

Three papers presented by Dr. Edward Kremers were read by title—"William Lewis;" "An Attempt at a Phytochemical Bibliography;" and "Phytochemical Terminology."

The paper by John Uri Lloyd and John Thomas Lloyd entitled "The Librarian's Story" was read by Secretary Warren. (It is published in the September number, page 918. This paper indicates how, frequently, historical matter can be obtained.)

A paper on the program entitled "Pharmacy and Medicine in Ancient Egypt" was transferred to the General Session.

Chairman Lloyd remarked that the paper by the late Robert J. Ruth on "The White House Contributes to Our Section on Historical Pharmacy" be read by title and suggested that it was fitting to pay tribute to his memory by several moments of silence.—Carried.

The next paper was entitled "Exploring Economic Plants," by Ernest T. Stuhr. The paper is illustrated and points out the possibilities of raising drug plants on a commercial scale in Oregon.

At the suggestion of Secretary Warren the paper had been divided into two parts, scientific and historical. The latter was presented in abstract by the Secretary.

The Secretary also spoke relative to a paper by Wm. Wyatt on "Edward Morrell Holmes—A Reminiscence and an Appreciation."

This concluded the reading of papers and the report of the Committee on Nominations was called for.

James H. Beal announced as nominees—John Thomas Lloyd for *Chairman*; and in view of the fact that the present Secretary was elected *chairman* of the Scientific Section and did not think it best to accept of two important offices, the name of Louis Gershenfeld was presented; and for *Historian*, E. G. Eberle. *Delegate to the House of Delegates*, L. E. Warren.

In regular procedure the nominees were elected for the ensuing year. After the installation of officers the Section was adjourned.

CONFERENCE OF PHARMACEUTICAL ASSOCIATION SECRETARIES.

ABSTRACT OF THE MINUTES OF THE MEETING HELD IN MIAMI, WEDNESDAY, JULY 29TH, AND THURSDAY, JULY 30TH.

The First Session of the Conference of Pharmaceutical Association Secretaries was called to order at 2:00 P.M., July 29th, by Chairman J. G. Beard. He announced that this was the fifth annual convention of the Conference. He stated further that this organization was the result of the thought presented by Secretary A. L. I. Winne in 1926. He issued a call to all secretaries of pharmaceutical associations to meet in St. Louis in 1927 in order to form this organization. Mr. Winne presided at that meeting.

Chairman Beard stated that the meeting would be as informal as possible.

The first order of business was the roll call by the Secretary. The following responded: W. E. Bingham, Alabama; E. D. Oslin, Arkansas; W. Bruce Philip, California; Charles J. Clayton, Colorado; G. H. Grommet, Florida; Robert Wilson, Georgia; William B. Day, Illinois; F. V. McCullough, Indiana; J. W. Slocum, Iowa; J. W. Gayle, Kentucky; E. F. Kelly, Maryland; Joseph J. Burniac, Michigan; J. G. Beard, North Carolina; D. F. McLemore, Oklahoma; Henry Brown, Pennsylvania; Frank Smith, South Carolina; Rowland Jones, South Dakota; George F. Flashman, Utah; A. L. I. Winne, Virginia; J. Lester Hayman, West Virginia; John B. Tripeny, Wyoming.

After roll call President Beard read his address. It follows:

ADDRESS OF PRESIDENT.

BY J. G. BEARD.

In bringing you this message I am prompted by the primary purpose of the Conference which is for every secretary to give every other secretary the benefit of his experience and observation as an association executive, and also to suggest such new procedures as seem to offer possible helpfulness. Twenty years in office as a state association secretary lie back of my remarks to serve as a foundation on which my conclusions have been built.

To begin with, I am firmly convinced that the offices of secretary and treasurer of every state pharmaceutical association should be vested in one person. Having first been secretary

alone, and then for some fifteen years had the dual job of secretary and treasurer, I am in a position to know which plan has been more effective in our own state. The work of the two offices is so interrelated that economy of time and effectiveness of effort are served when one person performs both duties. In this connection I am also convinced that in those states where the potential membership is great enough to pay an adequate salary that the whole time service of a competent pharmacist should be engaged for the highly important duties that belong to the office of secretary-treasurer. Such a person could, by giving his entire time, thought and effort to the job, not only build the membership up to a high ratio but could function in a comprehensive way that is not possible when a part-time official is trying to carry on two or more different sorts of jobs. If however, a state association believes it cannot afford to employ the entire time of its secretary, then I believe that it is well to seek an official who is a pharmacy teacher of experience, because such a man not only has more free time than a practicing druggist that he can give to the affairs of the organization during the college year, but he has three months in the summer during which he can concentrate his energies on association business. He would be able during the summer to travel over the entire State, solicit new members, collect dues, and by personal contact take the association to its membership. In my experience nothing has been more helpful to our association than this annual visitation. Only by means of it were we able to raise our membership ratio to 90% and maintain a satisfactory treasury balance.

