

Of General Interest

PROCEEDINGS OF THE NATIONAL DRUG TRADES CONFERENCE, WASHINGTON, D. C., JANUARY 13th, 1914.

(MORNING SESSION.)

Conference called to order at 10:30 a. m. in the Gridiron room of the New Willard Hotel, Washington, D. C., by President John C. Wallace.

On motion of Prof. James H. Beal the minutes of the last meeting as printed and distributed among the members were approved without reading.

The secretary then read the report of the Executive Committee, acting as a Committee on Credentials, and delegates present responded to their names as follows:

From the American Pharmaceutical Association:

John C. Wallace, President.
Prof. James H. Beal.
Samuel L. Hilton.

From the National Association of Retail Druggists:

James F. Finneran.
Charles F. Nixon.
Frank H. Freericks.

From the National Wholesale Druggists' Association:

Charles A. West.
Albert Plaut (absent, represented by Frank E. Holliday).
C. Mahlon Kline.

From the American Association of Pharmaceutical Chemists:

Willard P. Stearns (absent, represented by Dr. A. S. Burdick).
Dr. W. C. Abbott.
R. C. Stofer.

From the National Association of Manufacturers of Medicinal Products:

Adolph G. Rosengarten.
Dr. A. R. L. Dohme.
Charles M. Woodruff, Secretary.

The secretary then read the report of the Executive Committee which was received and ordered to be embodied in the proceedings of this Conference and the several recommendations to be taken up seriatim later.

The report is as follows:

PROCEEDINGS OF THE EXECUTIVE COMMITTEE OF THE NATIONAL DRUG TRADE CONFERENCE HELD AT THE NEW WILLARD HOTEL, WASHINGTON, D. C., JANUARY 12, 1914.

Committee called to order at 10 o'clock. Present: the full committee. On motion duly seconded and unanimously carried the minutes of the last meeting, having been printed and distributed among the members, were approved without reading, as printed.

The Executive Committee then approved the following credentials: (for list of delegates see above.)

The Secretary-Treasurer then submitted the following report:

NATIONAL DRUG TRADE CONFERENCE.

FINANCIAL STATEMENT—January 9, 1914.

Receipts.

Aug. 12, 1913. Balance on hand.....	\$13 55
Jan. 9, 1914. Received second contribution to date from—	
A. A. Ph. C.....	25 00
N. A. M. M. P.....	25 00
N. W. D. A.....	25 00
N. A. R. D.....	25 00
A. Ph. A.....	25 00
	\$138 55

Expenditures.

Sept. 10, 1913. Postage, 50 2's.....	\$1 00
Oct. 7, 1913. Postage, 100 2's.....	2 00
	3 00
Balance on hand January 9, 1914.....	\$135 55

CHARLES M. WOODRUFF,
Secretary-Treasurer.

Unanimously approved.

The following communication from the New York Pharmaceutical Conference was then read and unanimously referred to the Conference:

"66 WEST BROADWAY, NEW YORK, November 24, 1913.

"Mr. C. M. Woodruff,
"Secretary, National Drug Trades Conference,
"Detroit, Mich.

"Dear Mr. Woodruff:

"At a meeting of the New York Pharmaceutical Conference, held at the College of Pharmacy on Tuesday evening, November 18, the Secretary was instructed to lay before the Drug Trade Conference the necessity of directing national legislation regarding bichloride tablets in such a way that it would be effective and at the same time would not be unduly restrictive of trade. It was pointed out that several bills had already been introduced into Congress, and it seemed highly probable that some sort of measure would be enacted, and in the opinion of the members of the Conference it was thought to be better that the National Drug Trade Conference should take up the matter rather than let it go by default and have a bill passed which would probably be ill-considered and impose unnecessary hardship on the drug trade without safeguarding the public health. Will you kindly bring this matter before the members of the National Drug Trade Conference.

"Respectfully,
"CASWELL A. MAYO, Secretary."

The following telegram from Charles J. Lynn was read and referred to the Conference:

"C. M. Woodruff, Sec. Drug Trade Conference,
"Hotel Willard, Washington, D. C.

"If Executive Committee propose to recommend any federal bichloride legislation at all hope it follows line of simply prohibiting sale of bichloride in ordinary medicinal tablet form, requiring bottle and tablet both to be of unusual and distinctive design, and leave it then to the ingenuity of the manufacturer. Eli Lilly & Co.'s diamond antiseptics fully protect against accidental poisoning, and as pioneers in this field of seven years' standing, we ought to have some consideration. See you tomorrow.

