

Changes of Address

All changes of address of members should be sent to the General Secretary promptly.

The Association will not be responsible for non-delivery of the Annual Volume or Year Book, or of the JOURNAL unless notice of change of address is received before shipment or mailing.

Both the old and the new address should be given, thus:

HENRY MILTON,
From 2342 Albion Place, St. Louis, Mo.
To 278 Dartmouth St., Boston, Mass.

Titles or degrees to be used in publications or in the official records should be given, and names should be *plainly* written, or *type-written*.



REUM, ARTHUR W.,
From Box 643 Klamath Falls, Oregon,
To 1124 Gough St., San Francisco, Cal.

BROWN, B. A.,
From 711 Bell St., Seattle, Wash.,
To 4730 Latona St., Seattle, Wash.

KNAPP, GUS,
From Laguna, P. I.,
To 40 Garrison Lane, Baltimore, Md.

ECKLER, CHAS. R.,
From 432 E. St. Clair Ave.,
To 335 Northern Ave., Indianapolis, Ind.

HUGILL, RAY,
From Detroit, Mich.,
To Cheboygan, Mich.

MOYER, A. E.,
From Detroit, Mich.,
To Erie, Mich.

PHARES, WALTER L.,
From Rock Island Arsenal, Rock Island,
Ill.,
To care Chief Surgeon, Philippine Div.,
Manila, P. I.

SMITH, WM. H.,
From Yonkers, N. Y.,
To Desmond Ave., Bronxville, N. Y.

WATSON, E. T.,
From Rule, Texas,
To Newcastle, Pa.

BERKOWITZ, MORRIS R.,
From Chelsea, Mass.,
To residence unknown.

BLANCHE, ROBERT H.,
From Philadelphia, Pa.,
To residence unknown.

BALLOU, CLARENCE O.,
From 8th and 17th Sts., Boise, Idaho,
To 9th and Idaho, Boise, Idaho.

COLEMAN, GEO. E.,
From 607 Washington St., Dorchester Center, Mass.,
To 21 Aspinwall Road, Dorchester Center, Mass.

FONTYNE, GUSTAVE,
From Ft. Wint, P. I.,
To Ft. McKinley, P. I.

YOUNG, DR. HARRY G.,
From 7937 Madeira St., Pittsburgh, Pa.,
To Forest and Birmingham Aves., Avalon, Pa.

ALBERTS, LEE,
From Lowell, Indiana,
To Kewanee, Wisconsin.

RIESS, H. W., Sgt. H. C., U. S. A.,
From Ft. Wayne, Mich.,
To C. S. O., 2d Div., Texas City, Tex.

STEPHENSON, JOHN J.,
From 1880 Lexington Ave., New York, N. Y.,
To 2140 Jamaica Ave., Richmond Hill, Long Island, N. Y.

ROE, J. N.,
From College and Locust Sts., Valparaiso, Ind.,
To 706 S. Lincoln St., Chicago, Ill.

THE EXCEPTIONAL EMPLOYEE.

Mr. Carnegie says: "The most valuable acquisition to his business that an employer can obtain is an exceptional young man. There is no bargain so fruitful."

By the exceptional young man Mr. Carnegie means the one who is always looking out for his employer's interests, the young man who keeps his eyes open, who is always trying to make suggestions for improvements in the business, who is always studying for some better, simpler, more efficient way of doing things.

Never before was there such a demand for the exceptional, the resourceful man, the man who can think, who can devise new and original ways of doing things, the man who can grasp the needs of the situation and solve them with his own resourcefulness.

Napoleon said that his soldiers fought so well because every man carried a field marshal's baton in his knapsack. In other words, every man in Napoleon's army *expected advancement and was prepared for it*.

The principle of advancement, of growth, of progress, is the same whether in employer

or employe. Business grows because of enterprising, progressive, pushing, up-to-date methods. Promotion for the employe requires the same pushing, vigorous, alert methods.

If you want to be advanced, you must be dead-in-earnest and enthusiastic over your employer's business. You must go to the

bottom of it; study it, just as much about it as possible. If you intend to take up the same line of business yourself, your present opportunity of observation and study will be of untold value to you. At present, you are really an apprentice, being well paid for your work, besides having the opportunity to learn the business.—*Orison Swett Marden.*

DOES NOT KNOW WHAT HE IS LOSING.

A man can be a good citizen and a good druggist without being a member of his state and national pharmaceutical associations, and in spite of denying himself the privilege of attending their meetings, but, by doing so he is missing the one thing needed to round out his higher professional life and to make his day's work a thing of pleasure and satisfaction instead of year round drudgery. There is nothing that will benefit a man in all ways more than the direct personal, friendly contact with other men interested in the same problems and the same ways of making a livelihood as himself, and this is what makes attendance at one's state or at the American Pharmaceutical Association meetings worth while. A man can read the papers contributed by fellow members at his leisure and can study them to better advantage than, but he misses the personal comment, criticism and discussion of other men that often make the paper a living thing and through which he might get just the suggestion he needed for solving some difficult problem of his own. The greatest value of association meetings does not lie in the formal sessions but in the impromptu gatherings of men from different sections and with different experiences, where real personal experiences are told and problems are discussed in a practical way. Ask any man who attends association meetings what feature of the meetings is most profitable and pleasurable to him and he will answer at once, "Meeting other men and swapping experiences."

This is the most valuable feature of all meetings of men associated together for a common purpose and it is one of those intangible things that must be experienced to be valued. The druggist who never attends the meetings of his state association does not know what he is losing; the druggist who does not attend at least one meeting of the American Pharmaceutical Association is an undeveloped as the man who lived at the seashore but who never took a bath, because he did not believe he needed washing. It is not the attendance at formal sessions and attentive discussion of papers and motions that make the meetings pay, it is the real privilege of personal contact with other members, with other men who have ideas and ways of doing things that they are glad and willing to tell others, the broadening of one's mental horizon by such intimate conversation, the realization that even the druggist's life has ideals and men who are striving to make these ideals actualities. Does it pay to meet the men in actual friendly conversation who have been but names in textbooks before? Ask any younger member of your state association, or better yet, a young member of the two great national associations, if he does not think himself well repaid for his time and expense by the friendships formed with older men and by the encouragement received from men whose names are famous in pharmacy and science.—*American Druggist.*