

vantages are too well known to enumerate. How to avoid it is indeed a problem. Would it be possible to divide the country into districts, the states in each district to so arrange their meeting dates so that they do not conflict? I offer no plan as to details but merely the suggestion for what it may be worth. I do believe it beneficial and much worth while for adjoining states to occasionally hold joint conventions and believe the plan should be encouraged whenever possible.

There is one thing that is always uppermost in the thoughts of secretaries such as are assembled here to-day, and that is *Convention Speakers*. I know of no better service that this Conference could give, than to act as an exchange for information in regards to the procuring of good, capable convention material. The Conference in order to procure this material needs necessarily to depend upon its members for this information. I believe it should be one of the prime duties of each member to send to the secretary of this Conference, each year, immediately following his convention, information both favorable and unfavorable concerning his convention-speaking program. This service alone would, I am quite sure, be worth to many of us the yearly fee paid into the treasury, and I heartily recommend that some plan along this line be worked out and put into operation.

We are at this moment entering a new era for the independent business man and for the organizations such as are here represented. Our Government has promised that in the "New Deal" the little fellow shall not be down-trodden but that he shall once again become renescent. We are given to understand that the dealings with the Government with the individual will be through the trade and professional organizations, thus making it imperative that our organizations represent as nearly 100% of our calling as possible. It is our task to bring the wayward brethren into the fold. Under this new régime our responsibilities become greater, our labors will be increased, our coöperation must be more generous. As secretaries we must be alive to any occasion, patient in our hard work, ever watchful of our opportunities, rigidly honest and hope for the best. What to-morrow will bring only time will tell, may our work of to-day be well done!

In closing I wish you to know that I sincerely appreciate the honor you bestowed upon me last year during my absence in electing me to act as your president, your mistake is one that I shall always cherish.

Motion was made, seconded and carried that the address be received and held over for later discussion.

Secretary-Treasurer Carl G. A. Harring rendered his report. It follows.

SECRETARY'S ANNUAL REPORT.

BY CARL G. A. HARRING.

Brother Secretaries:

Inasmuch as time at these conferences is too valuable to be wasted on verbose reports, your secretary will endeavor to make his report short and to the point.

The minutes of last year's meeting were distributed to all secretaries as soon as received from the press and our members have had ample opportunity to familiarize themselves with many good suggestions that were brought out at that meeting. It would be interesting to know how many secretaries have presented the resolution adopted at our last conference anent closer coöperation with local associations to their respective conventions. I may say that your Secretary presented this resolution to the Massachusetts Convention where it was unanimously adopted, and as a result all local associations in our state will be asked to invite one or more of our state officers to an early meeting of their organization where emphasis will be laid on the imperative necessity of close to one hundred per cent membership in the State Association.

The original plan of our Conference, to distribute material of interest through the Secretary to all of our members may well be declared inoperative as no material has been received during the year for distribution, but this condition is offset to a large extent by the fact that nearly all secretaries now exchange publications of their association and these publications have grown in numbers to such a degree that the various secretaries are able to draw a fairly comprehensive picture of what is going on in the world of organized Pharmacy. Your Secretary nevertheless feels that it would be a great step forward if every secretary would submit a résumé of activities pertaining to

his particular office to the Conference Secretary at stated times—say once in three months—such reports if necessary to be boiled down, and distributed to the membership.

The financial statement appended to this report seems to indicate that sufficient funds are on hand to enable the Conference to function at least during the ensuing year and your Treasurer strongly recommends that no dues be assessed or collected during the year of 1934.

May I in conclusion add that the secretary's work has been made enjoyable through the cordial support rendered by our President, and that the many expressions of good-will received from officers and members during the past year have been highly gratifying.

TREASURER'S REPORT, 1932.

On hand January 1, 1932.....	\$259.03	
Received in dues.....	150.00	\$409.03
Disbursed:		
January 17th	Mimeographing.....	\$2.50
April 5th	Mimeographing.....	11.25
	Stamps.....	3.00
June 24th	Mimeographing.....	1.87
July 16th	Mimeographing.....	2.95
October 12th	Stamps.....	3.00
December 30th	Donation to AMERICAN PHARMA- CEUTICAL ASSOCIATION.....	25.00 49.57
		<hr/>
Balance on hand January 1, 1933.....		\$359.46

So far during 1933, 23 members have paid their dues amounting to \$115. While expenditures have been around \$28, this leaves a balance on hand of around \$445.

