted largely to establishing a basic framework within which to organize the meeting and entertainment sessions.

The Monday night (May 13) entertainment will be sponsored by the wholesale druggists of North Carolina. Stephen T. Forrest, President of Justice Drug Company, is Finance Chairman for the event.

J. M. Morgan of Charlotte, as TMA Entertainment Chairman, will schedule the entertainment to be sponsored by the TMA's on Tuesday night (May 14). Mr. Morgan is well known throughout the state, where he represents the Glass Container Division of Owens-Illinois.

An exceptionally gifted speaker has tentatively agreed to appear at the opening session on Sunday night, May 12. An announce-

ment about this will appear when the final details have been completed.

A number of special events are being planned for the 700 plus member Woman's Auxiliary, one of which will be a luncheon at the Pinehurst Country Club.

Wanted—A Sponsor

Tentatively planned for the '63 Convention—a "Midnight Smorgasbord" for an after dance—entertainment social. The convention manager of The Carolina is in position to set up the Smorgasbord; is prepared to quote price to a potential sponsor. Call W. J. Smith (Tel 942-3551, Chapel Hill) for further information.

Mixup in Oils

Pharmacist reports case in which local citizen sent to grocery store for castor oil; received camphorated oil and drank it without reading label; is now patient in hospital.



Reaco B-Complex with C. Tablets
\$20.00 Doz. 100s

Reaco A & D Capsules \$10.00 Doz. 100s

A. E. P. Tablets \$24.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
\$2.25 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
\$4.50 per 100

Pyridoxine HCl (B6) 50 mg. Tablets
\$7.50 per 100

Reavita Capsules \$34.80 Doz. 100s
\$28.00 per 1000

Neo-Reavita \$36.00 Doz. 100s

Your cooperation in stocking
Reaco Products is appreciated

REACO PRODUCTS

P. O. Box 2747
West Durham, North Carolina

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

Representative:

M. C. GRIER

1110 ANN ST., AT. 3-3847
MONROE, NORTH CAROLINA

★ ★ ★

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

On Sick List

Mrs. W. L. West of Roseboro has been a patient in Duke Hospital for past month

Appointed Board Member

Kenneth Edwards of Stantonsburg has been appointed to the Wilson County Board of Health.

Spotlight on the Hollands

The Gastonia Gazette (Nov. 20) featured The Hollands of Mount Holly. Captioned "Third Generation Operates Drug Store at Mount Holly," the news account interestingly covered the careers of the late Captain Washington F. Holland, who established the pharmacy in 1893, and the present owners-operators: Willis F. Holland and his son, Tom.

Commenting on the change that has taken place in pharmacy, Willis F. Holland said he remembers when he rolled pills with two hands at the same time in an effort to keep up with prescription orders.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

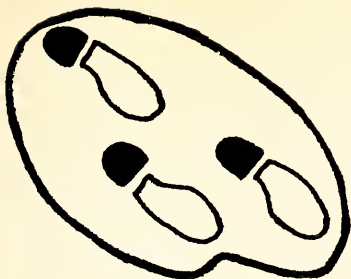
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**Equipped for fast,
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the eastern section of North Carolina**

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TAR HEEL DIGEST

Sanford—Guest speaker at a recent meeting of the Sanford Kiwanis Club was Robert Neal Watson, a member of the State Board of Pharmacy. His remarks centered on drugs used during Biblical times.

Charlotte—Employees of the Charlotte branch of Biltmore Dairies for the second time in six months have voted against union (Local 28 of the Retail, Wholesale and Department Store Union) representation. The vote was 58 for the union, 70 against.

Nashville—Nash County's annual Christmas Seal Sale is being conducted for the second consecutive year under the leadership of Pharmacist Rex Paramore.

Chapel Hill—UNC Pharmacy School Dean Edward A. Brecht, local Red Cross chairman, is heading a drive for purchase of a \$14,000 building to house the Red Cross offices.

Forest City—Miss Suzie Harrill, a part-time employee of the Forest City Pharmacy, was named East High's Homecoming Queen.

Asheville—Eckerd's at 31 Patton Avenue has opened a "Heritage House Coffee Shop" in its pharmacy. Occupying about a third of the store's floor space, the coffee shop will seat 90 persons.

Greenville—Bissette's celebrated its 30th business anniversary in November.

Dunn—Mr. and Mrs. J. I. Thomas attended Walgreen's Christmas Gift Show in Atlanta in early November.

Mocksville—Nera B. Godbey, an employee

of Hall Drug Company since November, 1944, was referred to as a "personable personality" by the Davie County Enterprise Record (Nov. 8).

