

ADDRESS OF THE CHAIRMAN OF THE HOUSE OF DELEGATES,
AMERICAN PHARMACEUTICAL ASSOCIATION.

W. BRUCE PHILIP.

In my opinion it is an excellent plan at the opening of the first session of the annual meeting of the House of Delegates of the AMERICAN PHARMACEUTICAL ASSOCIATION for the Chairman of the House briefly to outline his hopes and ambitions as to the final result of the business undertaken and the progress made in pharmacy by the session here in Des Moines.

First, let us understand that I am correctly termed the Chairman, not the President, the Executive Committee, the Counsellor, or Advisor. This statement is not intended in any way to dodge my responsibility of this office but an endeavor to impress upon you delegates that the House of the Delegates is composed of you and you and you; and may I ask of you

1. Prompt attendance at the meetings.
2. Strict attention to the wording of the motions and all discussions.
3. Broad, fair and intelligent consideration of each and every suggestion.
4. An honest expression of your opinions.
5. To vote so that the Pharmacy and the honored name of the AMERICAN PHARMACEUTICAL ASSOCIATION and the state organizations which you represent will squarely and proudly acknowledge the final result.



W. BRUCE PHILIP.

This is your House, and the questions and answers are your work; otherwise the plan of the AMERICAN PHARMACEUTICAL ASSOCIATION fails in its opportunities and an ideal well worthy of the progress in pharmacy as mapped out by the officers and leaders of our parent body. As your Chairman I shall endeavor to decide impartially the will of the House.

To the older delegates, who have attended these conventions year after year and have so ably guided your forward movement so far, it is needless to say that in this important year you are most welcome and your voice and opinions will be listened to and considered with the respect due for the laurels you have won and the deeds of accomplishment that are yours.

To the younger delegates who are attending these sessions for the first or second time may I greet you and tell you that you too are most welcome, and the new blood and your ideas you bring will be treated with courtesy, and due weight and fair consideration will be given your words. Should your suggestions not be accepted pray do not be discouraged. May I offer to the younger delegates the following suggestion? Let me assure you this suggestion contains nothing dictatorial nor a request to change or modify your honest belief, but it is a safe plan I have followed in arriving at my decisions. I realize that the matters considered here cover conditions pertaining to all parts of the United States and do not relate to a locality, district or a single state. Also that we are dealing with a National

organization that has been functioning for over seventy years along a certain well-directed course. Now I say, in reaching your final vote or decision, weigh well the words and opinions of those whose names are known throughout the United States where Pharmacy is concerned; those whose ideals and the practical application of whose plans are a lasting credit to your profession and a real contribution to the many branches whereby the public is served in the manufacture and distribution of drugs.

Let me remind you that this House of Delegates is the foremost body that can at this time be brought together representing Pharmacy in all of its many, many phases. By reference to the Roster of last year's opening session you have delegates from

1. Seven National associations pertaining to Pharmacy.
2. Thirty-six State associations and, remember, these state associations are liberal and far reaching in their memberships, consisting largely of all of the divisions of Pharmacy in the respective states.
3. Six branches of the AMERICAN PHARMACEUTICAL ASSOCIATION.
4. Five Sections of the AMERICAN PHARMACEUTICAL ASSOCIATION.
5. One Federal Department.

Three major problems will come before you that I know you will consider most carefully. These should be mentioned at this time by your Chairman so that you can use every opportunity to inform yourselves by personal interview with those in attendance at this Convention so as to learn all the facts, as it will be impossible always to give the full details to the entire satisfaction of every one on the floor of the House.

The first of these major problems deals with the AMERICAN PHARMACEUTICAL ASSOCIATION Headquarters Building. This is one of the most progressive and outstanding projects of the last decade. All matters of finance are most important and, in dealing with financial matters brought before the House of Delegates for consideration, remember our previous contracts and promises to those who have already contributed. Any final result must be practical and allow your officers who will carry on the work during the coming year to have a clear cut plan with just enough leeway to surmount obstacles you are not at this moment able to foresee. Do not seek or accept any easy way in formulating a plan unless the solution can be regarded with credit many years hence.

The second major problem relates to the permanent secretaryship. All matters pertaining to our coming plan providing for a permanent general secretary must be carefully considered, as the first year of a new officer is exceedingly trying to that officer and often leaves a far-reaching permanent record in the growth and progress of the organization. Unless we use great care in this regard we may develop a splendid man in a special field rather than a well-balanced man in many fields. Too large a latitude of operation and jurisdiction may lead the adventurous official into unwise actions or a divided course; then you would be more willing to blame him than your own selves. Too restricted a field means that the capable official cannot produce desired results and this retards our successful progress. Let not the House of Delegates shirk any of its work by passing on the hard problems that properly come within its duties and leave them to our next session for the Secretary to finish. Let the House of Delegates have this understanding with all

other bodies that are connected with our parent organization and impress them to do likewise. We will thus leave all newly-elected officers with only their own work to do.

The third problem—consider all resolutions to be introduced by you, passed by your state pharmaceutical association, that are broader than your state association work and that need the guidance and endorsement of this body. Thus, all of our State Delegates should appreciate this opportunity given to the respective states by your parent association, the AMERICAN PHARMACEUTICAL ASSOCIATION. If you come properly representing your state, you must bring before this body those resolutions made in matters that have bearing on subjects pertaining to Pharmacy or any branch thereof. See that these resolutions are clearly expressed and written. It is needless to say that any matter submitted to you by the honorable members of the Council is most important and has been carefully considered by them and is entitled to parallel thought and consideration by you.

