

PROCEEDINGS OF THE LOCAL BRANCHES.

"All papers presented to the Association and its branches shall become the property of the Association, with the understanding that they are not to be published in any other publication than those of the Association, except by consent of the Committee on Publication."—By-Laws, Chapter X, Art. III.

Reports of the meetings of the Local Branches should be mailed to the Editor on the day following the meeting, if possible. Minutes should be *plainly* written, or typewritten, with wide spaces between the lines. Care should be taken to give proper names correctly, and manuscript should be signed by the reporter.

NASHVILLE

The Nashville Branch Meeting of the American Pharmaceutical Association was held in joint session with the Nashville Drug Club in the Life and Casualty Building, when D. J. Kuhn, president of the Nashville Drug Club, presided. The minutes of the previous meeting were read and approved. Dr. E. A. Ruddiman reported on the meeting of the American Pharmaceutical Association held in Atlantic City, September 5 to 9. He stated that while the number in attendance was very much reduced on account of the threatened railway strike, it was a very successful meeting; many valuable papers were presented. The consensus of opinion among the members was that higher educational requirements should be exacted of those who enter the profession. The Committee on Prerequisite Laws made a strong argument in favor of such legislation.

It was reported that Dr. J. O. Burge had been elected honorary president of the American Pharmaceutical Association, and Mrs. E. A. Ruddiman chosen president of the Women's Section. The Branch expressed its pleasure in these elections.

Ira B. Clark reported at length the transactions of the recent meeting of the National Association of Retail Druggists held in Indianapolis. A large part of the transactions were concerned with legislative matters and Mr. Clark reviewed many of the laws and bills that were advocated. He stated that laws had been passed in the states of Washington and Florida imposing a tax on distributors of trade coupons and predicted that similar laws would be proposed in other state legislatures.

The propaganda work on the U.S.P. and N.F. preparations received considerable attention. Mr. Clark reported that the Detroit

Local Druggists' Association employed a pharmacist to manufacture samples of such products and for doing detail work among the physicians of Detroit. For the purpose of carrying on this work each member of the Association pays \$25 a year.

The resignation of E. F. Trolinger as secretary of the Nashville Drug Club was accepted and William R. White elected to fill the vacancy.

Dr. J. O. Burge read a paper in which he urged larger accessions to the American Pharmaceutical Association.

• WILLIAM R. WHITE,
Secretary.

WHAT ARE THE OBJECTS AND AIMS OF THE NASHVILLE DRUG CLUB AND THE NASHVILLE BRANCH OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.*

BY J. O. BURGE.

What are the objects and aims of the two organizations, the Nashville Drug Club and the Nashville Branch of the American Pharmaceutical Association? My interpretation of the advantages derived by a membership in the Nashville Drug Club is that by meeting together at regular stated intervals we have an opportunity of discussing with each other the problems that arise in our daily business, which are of material interest, and we can exchange ideas as to the best methods of meeting and overcoming the same. We are all engaged in the same calling and pursuing the same objects—health, happiness and three square meals a day. To attain success at it, we must cut out selfishness, dishonesty and unfair dealing, and pull together

*Read before joint meeting, Nashville Branch A. Ph. A. and Nashville Drug Club.

for the common cause; then we have a chance to accomplish something and get what we go after.

The prime object of the "Club Organization" is to look after the commercial side of pharmacy, to see how and where we can buy to the best advantage, to find how we can sell for a fair profit, and protect ourselves from "dead beats" and slow-paying customers. This is along the line covered by the National Association of Retail Druggists, and the name "Nashville N.A.R.D. Club" would not be inappropriate, and I would suggest its adoption. Then it could become representative of the National Association, occupying the same relation to that body that the Nashville Branch of the A. Ph. A. does to the American Pharmaceutical Association, thereby strengthening the power and influence of both organizations for securing reforms and legislation for the good of the calling, and fighting that which may be injurious and harmful. So much for the objects and aims of the "Club."

Now for what the A.Ph.A. Branch stands for. It is a representative of the American Pharmaceutical Association in Nashville and so far in the state of Tennessee. Through its Journal and Year-Book it brings Nashville pharmacists in direct touch with the leaders of their profession, with the very men who make the U.S.P. and N.F. The Branch represents the professional side of your business and if you will attend the meetings of the Branch and Club, which are held jointly now, and read the JOURNAL, you will be able to keep abreast of the times in both the professional and commercial side of your calling. A well-balanced man requires mental as well as physical training. It is as essential for you to keep up the professional side of your business as well as the commercial

side. Don't get one sided. Did it ever occur to you that the neglect of the professional side of your business might be the cause of so many druggists losing out with the doctors. To get his attention and confidence you must talk pharmacy and medicine to the doctor every time you have an opportunity. This you cannot do intelligently and with effect unless you read and study the changes, and keep up with the improvements that are constantly being made in medicine and pharmacy. Join the Association and advertise yourself as a member of the A.Ph.A. on your stationery, prescription blanks, cards, etc., and thus bring prestige to your Association and honor to yourself. It will bring you respect and confidence from your trade if the physicians and the public are made to understand that "A.Ph.A." means an organization of the leading pharmacists of the world, and that you think enough of yourself and have enough interest and ambition in your profession and business to connect yourself through this agency with these leaders, and are thereby kept in direct touch with the best thought and methods of your calling. Be as quick and ready to advertise that you are a member of the A.Ph.A. as that you are an A.D.S., a Penslar, or a Rexall, and practice what you learn from the JOURNAL and Year-Book, and I will assure you it will be worth much more to you at the end of each year than are the three others put together. Come on, join the Association, have two nice signs, "Member of A.Ph.A.," made, put one over your prescription stand and the other at the front door, and watch for results, if you do your part as you should. Remember, this is like everything else. If you are going to succeed, you must meet old opportunity when he knocks.