CHAS. J. LYNN."

Topics were unanimously referred to the consideration of the Conference as follows :

Bichloride Legislation.

Postal Regulation respecting medicinal poisons.

H. R. Bills 78, 279, 1683, 187, 1877, 2125, 2954, 2970, 4653, 5149, 9113, 9418, 9832, 3482, 11024.

A Registered Price Act.

Professor James H. Beal then offered the following resolution :

"WHEREAS, The United States Pharmacopoeia and National Formulary, both standards of Federal and state food and drugs acts, are now in process of revision, and whereas, the Committees of Revision of the said volumes are considering for inclusion therein suitable regulations for forms, shapes, methods of packaging and labeling of tablets of bichloride of mercury and other dangerously toxic substances in order to plainly distinguish them from tablets which do not contain dangerously toxic substances, and

"WHEREAS, It is greatly desirable that all laws regulating the sale of poisonous tablets should be uniform and consistent with each other, therefore, be it

"Resolved, That it is the opinion of the National Drug Trade Conference that Federal legislation upon the subject of tablets of mercury bichloride and other poisonous substances should be deferred until after the Revision Committees of the United States Pharmacopoeia and National Formulary shall have made their reports in order to lessen the liability of conflict between Federal legislation and the provisions of the said United States Pharmacopoeia and National Formulary."

Charles M. Woodruff moved that the resolution be referred to the Conference with the recommendation that it be adopted.

James F. Finneran seconded the motion.

Unanimously carried.

Professor James H. Beal then offered the following resolution :

"Resolved, That it is the opinion of the National Drug Trade Conference that the adoption of suitable regulations for the shapes, colors, methods of packaging and labeling of tablets of bichloride of mercury for inclusion in the next revision of the United States Pharmacopoeia or National Formulary is a matter of vital importance to the practice of pharmacy, the practice of medicine and the public health, and that we heartily recommend to the Committees of Revision of the United States Pharmacopoeia and National Formulary that they take steps to include such regulations in such next revision of the said volumes; and be it further

"Resolved, That this Conference tender to the said Committees of Revision any assistance it may be capable of rendering in the construction of such regulations; and be it further

"Resolved, That any Federal legislation regulating the sale of mercury bichloride tablets should be confined to regulations respecting the form and style of package in which such tablets are shipped in interstate commerce, and should not include the shipment of the chemical substance mercury bichloride as such."

Charles M. Woodruff moved that the resolution be referred to the Conference with the recommendation that it be adopted.

James F. Finneran seconded the motion.

Unanimously carried.

Prof. James H. Beal then offered the following proposed regulation for the mailing of poisons :

"Non-toxic medicines and anesthetic agents, and medicinal preparations and anesthetic agents containing toxic agents, may be admitted to the domestic mails for transmission to manufacturing chemists and pharmacists, wholesale and retail druggists, public hospitals,

university and college laboratories, and to physicians, dentists, and veterinary surgeons when they comply with the following requirements:

"(a) When not outwardly or of their own force dangerous or injurious to life, health or property, and when not in themselves unmailable under the provisions of Sections 480 and 497.

"(b) When the inner vessel or container bears a label giving the name of the article, the name and address of the sender, and appropriate words of caution when the article is one which may be dangerous if improperly used.

"(c) When they are enclosed in packages in conformity with the conditions prescribed by Section 406, bearing upon their outer surface the correct name and address of the sender, as well as the correct name and address of the person, partnership, corporation or association to which the package is sent.

"The foregoing medicines, medicinal preparations and anesthetic agents may be admitted to the domestic mails for transmission to persons other than manufacturing chemists and pharmacists, wholesale and retail druggists, public hospitals, university and college laboratories, physicians, dentists, and veterinary surgeons when they comply with all the requirements stated in (a), (b) and (c), and also with the following:

"(d) When they do not contain more than one maximum medicinal dose of a contained toxic agent to the fluidrachm or, if in solid form, nor more than one maximum medicinal dose in each pill, tablet or other unit.

"(e) When offered for transmission by manufacturing pharmacists and chemists, wholesale and retail druggists, or by the physician, dentist or veterinarian whose name and address is placed upon the label of the container and also upon the outer surface of the package."

Charles M. Woodruff moved that the same be referred to the Conference with the recommendation that the Conference petition the Postmaster General to issue this regulation in lieu of the one now in force.

James F. Finneran seconded the motion.

Unanimously carried.

