

Of General Interest

ORGANIZATION OF A NATIONAL FOOD TRADES CONFERENCE.

At the close of the Convention of the National Wholesale Grocers' Association at Atlantic City during the week of June 2d, a new and important member of the family of food control associations was born—the National Food Conference. Its aim is to unify the efforts of all the leading food trade associations in the common cause of promoting uniformity of food legislation.

This organization was called by the legislative committee of the American Specialty Manufacturers' Association for the purpose of discussing plans for bringing the common interests of all lines of food production and distribution in the way of food legislation into a common effort for reasonable laws. There is less opposition to laws affecting food in themselves than there is diversity of laws. It matters little to the food producer what the law is—he can adjust details in that respect with little trouble—so long as the Federal laws and the State laws agree. If he must have differently prepared products for each State, if the labels must be different in one State from another, the process of compliance is very cumbersome, expensive and difficult. So, with uniformity as the keynote, the convention was called. It comprised the following representation:

American Specialty Manufacturers' Association—J. E. Linihan, Louis Runkel, A. C. Monagle, William Beverly Winslow, C. W. Dunn.

National Wholesale Grocers' Association—William C. Breed, Dana T. Ackerly, D. C. Shaw.

National Retail Grocers' Association—John A. Green, C. E. Bemert, G. Reddish, Secretary of the Denver (Col.) Retail Grocers' Association, editor of the Denver Grocer; S. Westervelt.

National Canners' Association—F. E. Gorell.

National Confectioners' Association—H. W. Hoops.

Cocoa and Chocolate Manufacturers' Association—Maurice Fieux, also S. S. Marvin, President Pennsylvania Chocolate Co.

National Coffee Roasters' Association—G. W. Toms.

National Association of Glue and Gelatin Manufacturing—Rufus W. Powell.

Flavoring Extract Manufacturing Association—W. M. McCormick, S. F. Irwin, of L. H. Parke Co.

Oyster Growers' and Dealers' Association of North America—Henry C. Rowe, J. R. McCleskey.

American Manufacturing Association of Products from Corn—W. P. Cutler, T. B. Wagner.

National Association of Ice Cream Manufacturers—W. J. Carlin, E. B. Lewis.

Mincemeat Association—Craig Atmore, J. E. Brick, H. C. Gutchers, W. B. Cherry.

There were also present: Walter E. Coe, Commissioner from Connecticut for the Promotion of Uniform State Laws; W. D. Waller, J. G. Wood, E. O. Grosvenor, F. A. Ledgerwood, J. C. Dow, A. C. Withington, D. C. Shaw, Victor Garrett, Andrew Ross, T. B. McGuire, T. J. Riordan, J. G. Gilfillan, T. G. Aulsbrook, S. A. Bixby, W. H. Lipe.

The National Association of Macaroni and Noodle Manufacturers sent a letter of approval and offering co-operation.

The conference was called to order by Louis Runkel, Chairman of the Legislative Committee of the American Specialty Manufacturers' Association. John A. Green, Secretary of the National Retail Grocers' Association was elected Secretary.

PLAN FAVORED BY ALSBERG.

After reading his address, the Chairman spoke of the conversation he had had with Dr. Carl Alsberg, Chief Chemist of the United States Department of Agriculture, favoring the uniformity of food laws, and

*Reprinted from the *Journal of Commerce* (N. Y.).

the honest cooperation of manufacturers of food products to attain such a uniformity. Letters were read from various State Food Commissioners—H. E. Barnard, State Food and Drug Commissioner of Indiana; S. E. Strode, Dairy and Food Commissioner of Ohio; Geo. B. Flanders, counsel, Department of Agriculture, State of New York; Hubert F. Potter, Dairy and Food Commissioner, State of Connecticut.

The following resolution was adopted unanimously:

"WHEREAS, Food control legislation, general and special, has been enacted by Congress and by the legislatures of all the states, and is now being actively enforced, and

"WHEREAS, Many manufacturers of and dealers in food products do an interstate business and are, therefore, subject to both such National and State regulations, and

"WHEREAS, This conference has considered the need for the value of uniform Federal and State laws relating to the adulteration and misbranding of food products, and

"WHEREAS, The uniformity of the food laws is recommended by the Commissioners on Uniform State Laws and by the American Bar Association, therefore, be it

Resolved, That this National food trades conference hereby reaffirms its belief in food control legislation, which shall deal justly and equitably with the interests of the consumer and the trade as beneficent and necessary legislation, and be it further

Resolved, That this conference hereby earnestly recommends that such food control legislation, National and State, be uniform, believing that such uniformity will equally benefit the consumer and the trade."