The report was received and accepted in due order.

Roy C. Reese, of Kansas, moved that the recommendations in the Secretary-Treasurer's report relative to no dues be adopted and also that a dinner be provided for at the next meeting out of the funds of the treasury. The motion was carried. Mr. Reese also moved that the sum of \$100 be paid out of the Treasury to the AMERICAN PHARMACEUTICAL ASSOCIATION to aid in the Headquarters Building. Secretary Haring moved that the sum of \$50 be paid. This was seconded and carried.

President Hayman said that President-Elect Swain had just come from Washington where he attended a conference on codes, and members would have the opportunity to hear the latest news. President Hayman also called attention to the fact that money was needed to defray the expenses of the Century of Progress Pharmaceutical Exhibit. He stated that if all states would contribute something, the amount necessary would be raised.

ROUND TABLE DISCUSSIONS.

The order of business called for a round table discussion of topics. The first question was, "Should the President Be the Directing Head of the Association or Should the Executive Committee be the Governing Body?"

J. W. Slocum, of Iowa, responded that the president is the directing head, but he usually acts with the approval of the executive committee. In his opinion that is the proper set-up, namely, that the president guides and submits policies for approval to the executive committee. In Iowa the retiring president automatically becomes a member of the Executive Committee.

Charles J. Clayton, of Colorado, gave as a reason for the question that it was brought out in his paper last year citing that under the constitution and by-laws of some states, the chairman of the executive committee may be some one else, and not the president. If it happened that some one other than the president was chairman of the executive committee there might be a division of authority and a division of opinion. He referred to a recent occurrence, when a meeting was contemplated to discuss the code. The invitation to attend was extended to the entire member-

ship. A question came up regarding the vote by all the members present—the President claimed that the vote was not valid as the meeting called for was that of the Executive Committee and no members of the committee are allowed to vote in open meeting. He cited this, because it presents a division of authority when the executive committee is headed by some other person than the president. In some instances the president is not a member of the board of directors, and under these conditions the president simply does what he is told. Mr. Clayton desired to have information from others who have had similar experience.

William B. Day stated that the executive committee of Illinois Association is composed of twenty-five members, one from each congressional district, and the president acts as chairman of the committee. The officers function during called meetings and at the annual convention. There is considerable expense attached to a called meeting, for hotel, transportation, etc.

Walter D. Adams said that the Texas Association has an executive committee of six members, elected every year and the president and secretary are *ex-officio* members. The president votes in case of a tie but the secretary is without vote. The plan has been quite satisfactory. He thought that it might be improved, if the executive committee had a chairman who was really the directing head, as the chairman of the Council of the A. PH. A. The president could make his recommendations and, if acceptable, these would be adopted and put into effect. He said that an executive committee, composed of a representative from each congressional district in Texas would be impracticable on account of distances. An effort is made in the selection of the executive committee to have representation from all sections of the state.

Robert C. Wilson stated that in Georgia an executive committee and board of directors are selected from the ten congressional districts. The president, practically, becomes a director from the district in which he resides. The ten directors increased by four directors, to be appointed by the president, from various parts of the state, meet with the president and secretary who are *ex-officio* members, with vote.

Roy C. Reese advised that the set-up in Kansas is similar to that in Iowa. There are six members of the executive committee, and it is composed of the president, vice-president, secretary, treasurer and secretary of the State Board of Pharmacy. The secretary is without vote. All changes of policy are referred to the executive committee. This plan has been working satisfactorily.

F. V. McCullough informed that the set-up in Indiana was somewhat different. There are six members of the executive committee, two of whom are elected each year at the annual meeting. This executive committee meets after adjournment of the state association for organization and elects its own chairman. Quarterly meetings are held. The president presides and presents questions to the committee that are to be considered. He takes an active part in the meeting.

Robert C. Wilson, of Georgia, made reference to a statement of a large manufacturing concern by which it was implied that the strength of an organization is determined by the character of the secretary.

