

of the Eleventh International Pharmaceutical Congress at The Hague, be instructed to present to that Congress a proposal for the establishment of an Internal Commission on Pharmaceutical Nomenclature to take into consideration the nomenclature of all the drugs, medicines and preparations dealt in by the pharmacist, whether pharmacopœial or non-pharmacopœial, and to carry on an active propaganda throughout the world, with a particular view to the prevention of the adoption of names which through their similarity may have a tendency to cause errors in dispensing.

REPORT OF THE GENERAL SECRETARY AND EDITOR OF THE JOURNAL.

J. H. BEAL.

For the Fiscal Year Ending December 31, 1912.

Financial Accounts in Care of the General Secretary.—As required by the provisions of the By-Laws, most of the financial transactions of the Association are in charge of the Treasurer, who collects and receipts for dues, and has the custody of the Invested and Trust Funds. Those who have observed the very efficient manner in which the Treasurer has discharged the duties of his office will not be inclined to suggest any different arrangement.

The financial accounts in the care of the General Secretary are confined to receipts for sale of the National Formulary, Journal Advertisements and Subscriptions, Proceedings, Badges and Bars.

During the fiscal year ending December 31, 1912, the cash receipts of the General Secretary's office were as follows:

From sales of the National Formulary.....	\$3,520 50
Journal Advertising and Subscriptions.....	2,667 89
Proceedings	147 64
Badges and Bars.....	60 87
Miscellaneous	29 64
Total	\$6,426 54

Itemized statements of the above receipts and corresponding remittances to the Treasurer are submitted herewith, together with a Report of the Auditing Committee which checked and compared the statements with the books and accounts of the Treasurer.

The cash received by the General Secretary, and remitted to the Treasurer, during the first half of the present fiscal year, ending June 30, 1913, was as follows:

From sale of the National Formulary.....	\$1,311 89
Journal Advertising and Subscriptions.....	1,667 49
Proceedings	65 51
Badges and Bars.....	4 75
Miscellaneous	27 00
Total	\$3,076 64

Itemized accounts of these receipts will be submitted to the Auditing Committee in regular order, in accordance with the provisions of the By-Laws.

Receipts and Expenditures on Account of the National Formulary.—As shown above, receipts from sales of the National Formulary during the first half of the present fiscal year were \$1,311.89, a decrease as compared with the first half of the preceding year of \$387.65.

Thus far the expenditures on account of the National Formulary for the present fiscal year have amounted to \$615.35, with some bills which have not yet been presented for payment. For the remainder of the present year, and probably for the whole of the next fiscal year, expenditures on account of the National Formulary may be expected to far exceed the receipts from sales, owing to the great expense involved in the preparation of the plates for the revised edition, which will probably be ready for distribution towards the latter part of 1914 or early in the year 1915.

During the year 1912, there were printed and bound 3,500 copies of the National Formulary, most of which were sold during the year 1912. According to the records of the General Secretary there should have been in the hands of the printer, on August 1, the following:

334	Sheets for binding	
463	Copies, cloth, plain	
133	“ “ interleaved	
82	“ “ sheep, plain	
48	“ “ interleaved	

Total 1,060

Discounts Allowed on National Formulary.—The discounts established when the Third Revision was published, and which are still in force, are as follows:

1 to 10 copies	10%
10 to 50 copies	15%
Over 50 and less than 100 copies	20%
Not less than 100 copies	25%

In addition to the above, the Association prepays transportation on all shipments, which amounts to a very material addition to the discount.

It is the opinion of your General Secretary that when the new edition is issued the rate of discount should be increased to that generally allowed by publishers of technical and scientific books, and that the prepayment of transportation should be abandoned, except on single copies sold at full retail price, and forwarded by mail. The present system has been productive of considerable dissatisfaction. Many dealers persistently neglect to take into consideration our prepayment of transportation and insist upon having the discount usually allowed upon medical and pharmaceutical books.

Reports of Shortages on the National Formulary.—On several occasions the Secretary has been notified that book dealers were reporting that they could not obtain National Formularies to fill their orders. As far as the Secretary has been able to ascertain, these reports have emanated from several dealers to whom further shipments were refused until their long overdue accounts had been paid. Some of these accounts still remain unpaid, and a list of them will be presented to the Council at this meeting with a request for instructions as to what disposition shall be made of them.

