

the third week in August, or at such date as may be mutually agreed upon by the local committee of the Council:

It further recommends that:

The local committee and the Committee on Transportation obtain full particulars in relation to rates and routes, prices for hotel accommodations, etc., and file the same with the Secretary at such a date as will enable him to bring this information before the annual meetings of the several State Associations.

It further recommends that the invitation from San Francisco to hold the meeting for 1915 in that city be turned over to the incoming Committee on Time and Place of Meeting for consideration.

Respectfully submitted,

THOS. F. MAIN, Chairman, New York.

F. C. GOLDBOLD, New Orleans.

CHAS. HOLZHAUER, New Jersey.

J. C. BURTON, Oklahoma.

W. MITTELBACH, Missouri.

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### THE BACKBONE OF THE DRUG STORE.

The backbone or most important department of every drug store, whether located in the city or small town, should be that portion devoted to the filling of prescriptions.

In all towns the doctor, or doctors, as the case may be is either friendly or unfriendly to the druggist. Where an unfriendly condition exists it may be due either to the narrow-mindedness of the doctor or the druggist himself. Any physician who is practicing medicine, both for the love of the profession and the money he can derive therefrom, would much prefer to prescribe in preference to dispensing his medicine. The physician who dispenses his own medicine will easily add from \$400 to \$800 to his annual expense account; whereas, his brother practitioner who prescribes will add approximately that amount to his bank account. At least fifty per cent of the people who get medicine from a dispensing doctor never pay for it—but, if the physician gives the patient a prescription instead of the medicine, the druggist as a business man will demand the cash upon the delivery of the prescription, provided the patient's credit is not good, thus minimizing the physician's loss by crediting dead-beats.

If these conditions are discussed with the physician, and if the druggist is a competent pharmacist and will carry the desired line of prescription material, no sane physician can object to doing an absolute prescription business.—*R. L. Sanford in the Western Druggist.*