

PUBLICATION COMMITTEE.

The Editor desires to here express his sense of appreciation of the assistance rendered by the Publication Committee. From the beginning the committee gave the Editor a free hand in determining the character, make-up and contents of the JOURNAL, and at the same time has always quickly responded with advice and suggestions when these were called for.

Respectfully submitted,

JAMES H. BEAL,
General Secretary.

SOME INCIDENTS IN THE LIFE OF A TREASURER.*

DR. H. M. WHELPLEY, ST. LOUIS, TREASURER AMERICAN PHARMACEUTICAL ASSOCIATION.

The average person interested in the activities of organizations has a feeling that association dues, like doctors' bills, are really due only when it is convenient to pay them. The by-law which provides for payment in advance is regarded as a matter of form, not to be taken seriously.

When I became treasurer of the A. Ph. A., I found fully three-fourths of the members in arrears for dues. Some owed only for the current year, and others from two to five years. A study of the records showed that many members were in the habit of letting the Association carry them along as delinquents. They would pay annually, but continually remain a few years behind. This custom was not confined to members with little interest in the Association, but was a habit with some who frequently attended the meetings, served on important committees, and even accepted offices of honor and trust.

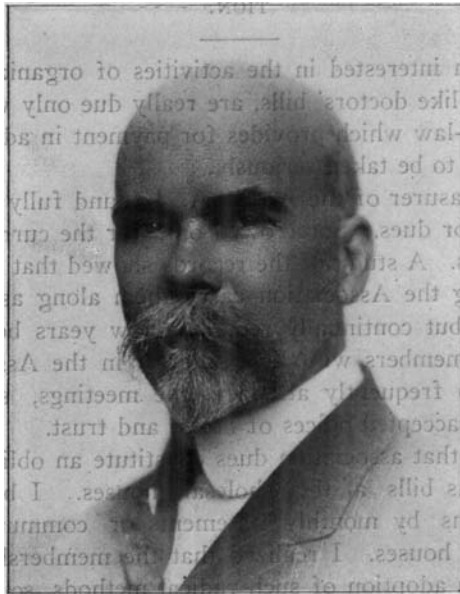
I have always held that association dues constitute an obligation which should be met as promptly as bills at the wholesale houses. I believe the treasurer should push collections by monthly statements or communications, as do the credit-men in jobbing houses. I realized that the membership would not stand the shock of a sudden adoption of such radical methods, so when I took up the work in 1908, I was careful to feel my way and gradually educate the Association up to what seems to me to be a safe and sane custom of paying dues as provided for in the by-laws. Many told me that it could not be done. Others supported my position, and leading members all over the country have cooperated with the treasurer in bringing local members up to date. One member of national as well as local influence in pharmaceutical affairs wished me success in my work, but said he could not approach local delinquents, because, as he explained, "Persons who do not pay their debts are touchy about it when an effort is made to collect."

During the past year I have been more persistent than before, and am pleased to report that, out of more than 2500 members, less than one-fifth owe the Association dues. What is more, this small number is confined to members who are paid up to July 1, 1912, and have been delinquent for only six weeks.

*Submitted in connection with the Treasurer's Report.

This radical change in methods has placed in the treasury between \$5000 and \$10,000 that would otherwise be outstanding. The sum can only be estimated, as many who have paid up would have been eventually dropped for non-payment if permitted to let the account run four or five years.

The change in methods of collecting and the vigorous efforts to cure delinquents have produced constitutional disturbances in some members, and occasionally prove fatal. One member paid up and resigned, explaining that my demands were too exacting. Another said that pharmacists could not afford the swift financial pace of the Association. Some became indignant and others grieved. One man wrote that he had been a member for a quarter of a century, and was always three or four years behind, and did not propose to pay \$25 back dues "just to please a new treasurer." One woman curtly wrote that my fourteenth letter, asking for \$10, was not courteous to her sex. I should explain here that some who owed a dozen or more letters would respond with ten or fifteen dollars



HENRY M. WHELPLEY, Treasurer.

to a subsequent communication. I felt my way carefully, and made certain that the postage and stationery for so many letters was fully justified by the returns.