Charlotte—John C. Parker, a territory manager for the First Aid Products Division of Johnson & Johnson, has returned from a two-week sales conference at the company's headquarters in New Brunswick, New Jersey.

Greensboro Society of Pharmacists

The November 14 meeting of the Greensboro Society of Pharmacists was highlighted by two talks: a review of Diabetes Mellitus by Fred Brown of Pfizer Laboratories and comments concerning the Better Business Bureau by Forrest Wilkins, executive secretary of BBB.

A report by Tom Yost, Chairman of Project Committee, involving 24 hour prescription service for Greensboro, was accepted. A finalized report will be made at next meeting of the Society.

In the absence of President Marion M. Edmonds, President-Elect McCurdy presided.

Mecklenburg Pharmaceutical Society

Dr. J. H. Guion, Executive Secretary of the N. C. Board of Dentistry, discusses "Socio-Economic Trends as Related to the Practice of Dentistry and Pharmacy" at the November meeting of the Mecklenburg Pharmaceutical Society. The meeting was held in Charlotte in the conference room of McKesson-Robbins.

The Society voted to establish a "Mecklenburg Pharmaceutical Society Fund" with a contribution of \$100 (available as loans to needy-deserving pharmacy students); went on record in opposition to "The Brewer System" (mechanical dispensing of drugs); discussed correspondence relating to sale of Paregoric and prescriptions written by Chiropractors for oral and parenteral medications. Charles Norris and Don Jones will work with the Auxiliary in arranging the Christmas Party.



“SCRIPTS” THAT END HAPPILY FOR ALL CONCERNED

The first time you meet some of your customers, they are tense, irritable, barely pleasant. You are not surprised when the prescription calls for a calming agent—VISTARIL 50 mg. capsules #50. When the patients are sent back for refills, they are relaxed, calm, pleasant.

Of course, all this is a familiar story to you. You have seen so many people helped—and their long-suffering families and friends helped, too—by modern drug discoveries like VISTARIL that relax tension, reduce anxiety, and permit a more tranquil reaction. Are your customers aware of the way drug research—as in this case—responds to the demands of modern life?

VISTARIL® Capsules and Oral Suspension HYDROXYZINE PAMOATE

VISTARIL® Parenteral Solution HYDROXYZINE HYDROCHLORIDE | FULL
PRODUCT INFORMATION ABOUT VISTARIL IS AVAILABLE IN BLUE BOOK, RED BOOK, IN THE
PRODUCT BROCHURE ENCLOSED IN EACH PACKAGE, AND FROM YOUR PFIZER REPRESENTATIVE.

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Grading Suppliers to Find the Best

by ERNEST W. FAIR

No pharmacist can buy from every supplier who seeks to serve him. Choices must be made. The supplier genuinely offering the most to the individual should be found. Here are check points in grading each supplier to make certain the best possible one is always selected.

—Dependability. No other asset has much value if it is offset by a lack of dependability. The pharmacist-supplier relationship is such that the former must be able to place top faith in the latter. Making certain that the supplier can be depended upon in every respect also cuts down one's overhead through reducing costs of doing business.

—Degree of emergency assistance. Despite the best of planning in purchasing supplies and equipment there always arises a time when emergency service is a must. The supplier who cannot render such service when it is really needed seldom deserves a top grade insofar as any pharmacist is concerned.

—Credit facilities. Even though one may have no need for special credit facilities from a supplier there is never a guarantee that such a need may not arise in the immediate future. Some suppliers have credit facilities established for their customers to handle any such possible need; others do not. Depending on the nature of the pharmacist's purchases from a supplier it is always good procedure to know what these are and build business relationships with those suppliers who can offer such facilities should they ever be needed.

—Lines carried. This is always an index to a good supplier. His value is no greater than the lines of supplies and equipment he carries. The supplier who consistently features unknown products and who never stocks the same line more than six months at a time hardly deserves as good a grade as the one who seeks to provide the best all of the time.

—Extent of supplier inventory. Today's capital fund requirements are so exacting in

the pharmaceutical business that it is impossible to place large sums of money in a big inventory on everything. This situation has been growing over the past few years. It has resulted in more and more dependence on suppliers to carry inventory for the customer. The one whose inventory is always large enough to provide any need always deserves a better grade than the supplier who must constantly back order everything one needs.