W. E. Bingham stated that in Alabama three members of the executive committee are elected at the annual convention. The first one elected becomes chairman. The president, on retiring, automatically becomes a member. One member is elected for one year, one for two years and one for three years. The retiring president and the secretary make up the membership of the committee. The executive committee was brought together in Birmingham for discussing the NRA and the chairman of the executive committee presided. The executive committee has been increased to seven members.

A. L. I. Winne reported that Virginia has a committee of five members. The president of the Association is chairman. Three members are elected and the retiring president and the secretary-treasurer are active members with vote. This plan of operation has been in effect for ten or more years and is satisfactory.

J. W. Slocum said that in Iowa, in addition to the executive committee, an advisory board is provided for by the constitution. This consists of officers of the Association, members of the legislative committee, members of the Board of Pharmacy, and two members from each congressional district, and all cities of 25,000 or more are entitled to representation. This body acts as nominating committee of the officers at the state convention. Those nominated are placed on the ballot and voted on during the convention. This plan has been successful. All sections of the

state are represented and there are enough representatives present from every section. A meeting is held prior to the state convention so that the names of the nominees may be placed on the ballot. If a section is not represented the president may select somebody from that district. There has been very little politics in the Association.

J. W. Gayle advised that the executive committee of the Kentucky Association carried out the policies of the association. The president is executive head and a member of the executive committee; the secretary is an *ex-officio* member. The committee is subject to the call of the president and the plan has been very satisfactory.

C. S. Pierce informed that the Maine executive committee is composed of seven members, a president, three vice-presidents, secretary-treasurer and one member appointed by the president. All of the officers have a vote and the arrangement works very well.

J. J. Gill said that Rhode Island has nothing new to offer. Every year an executive committee of three members is elected; the president, vice-president, secretary and treasurer are also members of the committee.

Roy C. Reese stated that a meeting of the executive committee is held prior to the annual convention and on the night following the convention. Most of the questions coming to the executive committee are handled by mail.

Miss Alice-Esther Garvin said that the president appoints the executive committee. The secretary attends the meetings and takes the minutes. Five meetings are held annually and the members pay their own expenses. She preferred a committee of which the retiring president would become a member.—(Connecticut.)

O. W. McShane stated that in Vermont the executive committee is composed of the president, secretary, three vice-presidents and three members, all elected at the annual meeting.

Carl G. A. Harring said that in Massachusetts the president is *ex-officio* president of the executive committee. In his opinion, the executive board should be composed of two vice-presidents, the secretary and treasurer, and two former presidents.

O. W. McShane referred to a past-presidents' group in the Vermont Association—the members act in an advisory capacity.

J. Lester Hayman said that in West Virginia the executive committee is composed of the president, three vice-presidents, secretary and treasurer, and three members elected for three years. The transactions of the committee are conducted by mail or telephone.

Topic No. 7 was presented, "Contests and Novel Schemes for Increasing Interest in Annual Meetings."

Roy C. Reese referred to a prescription contest in Kansas.—Members of the Senior class of the University School of Pharmacy were permitted to enter this contest, which created considerable interest. One of the faculty of the School of Pharmacy was on the program to speak, but the time allotted was too brief, and next year provision will be made for a longer address. A feature of the meeting was the drawing of prizes for merchandise contributed by several stores and members. In his opinion the program should be cut down as to speakers and a round table discussion should be instituted.

J. Lester Hayman stated that about the same system was followed in West Virginia, but a registering booklet was used, with a ticket for each session and the fee taken up at the door. In order for a person to be eligible for selection for a prize he must be present at the session.

Charles J. Clayton stated that in Colorado they followed somewhat similar lines. However, he referred to a plan in South Dakota which he thought very good. This was presented in an interview between Editor George Bender and Mr. Keller who operates several drug stores in Minneapolis. Mr. Bender asked questions and Mr. Keller gave the answers. These questions related to details of store management.

W. E. Bingham was interested in learning how non-members could come into the convention, when prizes were given out.

J. M. Plaxco said that in South Carolina only dues-paid members are admitted. They must present a card to that effect and register.

J. Lester Hayman stated that certain prizes are given only to retail druggists; travelers and others are given distinctive badges.

