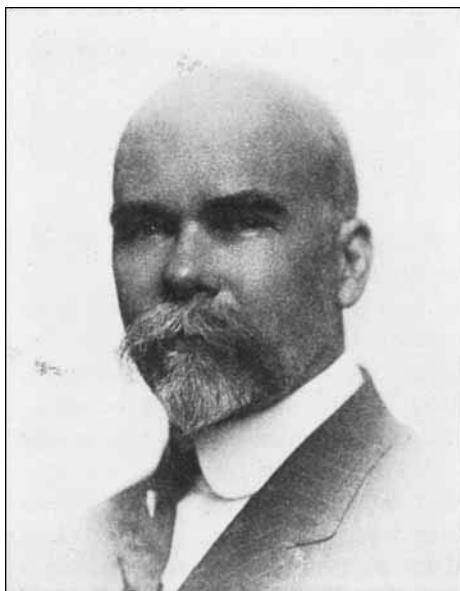


SOME ADDITIONAL EXPERIENCES OF A TREASURER.

DR. H. M. WHELPLEY, ST. LOUIS, TREASURER A. PH. A.

When assuming the duties of treasurer in 1909, I determined on a course of work intended to test the application of ordinary commercial methods to the collection of A. Ph. A. dues. Owing to a change in the fiscal year and other amendments to the by-laws, it required three years to place my plans in full operation. At the 1912 meeting, I reported satisfactory progress and during the past twelve months I have become fully convinced that the A. Ph. A. membership can be maintained with accounts paid, the same as they are paid with firms with whom our members transact business.

Members Intend to Pay Promptly. I find that the A. Ph. A. members desire to be prompt in the payment of dues but the accounts are overlooked unless the



HENRY M. WHELPLEY St. Louis,
Treasurer.

treasurer is as energetic in giving them attention the first of each month as is the financial department of a jobbing or manufacturing firm in looking after its delinquent customers. I quote from members, as follows:

"I must humbly beg pardon for my neglect."

"Yes, I overlooked my dues this year but will be prompt hereafter."

"Your suggestion to 'act on the good impulse of the moment' is inspiring and here is \$5.00."

"This time \$5.00 and an apology. Next year, \$5.00 again but no apology, for I will remit on time."

Some Members are Insurgents. It is not to be expected that a membership like that of the A. Ph. A. can be changed from a custom of two or three years' delinquency to a practice of prompt payment within thirty days, without some friction. I will give a few extracts from my correspondence to illustrate this fact.

After seven letters without a reply, a member responded to the eighth and inquired, "By what authority do you propose to drop me?" When informed on this point, he sent \$5.00.

One man wrote: "I have been a member just thirty years and never paid before the end of the year. If you do not want such members, then drop me."

Many are Interested in the Treasurer's Methods. I make it a rule to take my work good-naturedly and handle each individual case as circumstances dictate. It is encouraging to find that those who become delinquent through accident or force of circumstances also maintain composure as is shown by these sample expressions.

"It was amusing to read some of the letters received by you while endeavoring to collect back dues; no doubt, you felt at times—as our wards of the Far East express it—'No can do,' but the results certainly showed well directed effort on your part. Let the good work go on."

"Good General! following up close; if we ever have war with Mexico, I propose your name, the enemy could not slip away from you. Sorry you had to waste so much paper and stamps on me. Give me a good scolding at Nashville."

"Your letters have therapeutic potency. They are rubifacient and stimulating but not vesicant nor irritating."

The most gratifying development and one which goes far in justifying my departure from the routine methods of a treasurer is the fact that the membership as a whole enters into my work and heartily supports my efforts to secure prompt payments. The following are a few of the many expressions I have on file, showing that the A. Ph. A. membership, taken as a whole, is in accord with my policy.

"I shall try your plan on our state association delinquents. Perhaps I will have to send for you to work it."

"Here is \$10.00 and the suggestion that you be made treasurer ad infinitum."

The prompt payment of dues does not mean as much to a pharmaceutical association as it does to a business concern. A pharmaceutical organization is not a commercial enterprise but I believe associations would be more successful if ordinary business methods were observed in conducting financial matters. The success of the time payment plan demonstrates that people will meet simple obligations at frequent intervals when they will not pay the aggregate amount at one time. The prompt payment of annual dues is similar to monthly installments on the price of a piano. The association member who is permitted to run two or more years behind with his dues is likely to forfeit his membership, thus members are saved to the association by securing early yearly payments. The dues-paid members are the ones who feel most satisfied with the association and themselves and consequently are the most useful members. I estimate

that previously the average A. Ph. A. member paid his dues when delinquent for more than one year. The present plan means the earning of twelve months' interest for the association.

REPORT OF THE TREASURER.

H. M. WHELPLEY, ST. LOUIS.

January 1, 1912, to January 1, 1913.

Receipts.

Cash on hand January 1, 1912.....		\$7,490 87
Annual dues 1908 (July 1, 1908, to July 1, 1909) \$	5 00	
Annual dues 1909 (July 1, 1909, to July 1, 1910)	35 00	
Annual dues 1910 (July 1, 1910, to July 1, 1911)	385 00	
Annual dues 1911 (July 1, 1911, to July 1, 1912)	1,255 00	
Annual dues and Journal 1912 (July 1, 1912, to Jan. 1, 1913).....	3,707 50	
Annual dues and Journal 1912 (July 1, 1912, to July 1, 1913).....	1,300 00	
Annual dues and Journal 1913 (Jan. 1, 1913, to Jan. 1, 1914).....	3,885 00	
Annual dues and Journal 1914 (July 1, 1914, to July 1, 1915).....	5 00	
Dues only	28 50	
Journal only	26 25	
	<hr/>	\$10,632 85
Sale of 5 parchment certificates at \$5.00.....	25 00	
Sale of 5 paper certificates at \$3.00.....	15 00	
	<hr/>	40 00
National Formulary	3,137 78	
Badges and Bars.....	60 87	
Bulletin of the A. Ph. A.....	2 14	
Proceedings	146 27	
Journal Advertising	2,607 29	
Interest on Bonds.....	\$ 400 00	
Interest on Deposits, International Bank.....	246 88	646 88
	<hr/>	3 99
Bank Exchange		<hr/>
		\$17,277 47
Hallberg Memorial Fund, interest and contribu- tions	\$ 104 55	
Hallberg Memorial Fund, placed in current fund for disbursement	3,366 82	
	<hr/>	\$3,471 37
Centennial Fund	30 00	
Life Membership Fund.....	415 00	