



COMPANY HISTORY



(IMSI, circa 1860)

Founded in 1840, Otis Clapp & Son, Inc. is one of the country's oldest pharmaceutical manufacturers.

Otis Clapp & Son, Inc.

began in 1840 when **Otis Clapp** opened the doors of his small retail pharmacy in Boston's Back Bay. His varied background included publishing and public service when *he served as a member of The Massachusetts House Of Representatives*. He became *one of the*

Industrial Health Becomes Top Priority

As more people entered the workplace, employers began to realize the importance of worker productivity. When they discovered that productivity and profitability was directly related to employee wellness, *industrial health and safety issues* became a high priority. Subsequently, more and more employers and *occupational healthcare professionals* turned to **Otis Clapp** for their healthcare needs. In order for **Otis Clapp** to keep up with the growing demand, it sought the *additional healthcare products* of **Buffington, Inc.**, a distinguished manufacturing and pharmaceutical company founded in 1865 by **Elisha D. Buffington**. Shortly thereafter, **Buffington** joined **Otis Clapp** as a division with its line of specialty products designed to meet the needs of the workplace.

Otis Clapp And Buffington Develop The Unit Dose Package Design

founders of The Massachusetts Institute of Technology (M.I.T.) and The Home For Little Wanderers, one of the first orphanages. From 1862-1875, Otis even served as The Federal Collector of Internal Revenue! His appointment, which was personally signed by **President Abraham Lincoln**, is still displayed by the company in its Canton, MA headquarters.

As described by a turn-of-the-century, handwritten, and now faded Otis Clapp research diary, "the early 70's brought **Otis's son, Dr. J. Wilkinson Clapp**, to the company as a partner" (the writer was referring to the 1870s as opposed to the 1970s). **Dr. Clapp**, a research scientist first, and a businessman second, devoted a great deal of his time to the *Boston University Medical School* where he was a *professor of pharmacy*. His contributions to the school included numerous research projects, the installation of operating room facilities, and student nursing accommodations. **Dr. Clapp** was the "son" part of **Otis Clapp & Son, Inc.**

During the early 1900's, **Lowell T. Clapp**, grandson of the founder, joined the firm to bring a third generation to the original company. **Lowell**, a *pharmaceutical chemist and bacteriologist*, designed a new and completely equipped laboratory for research on Boston's Newbury Street. Experts in the biological and physical sciences were employed to bring balance to the company's work in bacteriology, physics and chemistry. In this facility, **Otis Clapp** formulations were compounded and pharmaceutical preparations tried, tested and approved. Some of these original formulations, such as **Obtundia**, still exist today with updated improvements.

By working closely with industrial healthcare professionals, **Otis Clapp** and **Buffington** were *the first pharmaceutical companies to recognize the distinctly different needs of the occupational health nurse and the patient - the employee.* They concentrated on developing *formulations and packages especially for use within the workplace.* They sought to excel within the field of occupational healthcare.

In the 1960's, **Otis Clapp** and **Buffington** designed a *dispensing package which revolutionized the industry.* The development was **unit dose packaging and dispensing.** The unit dose packaging system, called "**The Safety-Pack**" ("SP") under **Otis Clapp** and "**Dispens-A-Kit**" ("DAK") under **Buffington**, became an instant success with occupational clinics across the country. It *assured product integrity* by carrying ingredients, usage directions and warnings on *individually sealed packets.* *Color coding* made dispensing safe as well as convenient for the occupational health professional. **Safety-Packs** and **Dispens-A-Kits** went on to set a trend for the entire pharmaceutical industry and became *the most preferred package design* purchased by employee health service clinics.

Obtundia Burn Liquid

Treats Victims Of Tragic Fire

One November night in 1942, during the midst of World War II, tragedy struck Boston when a devastating fire destroyed the area's most popular nightclub, *The Coconut Grove*. Over 400 people were killed, including a number of U.S. servicemen on leave. In keeping with **Otis Clapp's** heritage of serving the community, **Lowell Clapp** proceeded to donate many gallons of his **Obtundia Burn Liquid** to treat the suffering victims. Because of the *Coconut Grove* fire, **Obtundia's** unique numbing and healing treatment attracted national media attention and the medicine became widely acclaimed as an antiseptic/anti-burn remedy.

After the war, the company continued to grow by providing New England area doctors with medications which were dispensed directly to their patients. Also during this time, pharmacies, nursing homes, the U.S. Government, and industrial companies began to use **Otis Clapp** pharmaceuticals for their healthcare needs.

A Commitment To Specialization

As the decades passed and the *company's reputation and medications* became more well known, knowledge of its *research work, pharmacology and manufacturing excellence* spread through the medical community. Many of the original formulations developed by the company became *drug industry standards* and are now being used by a number of leading healthcare manufacturers today.

During the early 1950's, the role of the



Otis Clapp and Buffington develop Unit Dose Dispensing packages and antihistamine-free formulas to fit the needs of the workplace.

The Development Of Special Formulations Designed To Meet The Needs Of The Industrial Workplace

Otis Clapp and **Buffington** recognized that many pharmaceutical formulations did not satisfy the special needs of the workplace. For example, the only treatments available to an employee with cold symptoms were medications with antihistamine ingredients. A formula with antihistamines, however, caused drowsiness and lowered the productivity of the worker. An employee who was not completely alert when using certain equipment, (i.e. a fork lift, motor vehicles, etc.), became a danger to him or herself, as well as to other co-workers. Consequently, **Otis Clapp** and **Buffington** developed and manufactured *the first antihistamine free cold formulations*, bringing into the marketplace

neighborhood pharmacy began to change as groceries, household goods and other miscellaneous items hit store shelves. Supermarkets also began to carry medications and health-related items for their shoppers. More and more doctors began to write prescriptions for their patients and no longer dispensed medications directly. As a result, the company's activities centered on meeting the needs for non-prescription medications for New England's medical healthcare dispensaries, particularly those in the workplace.

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two all-around cold relieving medications: **Emagrin Forte** and **Fendol**.

Otis Clapp and **Buffington** also realized that the workplace required faster acting medications that would provide employee relief (and greater productivity) sooner. In response, they began to use *quick releasing tablet binding agents and disintegrants* designed to have the medication enter the bloodstream more quickly. **Otis Clapp** and **Buffington** have continued this leadership in product formulation, now *offering salt free, sugar free, lactose free, and alcohol free medications*.

Otis Clapp and **Buffington** have become *the country's largest manufacturer of pharmaceuticals for industry*. Today, they offer *a full product line designed especially for the workplace*. Together they are the only major pharmaceutical manufacturer whose sole mission is to enhance the profession of occupational health and the careers of those who serve in it.

PRODUCT DESCRIPTIONS

GLOSSARY

QUALITY SUMMARY

SHOPPING CART

E-MAIL MESSAGES

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