May I stop for a moment and idealize the possibilities of this body? Can your state association appreciate the opportunity given a properly accredited delegate and make it an annual honor and privilege to send each year their newly-elected President as a Delegate? Let your state association also pay your President's expenses to the annual meeting of the AMERICAN PHARMACEUTICAL ASSOCIATION. Think of this—bringing together these newly-elected heads from each state with the work for the coming year newly mapped out and a sincere desire to make their year the best that their state association has ever had. And as alternates let the state associations send the secretary; those tried, true and experienced officials with these alternates ready at each delegate's elbow with some practical suggestion to give full value to each delegate's contribution to the deliberation. If this vision or dream were possible what a wonderful and representative body it would be; and what a reward it would be to the state leaders whose work is so often a labor of love with many a heartache caused by unjust and unfair criticism.

In conclusion, your association will not fear your verdict on any matter unless you allow personality or eloquence to overcome facts and common sense. Finally I make a personal request as a guide to your actions. Is not any one important position in your AMERICAN PHARMACEUTICAL ASSOCIATION enough for one member? Do not narrow your organization by doubling the burden, giving several positions to one man. Is there any man here who will dare say you lack material for filling the offices? This year has taught me it was wrong for me to accept three important offices in the AMERICAN PHARMACEUTICAL ASSOCIATION, namely, Chairman of the House of Delegates, Chairman of the Section on Commercial Interests, and Committeeman for the Pharmacy Headquarters Building. This is not an apology; it is a statement of fact. It is also my opinion that it is as unfair for you to elect a man to two or more positions as it is for one man to accept these two or more positions. Therefore, in selecting a chairman for the coming year, will it not be better to select a man who will have no other important office in the AMERICAN PHARMACEUTICAL ASSOCIATION to lessen or interfere with, even slightly, the duties of this office? Should he not be in a position to use all of his energy throughout the entire year to make this House of Delegates reach its maximum achievement and leave the year's record as a permanent memory of pharmaceutical history, reflecting the proper credit on your next Chairman?

REPORT OF THE COMMITTEE ON ADDRESS OF THE CHAIRMAN OF THE HOUSE OF DELEGATES (COMMITTEE ON RESOLUTIONS).

The Chairman of the House of Delegates, in his address, suggested that State Associations make their newly elected presidents voting delegates to the Annual Meeting of the AMERICAN PHARMACEUTICAL ASSOCIATION, and the secretaries of the state bodies alternate delegates, with provisions by the State Associations to vote the necessary funds to pay their expenses.

Your committee feels that inasmuch as this comes merely in form of a suggestion and is not in any way dictatorial, nor does it interfere with the autonomy of the State Associations, we therefore recommend that the suggestion be submitted to the consideration of the State Associations.

(Signed)

JEANNOT HOSTMANN

ERWIN F. KEMP

JOHN CULLEY

THEO. D. WETTERSTROEM

JACOB DINER

WILLIAM D. JONES

R. F. LAKEY

SAMUEL L. HILTON

AMBROSE HUNSBERGER, *Chairman*

Committee on Resolutions.

After due consideration the House of Delegates thought best to leave the matter to the State Associations for action, and the report was tabled.

FIFTEEN BUSINESS COMMANDMENTS.

"The Fifteen Commandments of Business," written by Judge Edwin B. Parker, chairman of the Committee on Business Ethics of the United States Chamber of Commerce, read as follows:

First. The foundation of business is confidence, which springs from integrity, fair dealing, efficient service and mutual benefit.

Second. The reward of business for service rendered is fair profit, plus a safe reserve commensurate with risks involved and foresight exercised.

Third. Equitable consideration is due in business alike to capital, management, employees and the public.

Fourth. Knowledge, thorough and specific, and unceasing study of the facts and forces affecting a business enterprise, are essential to a lasting individual success and to efficient service to the public.

Fifth. Permanency and continuity of service are basic aims of business, that knowledge gained may be fully utilized, confidence established and efficiency increased.

Sixth. Obligations to itself and society prompt business to strive unceasingly toward continuity of operation, bettering conditions of employment, and increasing the efficiency and opportunities of individual employees.

Seventh. Contracts and undertakings, written or oral, are to be performed in letter and in spirit. Changed conditions do not justify their cancellation without mutual consent.

Eighth. Representation of goods and services should be truthfully made and scrupulously fulfilled.

Ninth. Waste in any form—of capital, labor, services, materials or natural resources—is intolerable, and constant effort will be made toward its elimination.

Tenth. Excesses of every nature—inflation of credit, overexpansion, overbuying, overstimulating of sales—which create artificial conditions and produce crises and depressions are condemned.

Eleventh. Unfair competition, embracing all acts characterized by bad faith, deception, fraud or oppression, including commercial bribery, is wasteful, despicable and a public wrong. Business will rely for its success on the excellence of its own service.

Twelfth. Controversies will, where possible, be adjusted by voluntary agreement or impartial arbitration.

Thirteenth. Corporate forms do not absolve from or alter the moral obligations of individuals. Responsibilities will be as courageously discharged by those acting in representative capacities as when acting for themselves.

Fourteenth. Lawful coöperation among business men and in useful business organizations in support of these principles of business conduct is commended.

Fifteenth. Business should render restrictive legislation unnecessary through so conducting itself as to deserve and inspire public confidence.