DATA ON NET WEIGHT LAW.

Charles Wesley Dunn, attorney for the American Specialty Manufacturers' Association, spoke briefly on the regulations to be promulgated under the national net weight law, requiring package food to be labeled to indicate the net contents; he pointed out the necessity for the early submission of the necessary data for these regulations by the manufacturers and explained that it is the intention of the Department of Agriculture to obtain as complete data as possible from the manufacturers, to conduct experiments and tests on their own initiative and to afford hearings to the trade when necessary. On motion of Mr. Dunn it was unanimously voted that a uniform form, which he then submitted to the conference, be suggested by this conference to the various food trades organizations for the preparation of this

data. He pointed out the value of such an uniform plan of collecting the data and the facility it would afford the national net weight committee in the preparation of the regulations.

The chairman of the conference appointed a committee of seven members to meet in the near future and to consider the advisability of cooperation between the various food trades organizations relating to the uniformity of the food laws and to devise some method of such cooperation, if sufficient of such organizations approve the plan, to report the same back to another meeting of this conference called for this purpose.



NEW ENGLAND LETTER.

ERNEST C. MARSHALL, PH. G.

CONNECTICUT'S NARCOTIC LAW.

In order to be in the prevailing fashion Connecticut has recently put into effect its up-to-date narcotic law in the attempt to make that "Land of steady habits" steadier. The provisions of its law are similar to those of other states and to the proposed narcotic law which awaits the action of the National Senate at the capital. There is really something pitiful to me in the way in which leading druggists assist in the passage of these laws to prevent the sale of narcotics—laws which in their essence throw discredit upon the profession. I presume it is largely through the fear that if they show themselves antagonistic to the passage of such laws, they will expose themselves to the suspicion that they are of the liquor-vending, dope-selling class of druggists. Personally I believe all such laws foolish and unproductive of any good to the community. They are as silly as the laws of Connecticut and of Massachusetts passed in "the good old colony times" against the serious offense of lying, which offense appeared to be as common in those days as it is at present, or the law of the former State against lechery, which law resulted in Edmunds being whipped, Williams standing in the pillory and Starke being branded in the cheek, forced to pay a fine and made to marry one Mary Bolt, all this for doing offense with the said Mary, who the next year was whipped and banished for misconduct with another man. None of these laws prevented the growth in

the community of the evils against which they were directed. But poor mankind goes blunderingly along repeating the errors which the test of time might have shown to them, if they were not so wilfully blind, the folly of their courses. Sumptuary laws have been in existence since early Roman times, particularly those laws regulating the dress of women, and Puritan Massachusetts had a law preventing the use of "short sleeves whereby the nakedness of the arm may be discovered in the wearing thereof." The only result of such laws seems to be that we will soon have to pass a law to prevent the wearing of slashed and short skirts. Such is "the blindness of men's minds and the stubbornness of their wills," to use the language of the General Court of Massachusetts, that it seems as though it was only necessary to tell persons they shall not do a certain thing, to make them seek for some means to do it at once, and so it is that the very laws intended to prevent and oppose evils seem to increase them. In Prohibition Kansas, I am informed on the authority of a professor of one of its universities, that there is not the least difficulty in securing all the liquor one wants, except that one must know where to go to get it, and I know the same thing is true of Prohibition Maine. Then is it not folly to pile law upon law, "Pelion on Ossa," in the vain attempt to regulate what it is impossible to regulate? By the provisions of the Connecticut law none of the drugs enumerated in the law,—a most liberal list,—can be sold except upon the prescription of a licensed physician, or by any one not a licensed pharmacist. Said prescriptions must bear the date of their writing and are invalid if written more than five days before being presented for preparation. They may only be filled once, shall be kept on a separate file, and the date of the sale, the name and address of the purchaser, and the name of the person making the sale must all be recorded. Believe me, they should have also required the personal description, with Bertillion measurements and thumb-prints of the purchaser and the seller, for otherwise how will they absolutely guard against fraud and misrepresentation and I shudder at the effect of such misrepresentation upon the morals of the State. Now, what will be the effect of such stringent regulations as those imposed by this law? Physicians, after being disappointed in securing a required remedy, be-