—Record of living up to guarantees. The manufacturer or producer guarantee on any item purchased from a supplier is never any better than that supplier's willingness to make good on such a guarantee. If he does not have arrangements to cover such situations with the manufacturers whose lines he carries then his value to his customers lessens. It is never feasible to conduct such guarantee fulfillment relations direct with manufacturers whose goods have been purchased through suppliers.

—Maintenance of competitive prices. Good business requires purchase of supplies and equipment at best possible prices all of the time. The supplier who can be depended upon to adjust his prices as a matter of routine always rates higher than the one who fails to do so. In the latter case the pharmacist must spend much additional time constantly shopping among suppliers to be certain his purchases are made at the best possible price level.

—Packaging and shipping. These are important factors in grading any supplier. The one who does it properly assures arrival of his items in satisfactory condition; the one who does not adds to the pharmacist's cost of running his business by constant correspondence on replacements.

—Accuracy of records. Mistakes can occur with the best of business operations from time to time but when a supplier's invoices are constantly in error; statements are full of mistakes and his customers must watch every step he takes then his value to

(Concluded on page 23)

BC



Time-tested formula

Time-tested acceptance

Time-tested profit-maker

Your customers have a choice when they buy "BC". America's fastest-selling headache powders or the popular "BC" tablets

*Over 100 Million Packages Per Year
backed by concentrated local and
national advertising*

B. C. REMEDY COMPANY

DURHAM, NORTH CAROLINA

GRADING SUPPLIERS TO FIND THE BEST

whose customers diminishes. It's another joint in added overhead cost to the pharmacist which can be avoided.

—Does he play favorites? The supplier who plays favorites in service, prices, delivery of goods, etc., can never be depended upon to be fair and impartial in his service to customers. Even the customer who today is on the "favorite" list can suddenly find himself displaced tomorrow.

—Completeness of lines carried. A supplier value to his customers always increases with the completeness of the lines he regularly stocks. If only the items in top demand are carried then he can never be depended upon to supply an unusual item in the line when it is badly needed.

—Speed in filling orders. Good store operation calls for ordering of supplies and merchandise well in advance of their actual need but even though this rule is followed there always rises an occasion when the need could not be anticipated. Here speed of delivery by a supplier is of great importance. Delays on his part in handling even routine orders often make it impossible for one to order in advance with confidence delivery can be expected at a set period in the future. Grading the supplier on this point is of as much importance as any other in the foregoing list.

—Action in handling complaints. These are always headaches to a supplier but they are an even greater headache to his customer when he neglects to handle them promptly. The pharmacist who keeps his complaints to a minimum and still receives the barest of service in handling them can well down grade such a supplier.

—Does he compete with his customers? The supplier who has a financial interest in a drug store whether or not it is in direct competition with one hardly deserves a top grade mark here. The relationship between the two areas of business operation is such as to make it difficult for anyone to be both customer and buyer at the same time and to pharmaceutical field is no exception.

—The time element in rush deliveries is

always of importance in grading suppliers. With the firm to whom a requested rush delivery means handling in the usual routine with the possible exception of rubber-stamping "rush" on the invoice and carton a low grade is definitely in order. The exception is where the customer constantly abuses the request, of course.

—Co-operation in non-sale services. Any business firm can be excused from providing services for its customers on which it loses money but there is always a certain element of such non-sale service considered normal routine between the pharmacist and his suppliers. Where the latter ignores these completely or supplies his assistance in such a manner as to make it obvious he prefers not to do so his grade can well be less than the supplier who has demonstrated a willingness to co-operate in any reasonable request which one may have made in the past.

—Goods properly handled and packed in shipping. Items which arrive damaged, broken or soiled because of carelessness in packaging for shipping denote a lack of top interest in his customers by any supplier. It takes very little extra work or materials to provide such protection.

—Does he keep up with what is new? The supplier who consistently fails to have available new items as they are released to the trade by manufacturers always deserves less consideration than the one who makes it possible for his customers to take advantage of these immediately.

—Service facilities available. Some suppliers are able to make service departments break even or pay a profit; others because they are unable to do so discontinue them entirely. When the pharmacist needs such a service from his supplier he seldom has time to shop around for that service.

Each of the foregoing factors can help any pharmacist in grading the value of any given supplier to his store operation. They are more important than any personalities involved, elements of friendship other than business and such factors. They are the ones which have a great deal to do with whether or not his store operation is a profitable one at any time.