Method of Publishing and Marketing Revised Edition of the National Formulary.—At present, the printing and publication of the National Formulary are

both in the hands of the General Secretary. Orders for five or more copies are filled from the main stock, which is in the care of the printing company, at Lancaster, Pa. Orders for less than five copies are filled from the Secretary's office, at Scio, Ohio.

At the Denver meeting, the General Secretary recommended that future editions of the work should be printed and published by the Association, as at present, but that its distribution and sale should be placed in the hands of a publishing house which is in touch with the book trade, and possesses the equipment for rapidly handling orders large or small. This recommendation is again made.

Under the proposed plan, each copy would bear upon the title page, before



EUGENE G. EBERLE, Dallas, Tex.,
Chairman of the Council.



FABIUS C. GODBOLD, New Orleans,
Vice-Chairman of the Council, 1912-1913.

delivery to the sales agent, a serially numbered coupon. The books thus numbered would be delivered in large lots to the authorized sales agent, who would be responsible for their subsequent distribution, and would assume the risk of collection. The serially numbered coupons would be in the hands either of the Treasurer or General Secretary, and delivered to the printer for pasting in the books before shipment to the sales agent.

This method has been pursued in the manufacture and sale of the United States Pharmacopœia for the past ten years, and has proved eminently satisfactory.

Our Antiquated Financial Methods.—The present method for the payment of bills was established at a time when the Association did not have as many bills in

a year as it may now have in a single month. The method is entirely inadequate and should be changed.

According to the By-Laws, every bill must be scrutinized and approved by seven members, distributed from Boston, Mass., to Dallas, Texas; and this applies even to bills for which appropriations have regularly been made, and which have been ordered paid by the Council. As a consequence, it may require a month to obtain the necessary signatures before a warrant can be drawn upon the treasury.

In my opinion, the signatures of but two officers should be necessary, that of the General Secretary upon the warrant upon the treasury, and that of the Treasurer upon the check issued in consequence of such warrant. I therefore recommend that our By-Laws be modified accordingly.

Membership Campaign.—Since the Denver meeting, a constant campaign for new members has been conducted by the regular Committee on Membership, by the local committees at Nashville, and from the General Secretary's office. Results, while gratifying, have been far from satisfactory. I am convinced that the only thing necessary to increase the membership of the Association to a point that will be commensurate with its importance and its services to pharmacy is the hearty cooperation of all of its present members. If the present members will charge themselves with the duty of making a special campaign for only one year, our membership roll will be doubled.

Membership Committee.—The Report of the Membership Committee will show that the plans and methods of the former Chairman have been continued, with good results, by the present Chairman, Prof. A. H. Clark. After some study of the subject, your General Secretary is inclined to recommend that the present Membership Committee, which is so large as to be unwieldy, be broken up into a number of District Committees, each district to consist of a group of contiguous states, and each committee to have its own chairman.

In addition to district committees, there should also be special committees to appeal to different classes of pharmacists, as, for example, a committee on membership from colleges of pharmacy, one on membership from boards of pharmacy, one on membership of workers in scientific laboratories, one on membership of food and drug chemists, etc.

By such a division of the work the territory would be more carefully canvassed; the members of the committees would feel greater individual responsibility, and the character of applicants could be more carefully scanned.

It is coming to be more and more recognized that membership in the A. Ph. A. is an honorable distinction in pharmacy, and in order that this distinction be maintained it is increasingly necessary that we be careful in the selection of those who are invited to become members, and of those who apply for membership without invitation.

Local Branches.—A new Branch has been established at Cincinnati, and began its activities with a large and enthusiastic membership consisting of the best known pharmacists of that city. Several very successful meetings were held during the spring months, and much is looked for from this Branch in the future.

During the year, the Secretary has also been in correspondence with members in cities where local branches might very profitably be established, and it is quite likely that two, and possibly three, new Branches will be established before the next meeting of this Association.