cause forsooth the date was not properly placed upon the prescription, or they have misspelled the name of the medicine or something or other, will cease to write prescriptions and will become dispensers, and heaven knows there are enough of those without adding to the number. All such laws should be opposed with all the force which druggists can muster, and if they will but exert themselves they can get together a mighty force,—not because they wish to oppose good legislation, but because they are opposed to vicious legislation which is inoperative and inefficient, and can only bring contempt upon the law-making power. It will be impossible for the United States to prevent the sale of cocaine and other drugs by its proposed law, even by the expenditure of a dollar for every grain sold unlawfully, as it was for Mrs. Partington to sweep back the rising tide with her broom. Desire will be stimulated by the difficulty of securing the drugs and that desire will in the majority of cases be satisfied as certainly as that Mrs. Partington got her feet wet in her fruitless labor. The good results from such legislation are absolutely none, and the evils it is intended to correct will be increased and exaggerated. A French marquise is reported to have exclaimed on drinking a glass of pure spring-water, "O, how much more of this would be drunk, if it were sporty to drink it," and, in so saying, she expressed in a terse manner the attitude of people toward the things which are forbidden them. There is a vein in most men and women which impels them to be a little sporty; to get out of the harness at times and let loose.

I thoroughly believe that there would be no more drunkards if the sale of liquor was entirely unrestricted, and that all attempts to restrict by rigorous law the sale of narcotic drugs will absolutely fail to lessen the number of so-called dope fiends in the country while imposing upon the already overburdened druggist a vast amount of useless trouble.

The druggists of Fitchburg, Mass., have been agitating the question of closing their stores on Wednesday afternoons during the summer months, in accord with the practice of many of the other retail dealers of that city. The arrangement is said to have been defeated because of the refusal of two of the Main street druggists to agree to it. This is decidedly a matter for regret, for it must

be apparent that every one concerned would be benefited if some relief could be had from the exacting hours of the drug trade. No valid reason now exists for drug stores to be open all of the time for the service of the public, and the benefit which would come to clerks and proprietors from the rest of a part of one day in the week would much more than compensate for any loss of business caused by closing the stores. It is hoped that the druggists of Fitchburg may be able to induce their recalcitrant brothers to join with them in so beneficent an arrangement and that from Fitchburg the movement may spread throughout the country.

MAINE.

Augusta. Nathaniel Johnson and J. Henry Gregoire have purchased the business of Bowditch, Webster & Co., at 220 Water street, and will conduct the business under the old name. Mr. Johnson has been with the firm of Bowditch, Webster & Co. since 1893, and Mr. Gregoire has been in business in this city for some twelve years.

Portland. The annual outing of the Cumberland County Pharmaceutical Association was held on July 31 at the Mitchell House in Scarborough. About 44 members were in attendance. The committee of arrangements was composed of the President, Frank H. Powers; Secretary E. W. Murphy, and Treasurer James A. Broe. A shore dinner was served and was followed by athletic contests.

Waterville. W. R. Jones sustained a loss of about \$2000 in a fire which almost destroyed the DeGruchy Co.'s block.

NEW HAMPSHIRE.

Dover. J. Edward Vickery was severely injured while riding in the car of Dr. George E. Tolman, by the car coming into collision with the car of C. C. Wilbur of Newton, Mass. Mr. Vickery's nose was broken and he received a cut on one leg which required five stitches to close.

VERMONT.

Mason G. Beebe was the representative of the State Board of Pharmacy at the Convention of the A. Ph. A. Andrew B. Anderson of Swanton represented the State Association of Vermont at the Convention of the A. Ph. A., afterward going to Cincinnati to the Convention of the N. A. R. D.

At the examination held by the State

Board on July 9, five candidates received certificates of registration as skilled pharmacists and two received certificates as assistant pharmacists. The board also cancelled nine certificates because of deaths and other reasons.