In our organization we employ an all-time attorney. His service has proved invaluable, especially in legislative work. Almost to him alone goes credit for the defeat of every form of sales tax legislation during the recent session of our General Assembly. Such a person can assist the secretary in selling pharmacy to the public by appearance before civic bodies and by delicately-handled newspaper propaganda.

Every state association should either publish a monthly or quarterly journal or should issue frequent bulletins to the entire membership. An organization must maintain a very close contact with its membership if it is to hold a secure place in the minds and hearts of its constituency. Another means to this end is through the formation and guidance of district or even county organizations of pharmacists that are made to feel themselves essential units in the state-wide association. Any plan that ties up each individual druggist with his state organization is a good plan, especially if it makes him feel that he is a necessary part of the whole order of things.

The North Carolina Association uses a mail ballot system of electing officers. I cannot endorse too enthusiastically this system. The plan operates in this way: At the first session of each convention the president appoints a committee of seven charged with the duty of preparing a slate that contains two nominees for each elective office. Our state is divided into three geographical zones and the officers are rotated regularly. To illustrate: this year the two presidential nominees were picked from the western zone; the first vice-president from the central; the second vice-president from the eastern. Next year the central zone will get the presidency, etc. The slate brought in by the nominating committee must be endorsed by the entire convention. It can be amended from the floor. After the slate has been approved the ballots are promptly sent out; only dues-paid members can vote, a canvassing committee counts the votes received within thirty days, and publicity is limited to the successful candidates. Under this plan every member taxed for dues is given equal suffrage with convention attendants though the latter have the sole privilege of saying who is to be voted upon. This plan is but another of many ways of making each member feel that he is an important part of the Association even though he cannot attend the annual conventions.

Our organization believes strongly in keeping an accurate, comprehensive historical record that includes not simply the annual volumes of proceedings but complete biographical data and photographs of every member who has held any sort of office or who has taken a prominent part in association or board of pharmacy affairs, as well as cards showing all available information about all of the pharmacists, living and dead, who have been licensed in North Carolina. Our "morgue" is, we believe, unexcelled by any pharmaceutical organization in the country. We dedicate practically every issue of our monthly journal to some association member, printing his photograph in 4 x 6 size and giving on the opposite page a complete record of his life and career. This plan has greatly pleased many of our members and has served as a sort of "Who Is Who" in North Carolina Pharmacy.

I believe that a state association can prosper to a greater degree if it has the cordial support of traveling men. We encourage such assistance by means of a Traveling Men's Auxiliary, by asking selected members of this body to give talks at the conventions, and by running a page every month in the JOURNAL that is intended solely for and is edited by the T. M. A.

I believe that a state association secretary should conduct without charge a bureau of employment.

I thoroughly oppose the plan practiced by many associations of asking manufacturing firms for merchandise to be used as prizes at annual conventions. This plan is objectionable because it is resented by manufacturers, serves no really useful purpose and is essentially unethical and undignified. I confess with shame that our association is frequently guilty of this reprehensible practice.

The proceedings of many state associations are filled with persiflage. The printed minutes will be read only if the essence of convention affairs is published. While prepared papers and resolutions should be printed in full, discussions from the floor should be summarized unless some very delicate or important point is involved.

A feature that has been successful with us is what we term a "Commercial Clinic." At each convention we devote an entire session to talks on practical subjects that are strictly limited to ten minutes. Selected men are chosen for these talks and they speak—not read—the results of their own experiences. Five-minute discussions follow each talk.

This brings me to a question about which I cannot offer constructive suggestions but which I nevertheless realize is a vital problem. How can convention delegates be made interested in professional and scientific subjects such as benefit organizations composed of persons who should naturally be interested in such matters? I hope that this question will be discussed at this session of the Conference.

This address, already overlong, is concluded with a tribute due to certain state association secretaries with a long record of service behind them and still in office. The following list, in chronological order, shows who these men are.