Editorial Policy of the Journal.—The editorial policy entered upon with the establishment of the JOURNAL has been continued, namely, to make it specifically the organ of the Association, and to confine it mainly to the representation of the Association's important activities. The Editor is still convinced that this is the best policy to pursue, and that the Association should not aim to enter the field of general pharmaceutical journalism; a field already amply filled and ably cultivated. Should the JOURNAL seek to usurp the functions of a general pharmaceutical publication, it would not only require a large editorial and clerical staff, but would naturally need to lessen the amount of space that could be devoted exclusively to Association matters. This subject is referred to for the reason that some few of our members have been inclined to urge upon the Editor the widening of the scope of the publication and the addition of new departments.

In selecting the contents for each number, the Editor has taken into consideration the fact that our Association possesses a very diverse membership, distributed over almost the entire globe, and interested in almost every phase of pharmaceutical work.

Some of our members who are interested in purely scientific pursuits would like to see the JOURNAL devoted exclusively to the publication of scientific and technical papers, while others have offered the suggestion that it be confined mainly to the publication of material relating to commercial or so-called practical pharmacy. For example, one member says, "Let the JOURNAL be confined to purely scientific pharmacy; the other journals supply sufficient information for those who are concerned only with the commercial end of the drug business." Another says, "Cut out the scientific dope, and give us more information on how to make some money out of the drug business."

With neither of these views has the Editor been able to agree, and he has therefore, to the best of his ability, endeavored to make each number of the JOURNAL representative of the diversified interests which the Association represents so that every member might find in each number something of particular interest to him.

Criticisms similar to the above have, however, been few, and the number of commendatory expressions has been far greater than the Editor could reasonably have expected, realizing as he does his lack of preparation for editorial work.

Size and Scope of the Journal.—In 1912 the total number of printed pages, exclusive of advertising, was 1466. During the present year, probably not less than 1600 pages will be required, and it does not seem possible to adequately represent all of the activities of the Association in smaller compass.

The expense of publishing the JOURNAL will be fully dealt with in the report of the Publication Committee, which report will, however, show that the expense has been far less than was originally anticipated and that, as a matter of fact, the JOURNAL is at the present time a paying proposition.

Advertising.—Naturally, with his many other duties and limited clerical help, it has been impossible for the Editor to do much effective work in the solicitation of advertising; nevertheless, the appreciation of the value of the JOURNAL as a publicity medium has constantly grown and is becoming more and more recognized by advertisers to the drug trade. The fact that only the very highest class of advertising is admitted to its columns is recognized as being of itself in the nature of a certificate of merit to the firms which are thus represented. I hereby renew the recommendation made at the Denver meeting, that an advertising solicitor be employed, and that he be one capable of rendering much needed assistance in editorial work.

Permanent Association Headquarters.—During the past year one of the questions proposed by the Editor for general discussion has been that of an Association Home or Permanent Official Headquarters. The proposition seems to have met with quite general favor; literally hundreds of letters dealing with the question having been received; so many, in fact, that the original intention of publishing all of them had to be abandoned for lack of space. The consensus of opinion is as follows:

(1) That the Association should own its official headquarters, consisting of a fire-proof building, providing office rooms, museum, library, storage for the Association archives, and a research laboratory.

(2) That the official headquarters should be located in one of the larger cities, possessed of abundant facilities for printing and binding the Association publications, and with good railroad and postal facilities.

(3) That only the physical maintenance of the building, such as heat, insurance, taxes, and janitor service, should be chargeable upon the general revenues of the Association; and that research activities should be begun and carried on only when sufficient special funds have been accumulated for that purpose.

Out of the multitude of communications received, only one member deemed such a home and laboratory unnecessary. All of the others have favored the proposition, though numerous ones have submitted a caution to the effect that such an establishment should not be entered upon until the Association is well assured of its ability to provide for its proper maintenance.

In view of the general unanimity with which the headquarters proposition has been received, it is the opinion of the General Secretary that it will be advisable to inaugurate, at this present meeting, steps for the collection of funds for the purchase of a site and for the erection, equipment and maintenance of a building. When a sufficient sum has been collected or subscribed for these purposes, it will then be time enough to consider the question of location.

Respectfully submitted,

JAMES H. BEAL.

General Secretary.