After some discussion the Executive Committee then unanimously resolved to recommend to the Conference that it renew its approval of Harrison Bill No. 6282 as now pending before the Finance Committee of the Senate; but with the following amendments:

Page 4, lines 14 and 15: Strike out the words "registered under this Act."

Page 4, line 12 and also line 18: Make the word "pharmacist" read "dealer."

Page 7, line 3, after the word "to," insert the words "to the shipment or delivery of drugs and medicines compounded or dispensed in pursuance of."

It was then unanimously resolved that the Conference be urged to frame and adopt a suitable resolution requesting the newspapers of the country, through the Associated Press and otherwise, not to publish the instruments, weapons, poisons or other means in reporting the details of suicides and murders.

The Executive Committee then adjourned.

CHARLES M. WOODRUFF, Secretary.

Prof. James H. Beal moved that the President appoint a nominating committee consisting of one member from each constituent organization to report at the afternoon session.

C. Mahlon Kline seconded the motion.

Carried.

The President appointed Prof. James H. Beal, Adolph G. Rosengarten, Dr. A. S. Burdick, C. Mahlon Kline and James F. Finneran.

Mr. Samuel L. Hilton moved that the privileges of the floor be extended to Dr. M. I. Wilbert of the U. S. Department of Public Health, Dr. W. C. Woodward, Health Officer of the District of Columbia, Mr. E. C. Brockmeyer, Mr.

Fred A. Hubbard, of the Massachusetts State Pharmaceutical Association, and Mr. Charles J. Lynn of Eli Lilly & Co.

The motion was duly seconded and carried.

Mr. C. Mahlon Kline moved that speakers be restricted to two speeches upon each motion or topic, the first not to exceed 10 minutes; the second not to exceed 5 minutes; provided that after all who desired to have spoken, any delegate might speak again and at further length with the unanimous consent of the Conference.

The motion was duly seconded and carried.

Mr. Charles M. Woodruff then moved the adoption of the following:

"In recognition of the power of suggestion upon morbid and unbalanced minds, the National Drug Trade Conference does hereby urge upon the newspapers of the country that in reporting suicides and murders, details with respect to the poisons, instruments, weapons, or other methods used, be, so far as possible, entirely omitted."

The motion was duly seconded and carried.

Mr. Charles M. Woodruff then moved the adoption of the following resolution:

"WHEREAS, The United States Pharmacopoeia and National Formulary, both standards of Federal and state food and drugs acts, are now in process of revision, and whereas, the Committees of Revision of the said volumes are considering for inclusion therein suitable regulations for forms, shapes, methods of packaging and labeling of tablets of bichloride of mercury and other dangerously toxic substances in order to plainly distinguish them from tablets which do not contain dangerously toxic substances; and

"WHEREAS, It is greatly desirable that all laws regulating the sale of poisonous tablets should be uniform and consistent with each other; therefore, be it

Resolved, That it is the opinion of the National Drug Trade Conference that Federal legislation upon the subject of tablets of mercury bichloride and other poisonous substances should be deferred until after the Revision Committees of the United States Pharmacopoeia and National Formulary shall have made their reports in order to lessen the liability of conflict between Federal legislation and the provisions of the said United States Pharmacopoeia and National Formulary."

Mr. C. Mahlon Kline seconded the motion.

After remarks by Prof. James H. Beal, Adolph G. Rosengarten, Charles M. Woodruff and Dr. M. I. Wilbert the motion was put and unanimously carried.

Mr. C. Mahlon Kline moved the adoption of the following resolution:

Resolved, That it is the opinion of the National Drug Trade Conference that the adoption of suitable regulations for the shapes, colors, methods of packaging and labeling of tablets of bichloride of mercury for inclusion in the next revision of the United States Pharmacopoeia or National Formulary is a matter of vital importance to the practice of pharmacy, the practice of medicine and the public health, and that we heartily recommend to the Committees of Revision of the United States Pharmacopoeia and National Formulary that they take steps to include such regulations in such next revision of the said volumes; and be it further

Resolved, That this Conference tender to the said Committees of Revision any assistance it may be capable of rendering in the construction of such regulations; and be it further

Resolved, That any Federal legislation regulating the sale of mercury bichloride tablets should be confined to regulations respecting the form and style of packages in which such tablets are shipped in interstate commerce, and should not include the shipment of the chemical substance mercury bichloride as such."

Mr. James F. Finneran seconded the motion.

Mr. Charles M. Woodruff moved for a division of the resolutions and that the Conference proceed to vote upon the first and second resolutions.