DOINGS

OF THE AUXILIARIES

- Charlotte—Mrs. Gilbert Colina
- Winston-Salem—Mrs. William Simmons
- Gaston—Mrs. E. L. Hicks
- Rowan-Davie—Mrs. Harold Kenerly
- Greensboro—Mrs. Donald Dowdy
- Jacksonville—
- Durham—
- Fayetteville—
- Elizabeth City—

Fayetteville

Wives of Fayetteville Pharmacists held a luncheon meeting November 7th at which time plans were discussed for organizing a local auxiliary. Mrs. George Markham, State Chairman for Ways and Means, presided over the meeting.

The women agreed to participate in the Auxiliary's project of making bedside bags for chronically ill patients by providing 180 such bags. The next meeting of the group was scheduled for December 11th when the bags would be filled and distributed.

Election of officers for the newly organized club will be held at the January meeting.

Charlotte

The November meeting of the Charlotte Woman's Druggists Auxiliary was held at the Kirkwood Room. Dan Hood, Director of the Mental Health Clinic of Charlotte and Mecklenburg County was speaker.

Special guest was Mrs. John T. Stevenson of Elizabeth City, state president of the N. C. Pharmaceutical Association Auxiliary. Door prizes were won by Mrs. H. L. Bizzell, Mrs. Floyd Johnson, Mrs. F. F. Potter, and Mrs. Lawrence Smith.

Gaston

The Gaston County Pharmaceutical Auxiliary met for luncheon at the Evergreens in Belmont on November 15th. Mrs. John T. Stevenson, state president, was special guest.

Mrs. William Forrest, president, presided over the business session. The guest speak-

er's subject was "The History of Ceramics," demonstrating how they are made and showing some of her collection.

Hostesses were Mrs. Fred Moss, Sr., Mrs. Fred Moss, Jr., and Mrs. Ernest Hicks. New members welcomed were Mrs. Harold Little and Mrs. Moss, Jr.

Elizabeth City

Local members of the Woman's Auxiliary of the NCPA of Elizabeth City and Hertford, and women personnel of the pharmacies, met October 19th to discuss participation in the Auxiliary's Christmas bedside bag project. The group decided to prepare 140 bags for distribution to shut-in patients of the vicinity. Mrs. John Stevenson was hostess to the meeting, which was held at her home.

Rowan-Davie

Mrs. Lynch Murphy spoke on the art of enameling at the November meeting of the Rowan-Davie Drug Auxiliary.

Mrs. Robert Hoyle gave the devotions, using Thanksgiving as her theme.

Hostesses for the occasion were Mrs. Tom Linn, Mrs. Robert Milton, and Mrs. Alvin E. Mooris, Jr.

Winston-Salem

The November meeting of the Apothecary Club was held at Biltmore Dairy, with 20 members present. Members brought in bedside bags which they had made, and articles were placed in the bags during the meeting.

The business session was called to order by the president, Mrs. Garland Benton, who welcomed five new members: Mrs. Millie Clark, Mrs. Mary Catherine Plaster, Jean Basto, Clara Barnhardt, and Mary Ann Powell.

The social committee chairman, Mrs. Roger Sloop, announced a pot-luck supper for the men in March at the Ardmore Methodist Church. In February a social for the ladies and men is being planned at the YWCA.

At the conclusion of the session a movie was shown "The Old North State" by Mr. C. E. Welch from Southern Bell Telephone Co.

Hostesses for the meeting were Mrs. Leslie Myers and Mrs. W. E. Insch.

Jacksonville

Wives of Jacksonville pharmacists were included in a coffee given in honor of ladies whose husbands are members of the healing arts professions. Those included were wives of physicians, pharmacists, dentists, veterinarians, and optometrists.

Hostess was Mrs. L. D. Hayman, Jr., wife of a Jacksonville physician. This is the first time this particular group has been entertained without their husbands, and it afforded the distaff side an opportunity to get acquainted and share like experiences.

Greensboro

Forrest Wilkins, Executive Secretary of the Greensboro Better Business Bureau, was speaker for the November meeting of the Greensboro Drug Club Auxiliary. Mrs. M. B. McCurdy, Program Chairman, introduced Mr. Wilkins, who spoke on the operation and structure of the Better Business Bureau.

Mrs. Lon Russell, president, presided during the business session. The invocation was given by Mrs. D. W. Montgomery, chaplain.

Reports from various committees were heard. Mrs. A. H. Mebane III, Ways and Means Chairman, reported that a total of \$301.45 was netted from the Benefit Bridge held November 7th. Approximately \$40 was collected from the White Elephant sale.

Hostesses for the meeting were Mrs. T. G. Crutchfield, Mrs. G. G. Buchanan, Mrs. C. C. Fordham, Jr. The door prize was won by Mrs. J. F. Pickard.

