

R. E. Lee Williamson, Secretary of the Federal Wholesale Druggists' Association of Baltimore, Maryland, spoke on "Does the Drugstore Need Help?"

Prof. Ernest F. Witte of Ohio Wesleyan University spoke on "Problems of the Independent Druggist."

F. J. Nichols, of the National Cash Register Company, gave an address on "The Law of Compensation."

I. H. Bander of New York spoke on "One Ounce of Effort Behind How to Do It."

The Scientific and Practical Session was in charge of Dean F. J. Wulling, of the College of Pharmacy, University of Minnesota, who had on the program many scientific papers written by the faculty members of the University of Minnesota and also two guest speakers: Dr. E. A. Meyerding, secretary of the Minnesota State Medical Association, and Secretary H. C. Christensen, of the National Association of Boards of Pharmacy.

The entertainment program was in charge of W. B. Fields and both the ladies and men were liberally provided with high class entertainments.

The pharmacy fraternities and sororities gave luncheons and dinners, to which the alumni and guests from other colleges were invited.

The resolution recommending that the Association renew the affiliation with the N. A. R. D. and commending the splendid work done on the Capper-Kelly Bill was unanimously approved.

The officers elected are as follows:

President, Harry Iverson, St. Paul.

Vice-President, George H. Countryman, Fergus Falls.

Secretary, Gustav Bachman, Minneapolis.

Treasurer, H. Martin Johnson, St. Paul.

The Legislative Committee was instructed to draw a bill for the repeal of the 2-mile clause; also a bill creating a Drug Store Ownership law similar to the one now in effect in New York and South Dakota.

Dr. E. L. Newcomb was elected to honorary membership in the Association.

The 1933 Convention will be held in St. Paul during the month of February.

AMERICAN DRUG MANUFACTURERS' ASSOCIATION.

Coöperation of manufacturers and distributors will be the major topic at the session of the committee on sales and advertising problems of the American Drug Manufacturers' Association. This session will be held April 21st, S. DeWitt Clough, chairman of the committee will preside. Among the subjects for discussion are:

"How Manufacturers Can Coöperate with the Wholesale Drug Trade," by E. L. Newcomb, National Wholesale Druggists' Association.

"How Manufacturers Can Coöperate with the Retail Drug Trade," by Samuel C. Henry, National Association Retail Druggists.

"How Manufacturers Can Coöperate with the Council on Pharmacy and Chemistry of the American Medical Association," by Dr. Paul N. Leech, American Medical Association Laboratories.

"Incentive Compensation of Sales Organizations," by Carle M. Bigelow.

The meeting of the Association will be held April 18th to 21st, in the Greenbrier Hotel, White Sulphur Springs, W. Va.

LEGAL AND LEGISLATIVE.

THE PHILIP SURVEY.

At the Hotel Pennsylvania, New York City, representative manufacturers, on February 8th, met with W. Bruce Philip to discuss ten merchandising methods which he believes tend to make it almost impossible for the independent retailer to meet the competition of the predatory price-cutter. The majority of 7000 retail druggists who replied to a questionnaire which Mr. Philip sent to them asking that they make plain their attitude toward eleven nationally advertised products sold at

deeply cut prices throughout the country, agree with Mr. Philip that the practices he named are inimical to the independent retailers.

Mr. Philip left the meeting with a message for retail druggists that, only in fair trade legislation, perhaps in several measures of this type, could they expect relief from the conditions of which they complain. The manufacturers present told him that they were helpless under existing conditions and laws to maintain prices. Mr. Philip, however,

is studying plans, based on the questionnaire and the discussion which will, it is hoped, lead to improved conditions. Only through discussions and willingness to cooperate can progress be made.

CONNECTICUT CENSUS REPORT.

The Census Report for Connecticut reveals that one-sixth of the total retail drug store sales of Connecticut is in the small towns having a population of less than 10,000. The figures are revealed in the final form of the 1930 census of the distribution for Connecticut—the first state on which figures have been issued.

Connecticut towns of less than 10,000 are accredited with a volume of retail drug store sales totaling \$5,850,041; this is 15.6 per cent of the state's total sales. Chain drug stores total 18.43 per cent—this agrees quite closely with the chain drug store sales of the country.

Drug stores of the state with fountains do a business of nearly 80% of the total; the stores without fountains have a volume in prescriptions, drugs, patent medicines, sick room supplies, etc., running, probably, over 55% more than the drug stores with fountains. While prescriptions are considerably lower in the stores without fountains, what may be termed drugs, sick room supplies, patent medicines (including prescriptions) run to about 52% of the total sales, all of which is indicative of the larger percentage volume of medicines dispensed than accredited at some sources of information.

NARCOTIC TREATY PROVIDES CONTROL OF WORLD TRAFFIC.

The limitation of world manufacture of narcotics and the control of drug distribution is undertaken by an international convention signed by the United States at the Geneva Conference on the Limitation of the Manufacture of Narcotic Drugs.

A copy of the report of the American delegation to this conference was made public by the Department of State, March 7th, in which the delegation urged ratification of the convention by the Senate.

The convention puts into effect many of the restrictions already placed upon narcotic traffic in the United States, the report states. It provides a system whereby each country submits an advance estimate of its narcotic needs to a supervisory body. Manufacture thereafter must not exceed the total quantity shown by the estimates.

THE CAPPER-KELLY BILL REPORTED OUT BY SENATE COMMITTEE, WITHOUT RECOMMENDATION.