Seconded and carried.

The first and second resolutions were then put to vote and unanimously carried.

The third resolution was, after some debate, upon motion duly seconded, put and carried, laid upon the table.

Mr. C. M. Woodruff then moved that the Conference petition the Postmaster General to issue the regulation respecting the mailing of poisons recommended by the Executive Committee.

Mr. C. Mahlon Kline seconded the motion.

After some debate, on motion duly seconded, put and carried, the matter was referred to a special committee to report at the afternoon or evening session.

The President appointed as such committee Mr. Charles A. West, Dr. A. R. L. Dohme, and Mr. James F. Finneran.

The Conference then took up the amendments to the Committee Print of the Harrison Bill 6282 and

Prof. James H. Beal moved that the recommendation to strike out the words "registered under this Act" where they occur in Section 2, Subsection (b), be adopted.

Mr. C. Mahlon Kline seconded the motion.

Carried.

Mr. C. Mahlon Kline moved that the recommendation to strike out the word "pharmacist" wherever it occurs in said Subsection (b) and insert in lieu thereof the word "dealer" be adopted.

Mr. Charles M. Woodruff seconded the motion.

Carried.

Mr. James F. Finneran moved that the recommendation of the Executive Committee to insert the phrase "the shipment or delivery of drugs or medicines compounded or dispensed in pursuance of" after the word "to" line 8, page 7, of the Senate Finance Committee Print of the bill be adopted.

Mr. C. Mahlon Kline seconded the motion.

Carried.

Mr. Adolph G. Rosengarten called attention to the fact that the word "four" in line 17, page 7, of the Committee Print was an error and moved that it be changed to "three."

Seconded and carried.

Mr. Frank H. Freericks then moved that before the bill be finally approved it be changed so as to require the dispensing physician who as such assumes the functions of a retail dealer or pharmacist to write a prescription and keep the same on file the same as a retail dealer or pharmacist does.

Mr. James F. Finneran seconded the motion.

After some discussion, on motion of Mr. Charles M. Woodruff, a recess was taken until 2:30 p. m.

(AFTERNOON SESSION.)

At 2:30 p. m. the Conference was called to order by President John C. Wallace and

Mr. Adolph G. Rosengarten moved that the word "said" in line 17, page 10, of the Committee Print be changed to "such."

Seconded and carried.

Prof. James H. Beal offered an amendment in writing changing the word "three" in Rule 5 of the Code of Rules and Regulations to the word "five" so as to provide an Executive Committee of seven and insure representation of each constituent association on the Executive Committee.

On motion of Mr. C. Mahlon Kline, seconded by James F. Finneran, the session adjourned to meet in one minute.

(SECOND AFTERNOON SESSION.)

The minute having expired President John C. Wallace called the Conference to order.

Prof. James H. Beal then moved the adoption of his proposed amendment offered at the last session.

Dr. W. C. Abbott seconded the motion.

Carried unanimously, by a full Conference.

The Committee on Nominations then submitted the following nominations:

For President, John C. Wallace, New Castle, Pa.

For First Vice-President, Charles A. West, Boston, Mass.

For Second Vice-President, Wallace C. Abbott, Chicago, Ill.

For Third Vice-President, Charles F. Nixon, Leominster, Mass.

For Secretary, Charles M. Woodruff, Detroit, Mich.

J. H. BEAL,

A. G. ROSENGARTEN,

ALFRED S. BURDICK,

C. MAHLON KLINE,

J. F. FINNERAN,

Committee.

Dr. W. C. Abbott moved that Mr. Francis E. Holliday be instructed to cast the ballot of the Conference for the gentlemen named by the Nominating Committee.

Mr. Charles F. Nixon seconded the motion.

Carried.

Mr. Francis E. Holliday announced that he had cast the ballot as instructed.

President John C. Wallace announced the unanimous election of the officers named by the Nominating Committee for the ensuing year.

The subject of finances and reimbursement of the President and Secretary for their expenses was raised by Dr. W. C. Abbott, discussed and referred to the Executive Committee.

The Conference then took up Mr. Freerick's motion and

Prof. James H. Beal moved that the motion be referred to Mr. Freericks as a committee of one to draft such an amendment to the Harrison Bill as he thought would meet the objection raised by Mr. Freericks.