I will give a few extracts from the several hundred comments made on my work:

ADMONISHES THE TREASURER.

"I enclose ten dollars. If you will see to it that my name is spelled correctly, I will not put you to the trouble of writing ten letters again."

WANTS ASSURANCE IN WRITING.

"If I can be assured that you will put me down as 'resigned', and then not trouble me again with eleven letters, I will send you five dollars and resign. But I first want the assurance in writing."

DIPLOMATIC RELATIONS SEVERED.

In answer to my ninth letter, a member paid \$5.00 and resigned. I sent him a receipt, and a letter expressing the hope that he would soon be in a position to return to the A. Ph. A. This was returned, and the envelope stamped with the word "*Refused.*"

NO LOVE FOR ONE OF THE OFFICERS.

"I have your sixth notice. I will not pay my dues, because I do not like one of the officers, who lives in my city."

JOINED ONLY FOR ONE YEAR.

"Your eighth letter asks for an explanation. I did not order you to continue my membership after the first year. I hope this fully explains."

NOT A MEMBER.

"I never joined the A. Ph. A., so I do not feel like paying a bill of fifteen dollars."

WAS AWAY FROM HOME.

"I have been around the world. I find your fourteenth bill, and suppose the previous thirteen are following my line of travel and will all reach me in due course of time."

CANNOT MEET EXPENSE.

"I am now a married man, and cannot meet the expense of dues, so stop your letters and save the postage."

NO LONGER A PHARMACIST.

"I am now in the hardware business. I have no use for so many letters from you."

READY TO BE DROPPED.

"Yes, drop me. Barkis is willin'."

NO BANK ACCOUNT.

"So you will draw on me for fifteen dollars. Hope you will get it. I cannot get any money out of the bank, and have not seen so much as fifteen dollars for many moons."

PAID WITH STAGE MONEY.

A member paid his 1910 dues by check, and a few weeks after sent me the cancelled check to pay for 1911. He said he would pay for 1912 soon. Another sent a cancelled check which had paid N. A. R. D. dues, to convince me that he did not owe A. Ph. A. dues.

LOOKING FOR A. PH. A. DIVIDENDS.

1. "From my point of view, I cannot see wherein I can derive any benefit from being an A. Ph. A. member."
2. "I have your twelve letters. That is sufficient. Do not send me any more. I do not see anything in the A. Ph. A. for me."

TOOK FRENCH LEAVE.

1. "I quit the A. Ph. A. long ago. Why do you keep after me?"
2. "I do not consider myself a member."
3. "I have never done business with your concern."
4. "I disconnected myself over two years ago. That is why I do not answer."

THOUGHT THE TREASURER WOULD TIRE OUT.

"As I received each notice, I thought it surely would be the last one you would bother me with. Why do you not stop when I do not pay?"

SAVED BY A FELLOW MEMBER.

"At a lodge meeting a fellow member waxed warm about the A. Ph. A., when he found I am about to be dropped. I enclose \$15, and will be a good boy from now on."

PROMISES REFORMATION.

"Do not blacklist me. I enclose twenty dollars. See how prompt I will be hereafter."

"Will the enclosed twenty-five dollars cause you to forget the past? If so, I will take care of the future."

"Ye Gods! Can that be true? If so, I must be dilatory in my business methods. I enclose ten dollars. No more tenth notice for me."

"I enclose \$10.28. The twenty-eight cents covers postage on your fourteen notices, and will remind me to be on time in 1912."

PAYS FAR IN ADVANCE.

Many delinquents have paid for one or more years ahead, in order to atone for the past. One said, "The A. Ph. A. carried me for three years. Now it is only fair for me to reciprocate."

IN HUMOROUS VEIN.