A. L. I. Winne said that they had a similar plan in Virginia. The drawing card this year was a discussion of the NRA.

Charles J. Clayton referred to a play which was carried out in Colorado during the address of a speaker, which created quite a little interest and surprises.

Robert C. Wilson said that the member who attends the annual meeting must have something to take back home with him. This creates an interest for his coming back to the next convention.

J. Lester Hayman spoke of a plan whereby prizes are given for analyzing prescriptions and presenting them.

Ralph W. Clark said that in Wisconsin different colored ribbons were used in designating those in attendance. The prize features of the Association are carried on by the traveling men. He also referred to a number of members who do not pay their dues, although their business would indicate that they are perfectly able to do so. Team captains are now appointed for collecting past dues.

Roy C. Reese said they were doing about the same thing in Kansas. Team captains are appointed in various counties who look after delinquents. These team captains have been more successful than he had been, as secretary, in collecting dues.

Prof. Anton Hogstad said he had listened with interest to the scheme but, in his opinion, the greatest interest is aroused by setting up a regular pharmacy and discussing various phases. Along with that, other departments of the store may be profitably discussed. This is in line with a plan which had been made effective at various points where he had lectured.

F. V. McCullough stated that, as part of the program in Indiana, druggists from country towns discuss methods of selling insecticides; those of professional pharmacies, the prescription phase and others deal with soda fountains, etc.—This develops a program of wide variation. Traveling men pay dues and a subscription fee to the *Indiana Pharmacist*, which becomes part of the entertainment fund.

H. J. Nie was of the opinion that the programs should be arranged so they will be both profitable and interesting. He was supported by Professor Hogstad, who was of the opinion that discussions should relate more to pharmacy than is generally the case.

J. W. Slocum stated that in his opinion programs of state associations should include all divisions of the drug trade.

Reference was made to drinking at conventions. The consensus of opinion seemed to be that this situation is improving.

Ralph W. Clark stated that in Wisconsin they had a field man who is under contract to produce \$4000 worth of advertising and to get 500 new members. His membership quota has been filled up to October.

J. W. Slocum suggested that the secretaries coöperate in supplying the names of those available for speakers at conventions. Following this, a motion was made and carried that the Secretary of the Conference send a circular letter to each of the secretaries to ascertain the names of those available as speakers.

J. Lester Hayman was tempted to try the idea of the Minneapolis convention to have local druggists speak.

Walter D. Adams said this was tried out in Texas very successfully.

SECOND SESSION.

The Second Session of the Conference of Pharmaceutical Association Secretaries was convened September 1st, at 2:00 P.M., by President J. Lester Hayman. A motion was made, seconded and carried that the Secretary be instructed to write the various secretaries of the state associations to report quarterly on their activities.

President Philip expressed his appreciation of the work of the Conference.

F. V. McCullough inquired of President Philip whether he had any suggestions to make regarding the payment of dues of local and state associations and connecting up the entire group on the order of the American Medical Association.

President Philip replied that he explained the plan in the House of Delegates. In his opinion, there are too many cross purposes. The members are becoming more interested in a combination scheme. The affiliation of the different organizations will not be brought about within a year, possibly not for a number of years, but eventually this arrangement will come about and when this results there will be closer coöperation of all bodies, and, in his opinion, it would be

said when the plan has been successfully brought about—that it should have been in effect sooner.

Robert C. Wilson stated that in his opinion such affiliation should be encouraged and the matter of combination dues should be carefully thought out.

President Philip contended that we should not hold our associations too cheaply. The dues must be sufficient to carry on work or the plan will not be effective. He stated that in California \$21 per year had been collected and this can be done if good service is given. Membership in the Chamber of Commerce costs from \$20 to \$25, in the Rotary Club, \$60 to \$75. What is needed is courage, and he cited a number of experiences which proved his contention.

J. Lester Hayman stated that the need of coöperation and unity was shown at Washington.

Roy C. Reese suggested that \$50 be sent to the Century of Progress Exposition in Chicago and instead of \$50 to the AMERICAN PHARMACEUTICAL ASSOCIATION Building at Washington the organization should try and make that \$100, also that the matter of not collecting dues be reconsidered. The suggestions made were adopted in the following order: that the Secretary be instructed to send a contribution of \$50 to the Century of Progress Committee at Chicago and that a contribution of \$100, in two instalments, be sent to the A. PH. A. for the Headquarters Building in Washington. It was also voted to collect dues for the ensuing year and that a dinner be provided for, but the question of taking the money out of the Treasury be left open until that time.