Durham

The wives of local pharmacists and pharmaceutical sales representatives met in November at the home of Mrs. Ralph P. Rogers, Jr., to launch in Durham the Christmas Bedside Bag Project being carried on throughout the state by the NCPA Woman's Auxiliary.

It was arranged for completed bags to be turned in by December 15th to Mrs. Rogers, Mrs. James R. Casteel, Mrs. Ralph Billeter, Mrs. J. Floyd Goodrich, or Mrs. Ralph Rogers, Sr.



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We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-third volume, and the first printed copy was "Seeman Printed."



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HOT COLDS FIGHTER

Soltice is the modern Quick Rub that's coming up fast. Heavy TV exposure will make it more popular than ever with the fans this season. Book it into your store and watch the action.

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UNC PHARMACY SCHOOL NOTES



The faculty of the School of Pharmacy was most pleased in early November to learn that the invitation was accepted for the annual meeting of the American Association of College of Pharmacy and the Pharmacy Teachers Seminar to be held on the campus next summer, July 21-26. This meeting will bring an estimated 225 teachers of pharmacy and, in many cases, members of their families to North Carolina.

The prepharmacy students, who are registered in the General College for their first year of college study, organized a club on November 12 to increase their acquaintance with each other and strengthen their identification with the school of Pharmacy and the profession.

Two members of the faculty presented programs in the Science and Nature series of WUNC-TV, Channel 4, during October. Dr. Claude Piantadosi, Associate Professor of Pharmaceutical Chemistry, discussed chromatography on October 17. Dr. Jack K. Wier, Assistant Professor of Pharmacognosy, and graduate student from foreign countries, in connection with United Nations Week discussed sources of foreign drugs on October 24.

Two graduate students with major studies

in pharmaceutical chemistry passed the preliminary oral examinations for the degree of Doctor of Philosophy in October: Allen Hirsch and Vilhjalmur Skulason.

More than one hundred science students enjoyed a tour through the new School of Pharmacy building on November 3 when science teacher James V. Cockerham brought three full busloads of students from the Sedgefield Junior High School of Charlotte to the campus for a visit to the science departments. Pharmacy students from Charlotte served as guides.

McKesson & Robbins, Inc., Charlotte Division, presented its annual Seminar on Drug Store Modernization during the afternoon of November 9. The senior students and faculty were entertained at a dinner at the Carolina Inn following the seminar.

On November 14 certificates were presented to twenty-two pharmacists of Northeastern North Carolina for the completion of a weekly seminar which began on Oct. 17 and was held at Williamston. The subject of the seminar was drugs for the central nervous system. The seminar was directed by Dr. M. A. Chambers, as Director of Pharmacy Extension, and the faculty consisted of teachers from the Department of Pharmacology of the School of Medicine at Duke University.

The faculty met with the members of the North Carolina Board of Pharmacy on November 19 for a discussion of current problems.

Dr. W. W. Taylor, Instructor of Hospital Pharmacy and Chief Pharmacist of North Carolina Memorial Hospital, addressed the Women's Auxiliary of the North Carolina Memorial Hospital on November 20. His subject was "Random Comments about Today's Drugs."

Miss Alice Noble, Research Historian, installed a new display in the School of Pharmacy to feature the project of the Woman's Auxiliary of the N.C.P.A. "to provide cloth bedside bags to all shut-ins and chronically ill people of North Carolina."

(Continued on page 28)

PINE STATE'S POPULARITY

Helps Build Volume
and Maintain Profit

SELL

North Carolina's
Favorite . . .



MILK

and



ICE CREAM

TASTES GREAT . . . IT'S



PHARMACY SCHOOL NOTES

Student Branches

Mr. Lewis Williams of the Narcotic Division of the State Bureau of Investigation was the speaker at the meeting of the Student Branches of the N.C.P.A and A.Ph.A. on November 20.

Historical Note

By ALICE NOBLE, *Research Historian*

I had a real shock recently when I read a delightful article, profusely illustrated in color, in the August issue of *American Heritage*, entitled, "The Soda Fountain, of bubbling waters, sacred marble, and old John Matthews, father of an industry and a flamboyant art form." I realized that the drug store fountain of not too long ago had been relegated to an almost forgotten past. Professional pharmacies have done away with soda fountains; many drug stores have installed lunch counters, replacing the elaborate soda fountains of not so long ago which attracted and catered to a thirsty public. Their decline in popularity came about rather suddenly too, it seems to me. I remember so well a delightful article written by J. G. Beard, recalling his youthful days as a soda jerker and his pride in having been the operator of an old Robert M. Green soda fountain. I was amazed in talking to members of the pharmacy staff that not one of them had even heard of a "Green" fountain. I wager that this statement will be a shock to a number of oldsters too. The firm was one of the most valued advertisers during the days when Mr. Beard and I were responsible for the publication of this Journal.