J. W. Gayle, of Kentucky, began service in 1889, forty-two years ago, and is still "going strong." To him belongs the distinction of being in point of service the oldest state association secretary in America. The next oldest is Frank M. Smith, of South Carolina, who began in 1900. Then follows: W. E. Bingham, Alabama, 1901; T. D. Wetterstroem, Ohio, 1904; E. S. Dawson, New York, and W. B. Day, Illinois, both in 1906, and E. F. Kelly, Maryland, 1907. The youngest of these has a quarter century of experience as a secretary, and for such a faithful record I recommend that this Conference extend to these gentlemen a resolution of appreciation for their lengthy and loyal service on behalf of organized pharmacy.

I wish to thank you for the honor you paid me last year in naming me as the head of a body that I believe has before it a brilliant future of usefulness. Secretary Winne, of Virginia, unquestionably made a valuable contribution to association secretaries when he set in motion machinery that finally became the Conference of Pharmaceutical Association Secretaries.

Secretary Wilson, of Georgia, inquired whether the names submitted by the Nominating Committee could be amended. The President replied that this could be done from the floor, that the Nominating Committee is usually composed of former presidents.

Secretary Slocum, of Iowa, inquired whether the By-Laws provided for geographical division. The President replied that it was not fixed at the start but, later, at the suggestion of Mr. Zoeller it was so arranged.

Secretary Smith, of South Carolina, inquired relative to the percentage of the ballots mailed out and the number returned.

The President stated that last year there were 249 out of a membership of 880, about 30%. He had noticed that in previous sessions the election of officers is on the last day of the meetings and these officers are elected by about twenty-five or thirty.

Secretary McLemore, of Oklahoma, inquired as to the number present at the convention.

President Beard replied that he had no means of knowing that. Secretary Wilson asked relative to the time limit on the return of the ballot. The President replied thirty days. He was asked who did the final counting and the President replied that it was done by a board of canvassers, residing in the town in which the President lives.

Secretary Philip, of California, suggested that the address of the President be received and opened for discussion at the proper time. This motion was carried.

The report of the Secretary was next read. It follows:

REPORT OF THE SECRETARY.

BY CARL G. A. HARRING.

To the Members of Conference of Pharmaceutical Association Secretaries:

Inasmuch as the work the secretary is called upon to do is covered by direct communication with the members there seems to be no necessity for a detailed report outside of the financial statement.

Three broadcasts and one letter were sent out during the year; if the contents may seem rather meagre it should be borne in mind that your secretary cannot give something he does not possess, and the failure of members to furnish material, is naturally, a handicap.

Many secretaries are making a practice of sending copies of the official organ of their association to the other secretaries—if this is done regularly and without omitting any of the names on our list it will of course remove the necessity for a great deal of your secretary's work. In this connection I would suggest that if secretaries were to send news of their office and association activities as well as of their legislative work to the Conference secretary who in turn would make an abstract of these items and distribute them at regular intervals—say once in two months—it would be a step in the right direction. This would of course involve more work and the cost of printing and distribution would be larger, but we might then be able to show some of our non-contributory members that this service would be worth the small fee that we have voluntarily stipulated. Thirty members out of a possible membership of fifty-six paid dues during the past year; so far this year we have received dues from fifteen members—if we could maintain 75% collections we might be able to offer a really worth while service.

The appended treasury report shows a balance on hand of \$211.44.

CARL G. A. HARRING, Secretary-Treasurer.

FINANCIAL STATEMENT.

Received from Charles J. Clayton, July 10, 1930		\$201.88
Received during balance of 1930		50.00
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Expenses.		\$251.88
July 30, Mimeo and mailing	\$ 3.00	
Bill heads and Stationery	12.00	
A. P. H. A. for reprints	7.99	
A. P. H. A. for reprints	2.66	
Clasp envelopes and stamps	3.25	
Telegram	.65	
Mimeo	7.24	
Stamps and envelopes	2.65	
50 copies of Boston Herald	1.00	
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	\$40.44	40.44
		<hr/>
Balance on hand January 1, 1931.		\$211.44

On motion duly seconded and carried the report was accepted.

President Beard appointed the Committee on Nominations: W. Bruce Philip, California; A. L. I. Winne, Virginia; and Frank M. Smith, South Carolina. At the request of Secretary Winne, because of his leaving, the name of J. W. Slocum was substituted for his.

President Beard said it is hoped that following the presentation of each of these talks that there will be a round table discussion, questions asked of the speaker and any points that he suggests be dilated upon.

The first subject for discussion was "A Weak State Association," presented by Secretary Robert C. Wilson of Georgia. It follows: