

L. L. Walton said that some of these products were distributed free by the state; it means a tax, and a protest of some kind would seem timely and helpful.

The motion was seconded.

Redmond Mayo said he had some experience with a physician who had been procuring biologicals from him, but now from the Health Department. When asked why he had changed, he said, "there was such a variation in prices" and also admitted that "the Health Department was very liberal in giving out these products."

Chairman Smith and L. L. Walton referred to the expiration dates of these products. The former also mentioned the fact that manufacturers carried the stock in the larger business centers.

The motion was carried.

The following papers were read, discussed and referred for publication:

"Retail Selling" by Turner F. Currens.

"Service Helps Success" by E. H. Breckon.

"The Drug Store Window and Its Potentialities As an Advertising Medium" by F. H. Peck.

The Chairman called for the report of the Secretary; it follows:

#### REPORT OF THE SECRETARY OF THE SECTION ON COMMERCIAL INTERESTS.

By W. Bruce Philip.

All the success of this section in the way of program is due to the efforts of President Henry B. Smith. (Personally, I do not favor papers read by title or valuable time taken to present papers by absent authors. Those that give their time and money to attend these meetings are entitled to every hour of the sessions; at best, this time is too short.) The West is four days' travel from Buffalo; eight days going and coming. All the Western men in attendance at this Convention, with the exception of myself, are strictly college men. They are contributing to the scientific and conference work of this Convention, hence the absence of papers by them before the Section on Commercial Interests, though an earnest effort was made to have some of our successful commercial men come to Buffalo and meet with this Section.

There is no question in my mind of the value of this Section on Commercial Interests. There is, however, in my opinion, a doubt as to whether we are following the best method of developing this Section so that it will be of the greatest value to pharmacy, including our Association. In offering the following my ideas may appear radical, but they are the result of study over a long period of organization work spent in solving practical commercial problems. I hope in offering these suggestions I do not intrude on the privilege of our worthy chairman. I believe the Section on Commercial Interests should be the means of drawing the pharmacists of the different local centers where the conventions are held into the American Pharmaceutical Association. To do this we must have their coöperation and their help. I think it is a mistake to have the Secretary of this Section living at a great distance from the President. Correspondence by mail is not satisfactory. If the President of this Section was from the Convention City the Secretary of this Section could be selected from the same place, assuring team work and greater coöperation. Every large city has its commercial problems. With the President and Secretary from the Convention City these local problems in commercial pharmacy would be brought before this Section and fully discussed, giving opinions relative to a solution of them from pharmacists all over the United States. Credit for problems thus solved by this Section of the American Pharmaceutical Association would be valuable. It would prove the worth of our Association and increase our membership among retail pharmacists. A canvass of the Buffalo druggists just a few weeks ago by a friend of mine revealed the fact that quite a few of them did not know that there was to be an American Pharmaceutical Association meeting here; others had no idea of the date of this meeting and still others did not understand that they could or should attend. Would the plan I suggest remedy this? Yes, if the efforts now used by the officers of this Section and communicated to the hundreds that cannot attend were concentrated to the hundreds of members and non-members within car-fare distance of the Convention Hall; it is true that meetings may be held in other than big cities, but there are always in the neighborhood of meeting places druggists that have their problems; the solution of these is an essential part of commercial pharmacy.

To accomplish this the election of officers of this Section could be passed with the request that these officers be selected by the Council after the selection of the next Convention City.

It was moved to accept the report of the Secretary and that his suggestion relative to the officers of the Section be referred back to the incoming officers with the suggestion that the Associates of this year be named from the Convention City, and if this plan proved satisfactory it might be desirable to accept Secretary Philip's suggestion next year. Carried.

The following officers were elected: *Chairman*, W. Bruce Philip, California; *Secretary*, George Judisch, Iowa; *Delegate* to the House of Delegates, Henry B. Smith, New York. After the installation of officers the Section on Commercial Interests was adjourned.

## ASSOCIATION BUSINESS

### AD INTERIM BUSINESS OF THE COUNCIL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION 1924-1925.

Office of the Secretary, 192 Roseville Ave., Newark, N. J.

#### LETTER NO. 2.

November 4, 1924.

*To the Members of the Council:*

7. *Minutes of Board of Directors and Council Meetings Approved:* Motion No. 1 (see item 1, Letter No. 1, page 1) has been carried.

8. *Prof. Scoville withdraws as candidate for President of the A. Ph. A.:* Motion No. 2 (see item 2 page 30, Letter No. 1) has been carried. In connection with the votes on this motion by members of the Council the following comment has been received: Dr. Army writes:

"Obviously I stand ready to vote in favor of the motion since I fully understand Scoville's desires. However, are we not establishing dangerous precedents in authorizing notices of withdrawal upon the official ballot? I use the plural since it is my recollection that a similar request made several years ago was granted. If one of our candidates for President may thus officially withdraw after our annual meeting, why should not two, giving the third 'a walk over?' Or, why should not three, causing no election? I can imagine that at some time a very serious situation might result through political manipulation. My own thought is that any candidate desiring to withdraw should announce the fact in the pharmaceutical journals as Drs. Kraemer and Lyman did in years gone by. Or, far better, should notify the chairman of the Nominating Committee before his report reaches the sitting of the association where it is to be presented. This I did myself in 1920, when I felt I could not accept the nomination as President."

So that there may be no misunderstanding of Dr. Scoville's position in the matter, his

letter of September 11 to the Secretary is printed in full herewith:

"At the Buffalo meeting of the A. Ph. A., I was named as one of the candidates for office of President of the Association, to be balloted upon, this fall. When I learned of my nomination, I told two of the nominating committee that I would be unable to serve as President, if elected, but they both urged me not to withdraw my name at that time.

"If I were sure of being defeated in the election, I would be willing to let my name stand on the ballots, but I cannot take any chances on the election. In writing to Professor Day, I have been informed that, in his opinion, the Council has power to remove my name from the ballots and to nominate another candidate, if it so desires. I therefore request that the Council will permit me to withdraw my name from the ballot.

"My reasons are stated briefly in the accompanying letter which I have prepared, intending it for publication. I have, however, been advised against that publicity. I will be glad to escape any unnecessary publicity in the matter.

"If, however, the Council does not see fit to withdraw my name from the ballot, then I ask that I may be permitted to have copies of this letter enclosed with each ballot sent out by the Secretary.

Yours sincerely,

WILBUR L. SCOVILLE."

Dr. E. F. Kelly voted in the affirmative "with regret."

E. G. Eberle did not vote on the motion and comments as follows: "Professor Scoville's wishes should be complied with—probably the