After reading the *American Heritage* I knew it was up to me as research historian to compile data on soda fountains. Old-time soda fountains are entitled to a chapter in the history of pharmacy. A decided impetus was given to the endeavor by the information in the article that a grandson (Colonel George Matthews) of John Matthews, the father of the industry, was a friend of mine and lived right here in Chapel Hill. I went to see him at once and the visit was most rewarding. He not only gave me access to much valuable data about his

ancestor, including a bill head showing one of the early factories, but, most thrilling of all, I saw in his lovely garden on old urn, made of silver-plated copper, which is really one of the earliest surviving Matthews soda fountains. Ice was kept inside to cool a coil through which the beverage passed. The urn is topped by a thirsty Cupid and flanked with elephant heads. The soda flowed through their trunks, and to draw it one turned the elephants' ears. Fascinating! I also learned about Ben Austen—better known as "Old Ben," an aged negro, born a slave in North Carolina, who began working for Mr. Matthews in 1838. The manufacturer undertook to make soda water with a wooden generator, a gasometer, and a pump. The gas passed from the generator into the gasometer and was then pumped to the fountain. Two or three gasometerfuls was the fountain charge and "Old Ben's" thumb applied to the fountain cock was safety valve and pressure gauge alike. If the thumb held its own against the pressure, more gas was pumped into the fountain; if the thumb was forced from the open cock, it was decided that the pressure was at least 150 pounds, and the fountain was deemed charged.

Beginning with the information I secured from Colonel Matthews, plus considerable data I had already accumulated on the soda fountain industry, my research progressed. Now I have voluminous material on the subject, including many photographs of men prominent in the industry as well as the apparatus they manufactured—John Matthews, G. D. Dows, Charles Lippincott, A. D. Puffer, Robert M. Green and his son,

Frank, Jas. W. Tufts, S. P. DeLano, Oscar and Jacob Baur, Jas. N. North, J. B. Greiner, L. A. Becker, R. Lee Smith and others. I would enjoy talking unendingly about soda fountains and regret space limitations prevent my doing so.

In conclusion, I want to add an important historical fact about the firm I know best! Robt. M. Green holds the distinction of being the originator of ice cream soda. It was first served to the American public during the semi-centennial celebration of the Franklin Institute, held in Philadelphia in 1874. One of the drinks offered by "Green" was a concoction of sweet cream, syrup and carbonated water. One hot, busy day the supply of cream ran out. In desperation Mr. Green bought some vanilla ice cream, intending to melt it, but customers were pressing so hard for service that he used it in congealed form. The resulting mixture was a great success and thereafter "Green" made ice cream sodas on purpose. The new recipe became popular rapidly throughout the country!

A Note from PA

P. A. Hayes, former president of Justice Drug Company, now Chm. of the Board, is confined to his home (405 Meadowbrook Terrace, Greensboro) as a result of a series of operations. Unable to walk, he gets around by means of a wheel chair; says to assure his friends that otherwise he is in fine shape. He misses his friends and customers of long standing. Let him know you miss him by sending a personal note to address listed above.

SMITH WHOLESALE DRUG CO. SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Marriages

Miss Minnie Barnes and Robert V. Jones, Jr., both of Charlotte, were married November 10th in the Hayes Barton Methodist Church, Raleigh. The bride, a UNC Pharmacy School graduate, is employed by Presbyterian Hospital Pharmacy. Mr. Jones is with Wyeth Pharmaceutical Laboratories.

November 17th was wedding day for Nancy Anne Berryman of Greenville and Robert Irving Cromley, Jr. of Raleigh. The bride was employed by Occidental Life Insurance Co. of Raleigh before her marriage. Mr. Cromley is in business with his father at the Cromley Pharmacies of Raleigh.



Mr. and Mrs. Thomas Peete Davis announce the birth of a daughter, Nancy Kaye, September 30th. Mr. Davis is with Yanceyville Drug Co. of Yanceyville.

A son, Zeb T. Keever III, was born October 2nd to Mr. and Mrs. Keever, Jr. of Lincolnton. Mr. Keever is with Lawing-Keziah Drug Co.

Deaths

DOLPH BLUE

D. A. Blue, 73, Carthage pharmacist, died November 12. He was associated with the Shields Drug Company of Carthage for about 35 years, first as an employee, later (1928) as part-owner. He retired several years ago.

