

of legislation to elevate the states severally; but that there is need for national laws to regulate exchange of certificates, and establish national standards.

It was also shown that legislatively the druggists must act conscientiously upon the old saying that "what is good for the buyer is good for the seller;" that is to say, the conservation of our own interests must and only can follow the conservation of the interests of the consumers. If we would not be defrauded we must not in any way be conscious parties to fraud, whether the fraudulent thing be put in and to pass through our hands as mere merchandise, prescription drugs, or dispensing specialties.

The legislative work of both the A. Ph. A. separately and in unity was pointed out as having placed much actual accomplishment to the credit of the sister associations, and I suggest that all interested persons should read the reports of the Legislative Committees of the associations.

Perhaps the most notable event of the meeting was the creation of what is to be known as "The House of Delegates." Under it, the position of delegate from any state, local, or allied organization will be clearly defined. The House of Delegates will be a sort of crucible; a melting pot to take the many resolutions, suggestions, and general new business and refine them, reduce them to practical, brief and lucid form so that the general body may act upon them with both speed and intelligence.

The retiring officers of both associations deserved and received the thanks of those whom they had so well served, to them and the equally energetic incoming officers it was freely acknowledged that the acceptance of office from either association was the taking up of a burden for which there was no reward of substance, and yet the greatest of all rewards: grateful love from their fellow men.

DIGNITY IN BUSINESS.

Dignity is a fine thing in its proper place. The druggist probably has a little more reason for being dignified than the cobbler has, but if a man is going to be dignified he must not feel offended if people do not warm up to him very much. Dignity is a good deal like a big snow bank, a fine thing to look at as it glistens in the sunshine, but not a thing that anybody wants to mix up with very much. If you are going to be dignified, save your dignity for proper times and occasions, and don't let it get in the way when you are selling goods or visiting with customers. You can't make any friends for the store by showing that you feel a little above the ordinary business plane. When you get to feeling above the people whose money you are after, you will find that they will squeeze their money a little tighter than they did before you developed that snow-bank quality.—*The Spatula*.