The Senate Committee has reported out the Capper-Kelly Bill, without recommendation. This action brings action on the Bill up to Congress and creates the opportunity for all in favor of the measure to educate Congressmen and Senators on the importance of it. It means, also, that the opportunity presented requires cooperative effort, if success is to be achieved. Let everyone do a part, and everyone can—there should be unanimity in action as well as individual action—let Congress know your views.

STATE LEGISLATION.

W. Bruce Philip, N. A. R. D. Counsel, in commenting on some of the state bills as follows: "Before the New York legislature are two bills—N. Y. Senate 152 and its duplicate Assembly bill 207, and Senate 721 and its duplicate 885. These bills demand the registration and licensing of insecticides or agricultural poisons. There is a fee of \$10.00 a year for drug stores if insecticides are put up in original packages in the store, which means, Mr. New York Druggist, that there will be a \$65,030.00 tax on the druggists of New York state if each store is licensed.

"Besides the tax there will be never-ending rules, regulations and inspections.

"Bills of this kind create salaried positions for some one. One good way to fight this type of legislation is to amend the bill so that a reasonable standard of the quantity of poison or active constituent shall be imprinted on the package. Further, amend the bill so as to eliminate the need for registration and the license fee. State officials are interested in bills which create new fees or positions, but they lose much of their interest if such fees are cut out of this type of legislation.

"New York druggists are also confronted with Senate Bill 624, which prohibits the sale of food in drug stores and pharmacies. In this bill it is mandatory that the license of the druggist or pharmacist be revoked if he violates the law. A bill like this is vicious and complicated. Suppose a package of baby food was sold in a drug store—the druggist would risk having his license revoked.

"Kentucky has a House Bill, No. 236, which makes it unlawful to expose for sale or have any article of food or drug without having printed on the bottle, can or package the

day and date such was packed, canned or bottled. In ninety per cent of the drug stores a large amount of the stock would become unsalable because customers would demand a recent date on all merchandise bought. If a bill like this has a chance of passing it might be amended to one requiring that only the year the article was put up be on the package.

"Massachusetts has several objectionable bills before the present legislature.

"House Bill 264 creates a department of public medicine and health. The doctors and dentists are well taken care of but not the pharmacists. Section 12 of this act provides for a department of pharmacists and chemists having an assistant medical administrator as chief.

"The medical administrator is directed to organize the pharmacists according to the plan offered for nurses. The assistant medical administrator in charge of the pharmacists is to receive, it appears from the bill \$8000 a year plus possible allowances of \$1700, making a total salary of \$9700. The pay of the pharmacists is not mentioned, but as they are to be organized like the nurses the pay would probably be similar. The nurses' wages range from \$1300 to \$3200 (allowances included)."

MASSACHUSETTS AND KENTUCKY INTRODUCE "CAPPER-KELLY" BILLS.

Legislation legalizing contractual agreements controlling resale prices has been introduced in Massachusetts and Kentucky. Both measures are patterned closely after the "Junior Capper-Kelly" bill which was passed in California last year.

In other states, movements are under way to introduce similar measures. For the most part, the pharmaceutical associations of these states are leading the agitation on behalf of fair price legislation and it was from this source that the Kentucky and Massachusetts measures received their impetus.

VIRGINIA ASSOCIATION.

There is a bill before Virginia General Assembly imposing a tax of \$50.00 a year on all units after the first one in a chain of stores.

Another bill restricts the sale of hypnotic drugs to pharmacists, but is not reconstructive to prescriptions.

Another bill restricts to a certain extent the activities of house to house canvassers.

ALEXANDRIA SENNA PODS.

The popularity of Senna Pods has been steadily growing in recent years, and a few particulars concerning the source of supply, the method of collection, and the grading system may be of interest. As readers are aware, there are two varieties of senna pods, both grown within the British Empire, namely: Alexandrian Senna Pods and Tinnevely Senna Pods. The Alexandrian variety is generally preferred, being considered a milder laxative, and yet equally effective as the East Indian variety. The source of Alexandrian Senna Pods is the British Sudan; there are two grades, cultivated and wild. The former is cultivated on irrigated land around Omdurman and Khartoum. The wild senna is collected by natives, principally from the Dongola district, some ten days' camel journey from Omdurman. The cultivated senna plant produces mainly pods, whereas only a very small percentage of pods are procurable from the wild senna plant. Wild senna therefore grows to a height of approximately 3 ft. and is collected by natives who cut the entire plant at the root, in which form it is sold direct to the cleaners for grading.

The method of grading is as follows: 1. The stalks are separated and destroyed. 2. The leaves are then separated from the pods by means of sieves. 3. The leaves are then graded into three qualities: (a) Whole leaves (used for packing in cartons); (b) whole leaves and half leaves mixed; and (c) siftings. The two latter grades are used for manufacturing purposes, principally for liquid extracts. 4. The pods remaining are graded into four qualities: (a) Extra hand picked; (b) good hand picked; (c) ordinary hand picked; and (d) manufacturing.

Grades (a), (b) and (c) are used in this country for packing into cartons, in which form they are sold direct to the public. The manufacturing grade is used for the manufacture of liquid extracts, and according to the recent findings of the Sub-Committee of the British Pharmacopœia, it is now accepted that pods produce a better extract than leaves and siftings.—*Pharm. Jour. and Pharmacist.*

"The books which help you most are those which make you think most. The hardest way of learning is by easy reading; but a great book that comes from a great thinker—it is a ship of thought deep freighted with truth and beauty."