Survivors include three sisters and three brothers. Burial was in the Eureka Presbyterian Church cemetery.

FRANK GAMBLE

Charles Franklin Gamble, 69, died November 18 following a period of declining health.

Mr. Gamble was a native of Union County and a graduate (1915) of the University of North Carolina. For many years he operated a pharmacy in Charlotte but since 1933 had

been associated with his brother, Paul, in the operation of the Gamble Drug Store, Monroe.

Survivors include his wife, the former Miss Brite Norwood; three sons and a daughter; eight brothers, a sister and six grandchildren. Burial was in the Sunset Cemetery, Waxhaw.

MRS. EVA GROOME

Mrs. Eva Dillon Groome, 62, of Greensboro, died November 22.

Mrs. Groome was a native of Stokesdale but had lived in Greensboro since her childhood. She was active in the Greensboro Auxiliary and the Woman's Auxiliary of the NCPA. For a number of years she wrote regularly for The CAROLINA JOURNAL OF PHARMACY.

DOUGLAS O. LANGSTON

Douglas O. Langston, born May 9, 1912, died in Franklinton, where he had operated the Corner Drug Store since 1948, on November 23.

A graduate of the UNC School of Pharmacy (1944), Mr. Langston was associated with the L. W. Henderson Pharmacy of Franklinton prior to his college career and with Cecil-Russell Drug Company of Greensboro and Walgreen's of Raleigh prior to opening his pharmacy in Franklinton fourteen years ago.

Surviving are his wife, Mrs. Barbara Lane Langston; two daughters, Lane and Susan; his stepmother, Mrs. T. E. Langston of Kitrell, and four sisters.

Issued Reciprocity License

The North Carolina Board of Pharmacy has issued licenses to the following pharmacists:

Miss Margaret Ann Shaw (Ky.), UNC School of Pharmacy, Chapel Hill.

Harry Paul Johnson (Indiana), S. M. Macfie Drug Company, Brevard.

W. A. Rinehart (Ohio), Charlotte Memorial Hospital Pharmacy, Charlotte.

FDA Cites Hazards of Mailorder Drugs-Chemicals

The need for care by both shippers and receivers in the handling of drugs and chemicals sent through the mail was emphasized by the Post Office Department and the Food and Drug Administration, U. S. Department of Health, Education, and Welfare.

The joint warning was prompted by the death of an 18-month old girl from strychnine pills sent through the mail. The prescription, mailed by a physician, was intended for a neighbor but was picked up by the mother of the child at a shared rural mailbox and placed on a dresser pending the neighbor's return.

When the mother returned from an errand she found her daughter and three-year-old son playing with the pills on the floor. Both children were rushed to the hospital. The boy survived but the girl died.

In a survey to determine the frequency of such accidents the Food and Drug Administration recently polled its 18 field Districts. No other accidents of a similar nature and seriousness were disclosed but circumstances that might lead to such accidents were reported in several cases.

One District reported a complaint from a Detroit woman that a free sample of bleach containing 12 percent chlorine was too large for the mailbox and had been left on the doorstep by the postman. While no misuse of the bleach occurred the woman pointed out that children had access to it and could have been injured. This product was properly labeled with consumer protection information, including the legend "Toxic: Keep Out of the Reach of Children." Unfortunately, some mailboxes are accessible to children in the absence of parental supervision. The possibility of accident is of course increased if the package will not go into the mailbox. Packages that are "tamper-proof" against children should be used for any mailing of drugs and hazardous chemicals.

A drug mailed to the home of a professor of medicine was picked up by one of the neighbor's children who swallowed several

of the tablets. The child became unconscious and had to be hospitalized.

In another case an 11 year-old-boy, mistaken for a medical doctor by the same name, was placed on a medical mailing list. The boy received a number of physicians' samples which he secretly kept in his home and took from time to time. While under the influence of the drugs, he broke church windows and committed other delinquent acts which brought him to the attention of local authorities. This led to an FDA investigation which disclosed the mailing list mix-up.

One District reported having received protests from mothers about receiving through the mail free samples of cough medicines and other drug products which were opened and used by children without parental consent.

Another District reported having observed, in connection with observing the destruction of unfit food and drugs at city dumps, that many families apparently dispose of outdated or unused drugs by simply throwing them in the trash can, in their intact containers.

The potential dangers of this practice are evident. Children sometimes go into trash cans to recover discarded toys, etc., and may get hold of the drugs. And children also sometimes play on city dumps, and might get the drugs at that point.