It was suggested by C. F. Nixon and C. M. Woodruff that the situation would be compromised if subsection (a) were made to read :

(a) To the administration of any of the aforesaid drugs to a patient by or under the supervision of a physician, dentist or veterinary surgeon registered under this act in the course of his professional practice only. Provided, however, that such physician, dentist or veterinary surgeon shall personally attend upon such patient.

Mr. Frank H. Freericks remarked that the substitute seemed to be an improvement but he felt that the matter required thought, whereupon, after considerable discussion and further suggestions the subject was made the special order of the evening session, and copies of the proposed substitute were obtained from the hotel stenographer and distributed among the members.

The election of five members of the Executive Committee was then taken up and the following nominations were made from the floor :

James H. Beal
James F. Finneran,
R. C. Stofer,
C. M. Kline,
Adolph G. Rosengarten,
A. R. L. Dohme,
S. L. Hilton.

Mr. Hilton and Mr. Rosengarten declined to run and stated they could not serve if elected, whereupon the Secretary was instructed to cast the ballot of the Conference for James H. Beal, James F. Finneran, R. C. Stofer, C. Mahlon Kline, and A. R. I. Dohme.

The ballot was so cast and the five members last named declared duly elected to serve with the President and Secretary as the Executive Committee for the ensuing year.

Mr. Adolph G. Rosengarten moved that words "said exception" in the last line of Section 8 of the Harrison Bill be made to read "such exception."

Seconded and carried.

The Conference then took under consideration a number of bills pending before Congress and took formal action indicated as follows :

H. R. 78; disapproved.
H. R. 187; disapproved.
S. 279; referred to Executive Committee without recommendation.
H. R. 1683; referred to Executive Committee without recommendation.
H. R. 1877; disapproved.
H. R. 2125; approved.
H. R. 2954; referred to Executive Committee without recommendation.
H. R. 2970; disapproved.
H. R. 4653; disapproved.
H. R. 5149; disapproved.
H. R. 9113; disapproved.
H. R. 9418; disapproved.
H. R. 9832; disapproved.
H. R. 11024; disapproved.
S. 3482; disapproved.
S. 3392; disapproved.
H. R. 9237; disapproved.

The several bills approved and disapproved were referred to the Executive Committee with instructions to frame and file suitable protests, etc.

The following resolutions were then introduced by Mr. C. Mahlon Kline, duly seconded and carried:

Resolved, That the Conference go on record as in favor of any constitutional and sound legislation that will enable the manufacturer or dealer of any article, or brand of an article in which such manufacturer or dealer has an industrial right by patent, trademark, trade-secret, copyright, design or otherwise, to fix, maintain and protect the selling price thereof to the consumer, and thereby maintain the quality and reputation thereof which is of inherent value to the public as well as the manufacturer or dealer of an article called for and purchased under a trade name, or because of the features protected by any such industrial right; provided, such legislation does not open the way to the monopolization of the sale of any other article of the same kind or class which might otherwise be open to proper competition."

On motion the consideration of Treasury Decision 33456 was referred to the Executive Committee without recommendation.

On motion duly seconded and carried the Conference then adjourned to meet at 8 o'clock p. m.

(EVENING SESSION.)

January 13, 8 o'clock p. m. the meeting was called to order in the gridiron room of the New Willard Hotel by President John C. Wallace. Present: a full Conference.

Mr. Charles A. West on behalf of the Special Committee to whom was referred the postal regulation suggested by the Executive Committee, reported the following substitute therefor.

"Poisonous substances intended for internal or medicinal administration when packed in a metal container bearing the address of the sender, together with a label bearing the word 'poison,' may be admitted to the mails under first-class postage rates."

Prof. James H. Beal moved that the report be received for consideration.

Mr. R. C. Stofer seconded the motion.

Carried.

After considerable discussion the substitute was, on motion duly seconded, put and unanimously carried, approved and Mr. Charles A. West duly appointed to inform the Postmaster General of this action of the Conference.

On behalf of the same Committee Mr. Charles A. West moved the adoption of the following resolution:

Resolved, That the Committee on Revision of the United States Pharmacopoeia be requested to consider the desirability of inserting in the forthcoming revision of the United States Pharmacopoeia a section defining the word 'poison.'"

Mr. C. Mahlon Kline seconded the motion.

Carried.

The Conference then took up the proposed substitute for subsection (a) of Section 2 and

Mr. James H. Beal moved that the proposed substitute for subsection (a) of Section 2 of the Harrison Bill as typewritten and distributed among the members be adopted.

Mr. C. Mahlon Kline seconded the motion.