Baltic. V. B. Anderson was found guilty of violation of the liquor law and was fined \$75 and costs, the total of which amounted to \$99.64, on the 14th ult.

MASSACHUSETTS.

Boston. Louis K. Liggett was operated upon for appendicitis at the Corey Hospital on July 6th. Mr. Liggett is the President of the United Drug Co.

Lawrence. A. F. Ryder is erecting a block at the corner of Essex street and Broadway, which he expects to occupy with an up-to-date store about the first of September.

Lynn. James B. Small, one of our veteran druggists, is to be married in September to Ruth S. Wood, a prominent club woman of the city. Miss Wood is Secretary of the Outlook Club and Vice President and Secretary of the Houghton Horticultural Society.

Lowell. It is reported that A. M. Dows & Co. have purchased the store known as the Carleton & Hovey store in this city.

Salem. D. M. Foster, formerly of Lynn, has opened a store on Essex street, near the Salem Institute.

New Bedford. Charles W. Brown has leased the store on the corner of Purchase and Maxfield streets and will make extensive alterations in the property before opening it as a modern pharmacy.

RHODE ISLAND.

Providence. The West Pharmacal Co., composed of Daniel E. Smith, W. F. Smith and Thomas J. Dorney, has been incorporated with a capital stock of \$25,000, divided into shares of the par value of \$10 each.

The State Board of Pharmacy having cancelled several certificates of druggists for failing to pay their registration fee before July 1, were obliged to take action looking to the reinstatement of such pharmacists who offered apologies and requested such consideration.

Woonsocket. Berard & North opened their new store in the Daignault block on Monday, July 21.

CONNECTICUT.

Hartford. The Riker-Hegeman Co. opened a new store here on Saturday, July 19,

at 851 Main street. According to the figures given out by the managers the store had 11,221 customers on this day and the receipts of the store totalled the sum of \$2500. This is said to be the eighty-eighth store of this chain-store aggregation.

The Alderman Drug Co., of which the managers are A. P. Alderman and C. P. Sheldrick, opened their new store on the corner of Main and Pearl streets the latter part of July. The store is one most modern in every way and the company is to be congratulated upon its appointments and general appearance. A Lippincott fountain of most appropriate design is one of the features of the new store.

New Haven. Mr. James J. Eagny, for 22 years in business on Grand avenue, is now making an extensive tour of Europe.

Southington. Jackson, the druggist, of Cheshire Center is building a new store in Southington.

Stratford. Alexander St. John has purchased the drug store of William B. Tuttle and will unite its business with his business at the location of the Tuttle store.

Naugatuck. David Waltman has purchased the drug store of E. Whitlen, located at the corner of North Main and Prospect streets, Union City.

Waterbury. C. B. Stricklin has purchased the Roberts store at 463 W. Main street.

Who among druggists has not smiled at the trite sign "Pure Drugs and Chemicals," or its companion, "Prescriptions a Specialty"? Yet these signs once meant just what they said, and if nowadays they mean little or nothing it is solely because the owners of the signs have not lived up to them. People are learning to discriminate, and whenever they find signs or advertisements that are meaningless they soon take their trade to a store where the signs do mean something. About the poorest investment that a druggist can make is paying out money for advertising space if he is not willing or capable of living up to every promise therein made.

One of the surest ways of destroying the value of advertising is poor service, and this definition includes a multitude of faults. No matter how cleverly written be the advertisement and despite the actual bargains given, if customers are met with indifferent, grudging service, if things are handed out to them with the air of selling the thing and getting done with the job, if the sale is made in such a manner as to impress the customer with the idea that as soon as the druggist has got his money he has no more interest in him, then this advertisement of the store itself more than destroys the value of the printed advertising used. In the final analysis of its value, advertising is something to induce other people to buy something the advertiser has to sell, either goods, service or brains. The druggist is not in that class which depends upon catching new "suckers" every minute. His business must be built up from the solid foundation of confidence and good service, and if his advertising is contradicted by his service his trade must depend on his cleverness in attracting transient purchasers. Every great retail business of today started in a small way, and every one which succeeded has succeeded because it lived up to its advertisements.—*American Druggist.*