

ideas have recurred to me again and again in considering what might be our work. I was much impressed by a statement made by Professor Ladd, of North Dakota, in a paper which he read at the annual meeting of the Iowa Pharmaceutical Association last month. His subject was the question of fake prescription nostrums and patent medicines, and he said that in his state where so much had been done to reduce if not eliminate the evil, an active campaign of education had been carried on and that one of the most effective means had been the women's clubs. The results had been so good that he did not hesitate to say that at the next session of their legislature they will be enabled to enact a law restricting the sale of prescription nostrums and patent medicines to those passed upon by competent authority and shown to be of therapeutic value in those diseases for which they are recommended. If the women's clubs of North Dakota were a factor in an educational campaign that will be able to bring about such a reform, such means are not to be despised.

It is probably safe to say that each woman here belongs to some club, some of you to several. Even though some of these clubs have some specific line of work or study, I believe it would be possible to bring to them for consideration any message that this Association wished to present. It would be a sort of propaganda movement. It need not be the elimination of patent medicines, but anything that this Association saw fit to take up, anything pharmaceutical upon which the public needs enlightenment.

It isn't the public alone that needs to be educated. Some druggists need reforming in a general way, I believe women might make drug stores pretty much what they should be, though probably the proprietor's principles might remain unchanged. Every pharmacist who has given it thought knows that a large part of his business is done with women. I believe it is estimated that 85 percent of all general merchandise sold is purchased by women. I shouldn't be surprised if something like the same thing is true of the sales in the average pharmacy. At any rate, the proportion is sufficiently large to inspire respect for the opinion of the women of any community.

I have not gone so far as to think out how the clubs of any city could reach the druggists, but it is possible that sometimes it would only be necessary to request their compliance with any principles adopted. Perhaps the passing of resolutions which could reach the public through the press and the druggists themselves by mail, might be effective. In some cases, it might be necessary to resort to severer measures. I am not certain that a boycott would be justified unless it be in extreme cases, but I am pretty sure that would not be ignored. Most any business man, however lacking in principle, would defer to public opinion or the desire of the women of his locality rather than have his sales materially reduced. I think it is worth our consideration.

The President then called for the report of the Committee on Resolutions, which was as follows:

REPORT OF COMMITTEE ON RESOLUTIONS.

The chairman was unable to get a meeting of the committee and has, therefore, no report to make, except to request that a vote of thanks be extended to the druggists of Nashville and their ladies for the splendid entertainment they have

accorded us; to the ladies who have so generously contributed music and papers to our program; to the Nashville press for the liberal space devoted to our meetings and for the very intelligent reports published; to the absent ones who have shown interest in our work by contributing papers; to the A. Ph. A. for its cordial welcome and support; and that our appreciation of all these favors be expressed in a rising vote of thanks.

ANNA G. BAGLEY, Chairman.

The report was accepted and a rising vote of thanks extended as suggested in the report.

Adjournment was taken with the audience singing, "Blest Be the Tie That Binds," led by Mrs. Evans.

ANNA G. BAGLEY, Secretary.

SUCCESSFUL PROPRIETARIES.

We read again and again of the money made in patent medicines. In fact, the undiscerning public holds that the patent medicine road is the sure road to wealth. But we are not told of the thousands of failures in such ventures. Their story is told only in the dull pages of the annual inventory, where they are, or should be, gradually written off as a dead loss to the retail druggist. Even among the proprietaries which are considered successful there are but few which are really large sellers. An interesting light is thrown on this question by the evidence presented before the parliamentary committee on proprietary medicines now sitting in London. One of the directors of "Boots Limited," a corporation which controls 534 retail drug stores throughout Great Britain, testified that out of 269 articles listed by the British Medical Association as either "secret" or "non-secret" remedies, 121 have no sale at all in the Boots stores, 57 have an intermittent sale, 12 sell fairly well, 23 sell well, 25 sell very well, and 30 have a very large sale. It will be seen that out of 269 remedies only 55 sell very well. This is a small number of successes out of the thousands of proprietary medicines that have been introduced in Great Britain.—*American Druggist*.