Mr. Frank H. Freericks moved, as a substitute to Professor Beal's motion, to amend by inserting the words "and in the presence" after the word "supervision" in the second line, and by striking out the remainder of said subsection and inserting the words "and such administration shall be considered a consumption thereof for the purposes of this act."

Mr. Charles F. Nixon seconded the motion.

After some discussion Mr. Freericks' motion was put to vote and lost by a vote of 12 to 3.

Prof. Beal then asked the Conference to consider the advisability of following out Dr. Wilbert's suggestion and striking out the words "registered under this act"; whereupon by unanimous consent these words were stricken out and the substitute as adopted by the Conference made to read:

(a) To the administration of any of the aforesaid drugs to a patient by or under the supervision of a physician, dentist or veterinary surgeon in the course of his professional practice only. *Provided, however,* that such physician, dentist or veterinary surgeon shall personally attend upon such patient.

Mr. Charles M. Woodruff moved that the Conference reaffirm its approval of the Harrison Bill 6282 as now presented in the Senate Committee Reprint with such changes as the Conference had this day adopted; and urge upon Congress the immediate passage of the same.

Dr. W. C. Abbott seconded the motion.

The motion was then put and carried with three dissenting votes as follows:

Mr. Frank H. Freericks stated that he desired to be recorded as voting against the motion because the bill still discriminated in favor of the dispensing doctor against the pharmacist.

Mr. James F. Finneran stated that he desired to be recorded as voting against the motion because of instructions given him by the Executive Committee of the Association he represented.

Mr. Charles F. Nixon stated that he desired to be recorded as voting against the motion for the same reason Mr. Finneran had given.

Upon inquiry of Dr. A. R. L. Dohme, Prof. James H. Beal, Secretary of the American Pharmaceutical Association notified the Conference that that Association had referred to the Conference the subject matter of some possible amendment to the food and drug laws that would eliminate the evils of the so-called variation clause without removing or prejudicing the protection it afforded to legitimate interests, and against other and greater evils that would follow if the "variation clause" were not a part of the law.

Dr. A. R. L. Dohme moved the adoption of the following resolution:

Resolved, That it is the sense of this Conference that it is opposed to all legislation tending to eliminate the 'variation clause' from the food and drugs act."

Motion seconded.

Mr. Charles M. Woodruff stated that his association, the National Association of Manufacturers of Medicinal Products were most vitally interested in this question and most earnestly opposed to any elimination of the "variation clause"; but that in all fairness such summary action as Dr. Dohme's resolution, if adopted, would effect, should not be taken. He believed there were many who were honestly in favor of the absolute elimination of the "variation clause" to

remedy some evils that had, perhaps, sprung up under it; but he believed that these advocates could be made to see the greater evils that would follow the elimination of the "variation clause"; and he further believed in constructive work, and that if the Conference could get together with the representative of such advocates some way of meeting the situation might be discovered, and a plan agreed upon that would save much legislative contention, and long and expensive litigation to preserve industrial rights that would follow any law eliminating the "variation clause." He therefore moved the whole matter be referred to the Executive Committee for the purpose of effecting such a conference.

Mr. James F. Finneran supported the argument of Mr. Woodruff in some interesting remarks, and seconded the motion, which was put to vote and unanimously carried.

Dr. M. I. Wilbert suggested that the Executive Committee of the Conference get in touch with the National Association of Food and Drug Commissioners.

Mr. Adolph C. Rosengarten moved that the Secretary of Agriculture be requested to give the Associations connected with this Conference, as well as others interested in the production and sale of insecticides and fungicides a hearing respecting certain interpretations of the Insecticide Law of 1910; and that the Executive Committee arrange for such hearing.

Seconded and adopted.

Dr. W. C. Abbott moved that a stenographer be employed for the Secretary.

Seconded and referred to Executive Committee.

There being no further business the Conference adjourned to meet at the call of the President.

C. M. WOODRUFF, Secretary.

THE REAL TEST OF A MAN.

There are plenty of men who, through fortunate circumstances, go pretty high, yet who could not stand an hour's test of real grueling by fate. They would wilt down into whimpering cowards and abject failures. The final test of character is the things one will not do under any circumstances. There are men we instinctively know would be ground into dust and scattered to the four winds before they would yield in a matter of honor. There are men we know who would face all the disasters and pain that might come without losing their vital grip on life. Their personality is indestructible.

It is this bed-rock quality, this power of ultimate resistance, that marks a man as a real man, whether he shovels coal or sails a million-dollar yacht.—*Popular Magazine.*