"First of all credit me with the enclosed ten dollars. Now hear about the judge who discharged a prisoner arrested for a plain drunk. The culprit had a long string of wienerwurst. He said, 'Vell, you vas a good chudge. I gif you de wiener.' Dr. Whelpley, you are a good treasurer—I gif you de wiener."

BOX AND CARTAGE PAID BY THE DELINQUENT.

1. "I enclose my dues and a few stamps, to replace those used in chasing me."
2. "Can you guess what the extra twenty cents is for? If not, find out that ten notices cost ten twos."

3. "I hope the twenty-two cents additional will put you in a good humor, and you will cease addressing me as 'Miss'. I am not a member of the feminine sex, even though my name so indicates."

4. "The \$20.40 covers dues and postage on dues. You are onto your job, and deserve a reward."

5. "I send an additional twelve cents for postage. That is more than my slow-pay customers do. But the world is full of trouble, and I suppose that you and I must take our share along with the rest of mankind."

STILL LOVES THE A. PH. A.

"I have all of your letters, both the coaxing and the threatening ones. You do not frighten me. I send the money because I am now ready to do so. I still love the A. Ph. A."

ABJECT APOLOGY.

1. "Will this ten and my abject apology place me in good standing?"
2. "No excuse can atone for my negligence."
3. "Please forget that I was so unmindful of my duty."

APPROVES OF THE NEW METHODS.

1. I congratulate you on the successful methods you follow as a treasurer."
2. "Your perseverance, patience and pluck must bring results."
3. "I enclose twenty dollars for four years. These are past due, and one is in advance. Treasurer Whelpley, you are some collector."
4. "I am now up to date, and I know you will never permit me to get behind again."
5. "Dr. Whelpley, your system is wonderful, and it has been worth the enclosed ten dollars to read your fourteen letters; but I am afraid of what you might say in the next one, so I hasten to remit."

REPORT OF THE TREASURER OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

July 1, 1911, to January 1, 1912.

<i>Receipts.</i>		
Cash on hand July 1, 1911.....		\$5701 08
Received from annual dues, 1908.....	\$5 00	
Received from annual dues, 1909.....	295 00	
Received from annual dues, 1910.....	605 00	
Received from annual dues, 1911.....	4585 00	
Received from annual dues, 1912.....	625 00	
Received from annual dues, 1913.....	10 00	
		\$6125 00
Received from sale of 4 Certificates, @ \$5.00.....	\$20 00	
Received from sale of 3 Certificates, @ \$3.00.....	9 00	
		29 00
National Formulary		1632 46
Badges and Bars		69 40
Bulletin		1 25
Proceedings		71 51
Interest on Bonds	\$200 00	
Interest on International Bank	118 00	
		318 00
Bank Exchange		1 10
Reimbursement on Overpayment		44 92
Journal		3 00
		8295 64
Hallberg Memorial Fund	\$1418 53	
Centennial Fund	15 00	
Life Membership Fund	270 00	
Procter Monument Fund	5 95	
Ebert Legacy Fund	146 32	
		1855 80
Total		\$15,852 52

<i>Disbursements.</i>		
August 1, Check 1837, Louis C. Hesse, printing and stationery.....		\$17 50
August 1, Check 1838, Automatic Addressing Co., Bulletin.....		5 93
August 1, Check 1839, E. F. Greathead, printing and stationery.....		11 90
August 1, Check 1840, H. M. Whelpley, printing and stationery.....		10 92
August 1, Check 1841, Wm. B. Day, Committee on Membership.....		13 00
August 1, Check 1842, Regan Printing House, Bulletin.....		135 96
August 1, Check 1843, J. W. England:		
Bulletin	\$2 00	
Printing and stationery.....	9 39	
Miscellaneous expenses	5 20	
		16 59
September 1, Check 1844, A. H. Fetting, badges and bars.....		80 50
September 1, Check 1845, Wickersham Printing Co.:		
Proceedings	\$1337 81	
National Formulary	45	
Miscellaneous expenses	8 65	
		1,346 91