Discarded drugs should be removed from their container, flushed down the drain, or consigned immediately to the incinerator.

The Poison Prevention Week Committee of the NCPA (Tom Burgiss of Elkin, Chm.) will release details of a "Poison Prevention First Aid-Home Safety Public Service Plan" on December 26.

The plan will permit pharmacists to take the leadership in a professional and community project. As a public service, pharmacists who participate in the program will have available a 16 page "poison prevention, first aid and home safety guide" published by the Pharmacists Council for Community Affairs.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of \$3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy**, Box 151, Chapel Hill, North Carolina.

BALANCES—Prescription balances repaired. Contact Phipps & Bird, Inc., P. O. Box 2V, Richmond 5, Virginia. Telephone MI 4-5401.

For Sale—Complete set of drug store fixtures including wall cases, counters—everything needed for a complete layout. Priced to move quickly. Details from EWG-11, % NCPA, Box 151, Chapel Hill, N. C.

Auction Sale of Narcotic Drugs Illegal, District Supervisor Points Out

A note from Irwin I. Greenfeld, District Supervisor of the Bureau of Narcotics, Baltimore, Maryland, points out that, in the auction sale of pharmacies, it is illegal to include narcotic drugs in such sales.

Apparently, since this was the subject of an official release by the Bureau of Narcotics, some such sales have taken place. But so far as can be determined, North Carolina is not involved.

Complete details concerning the legal disposition of obsolete (undersired) narcotic drugs or the transfer of narcotic drugs in which the sale of a pharmacy is involved may be obtained by writing to either the State Board of Pharmacy or the NCPA, Chapel Hill.

Progress Report from Walgreen

From Walgreens 1962 annual report to shareowners, we learn Walgreen operates 466 drug stores in 36 states. In addition, there are 10 Globe-Danburg stores and over 1900 Walgreen Agency drug stores.

Five of the Walgreen stores are in North Carolina: Durham, Greensboro, Raleigh, Wilmington and Winston-Salem. The Southern (Division 1) leads the nation with \$117 million (33%) in sales. Next highest is the midwest division with \$99 million (28%) of sales.

32% of Walgreen's 476 stores were

opened within the past 5 years. 24% of Walgreen's stores were remodeled in past 5 years. 38% of Walgreen's stores are located in shopping centers. Merchandising area has increased by 39% in past 5 years; average store volume is up 27% in past 5 years.

I'm Fine! How Are You?

There's nothing whatever the matter with me,
I'm just as healthy as I can be,
I have arthritis in both my knees,
And when I talk I speak with a wheeze.
My pulse is weak and my blood is thin,
But I'm awfully well for the shape I'm in.
I think my liver is out of whack,
And I have a terrible pain in my back.
My hearing is poor and my sight is dim,
Most everything is out of trim.
The way I stagger is a fearful crime,
I'm likely to fall at any time,
But I'm awfully well for the shape I'm in.
My dentures, too, are driving me crazy,
And when I get up I walk like I'm dizzy.
I'm very restless and sleepless at night,
And in the mornings I'm surely a sight.
My memory's failing, my head's in a spin
And I'm practically living on aspirin,
But I'm awfully well for the shape I'm in.
Now the moral is, as this tale I unfold,
That for you and me who are getting old,
It's better to say "I'm fine" with a grin,
Or the other fellow will tell you the
shape he's in.

—Author unknown.

It Must Be Something in the Water

An announcement of the birth of twin boys to the Charlie Gillespies, formerly of Pink Hill but now of Burnsville, sent us to the records. Here's what we found (Charlie worked for the Brewer Drug Company before assuming present ownership of Poland's Drug, Burnsville):

The Brewers have twin daughters, Bettie and Bobbie, age 14.

Herman Price, deceased earlier this year, had apprentice training at Brewer Drug Company in 1953-1954. The Price twin sons are 8 years old.

An Auburn University graduate, Ben Lawson, was at Brewer Drug during his apprentice training, before entering Dental School at Emory University. The Lawsons have twin sons.

And, as mentioned, The Gillespies have twin boys born on October 15.



Merry Christmas,
HAPPY NEW YEAR

... ..

OWENS, MINOR & BODEKER, INC.
RICHMOND, VIRGINIA · WILSON, N. CAROLINA · NORFOLK, VIRGINIA

Merry Christmas



As we experience the glad tidings of the season—it is a great satisfaction to know that the measure of success any of us enjoy is made possible through mutual co-operation, interest and understanding.

In gratefulness for all that our friends represent, our entire organization joins in sending you Holiday Greetings.

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