Roy C. Reese moved that Secretary Haring be instructed to draw a check of \$50 payable to himself as an honorarium. This was seconded and carried.

J. W. Slocum moved that the Secretary be instructed to send a letter of sympathy and condolence to Secretary Gustave Bachman of the Minnesota Pharmaceutical Association who had sustained injuries in an accident. Carried.

President J. Lester Hayman presented subjects 8a and 8b for discussion—8a, "In what states are local district meetings habitually held and what is the character of the programs at such meetings?" 8b, "Are you following some concerted plan to link up these meetings with your state associations for the purpose of increasing your membership?"

J. W. Slocum stated that in Iowa, District Meetings are held; the membership question does not enter—the membership is an automatic renewal of registration—the dues are collected on renewal. Iowa has nine Congressional Districts and a meeting is held in each of the districts. Five meetings were held in one week in different congressional districts and four during the following week in the remaining districts. He said that this is not fully adequate to cover the entire state but the meeting-places are located so that it is not difficult for each member to attend at least one. The Secretary usually selects the location of these meetings and the Executive Committee approves them. The purpose of these meetings is to contact a little more closely the individual members, many of whom cannot attend the state convention.

The members also feel a little more free to express their opinions at these district meetings and are more interested. It has been felt that a speaker who can interest and enthuse is quite essential. This year Dusty Miller of Ohio has been selected. He is not a druggist but he is a good speaker. The convention is called right after lunch and those who desire to participate in amusements have the opportunity for doing so. A dinner is served at 6:30, attended by ladies; a business session follows. Entertainments are provided for the ladies.

Mr. Slocum said that the more successful meetings are not held in the larger cities. The success of a program depends largely on the interest created. These meetings have been held for fifteen years and the one of last year was probably the most successful. After the speaking program, discussions are held on timely subjects. The expenses of the meeting are not over \$300 and some of them have cost as little as \$200.

W. E. Bingham asked relative to membership and membership dues.

Mr. Slocum explained that no dues are collected at district meetings.

Secretary Kelly said he was glad to have come into the room while Mr. Slocum was talking. He explained that Maryland is divided into two sections, Baltimore is one section and the other part of the state comprises the other. An effort is made to bring the work of the Association to the members. Many of the members are unable to attend the state convention and are always interested in hearing of the happenings, so this enters in the program of the district meetings. Two of these meetings are held annually in each section and these meetings are attended by the president and other officers. If it is a legislative year the members are interested in discussion of legis-

lative matters and reports of the legislative committee. Speakers are provided for the professional, economic and commercial phases and are usually quite successful. As a result of these district meetings the members show a great deal more interest in the annual meetings. Pharmacists also invite physicians to attend—this creates a spirit of coöperation. After dinner, which is held at night, there are informal discussions on various problems.

Robert C. Wilson spoke of the work of the Georgia Association. He said that during the last two years effort has been made to hold meetings in each congressional district. In these districts a president and a secretary are elected and they arrange the dates of the meetings and the place and the program. An effort is made to enlist members for the state association in the district meetings. The president of the District Association automatically becomes a member of the Board of Directors of the state association. This is helpful in legislative problems for the president gets in touch with district members and in that way splendid results are obtained. At the present time the Georgia association has a larger membership than ever before and each district is reporting new members. In his opinion, within the next year, 85% to 95% of the drug stores will be represented.

Walter D. Adams said that there were seven district associations in Texas and they meet twice a year. It is attempted to have at least one member of the official family (State Association) present.

Texas is a very large state and there is some trouble in getting around. Until recently the dues of the State Association were collected by the State Pharmacy Board. They had collected and were about to turn over to the State Association \$9000 when the point was raised that this part of the law was unconstitutional. An expert counsel was employed and it is hoped to get a new ruling.

J. M. Plaxco said that in South Carolina there were nine Congressional Districts and these were organized on an initial fee of \$1 per member. So far, no additional fee has been requested.

J. W. Slocum spoke of the cigarette legislation in Iowa. The City Council has the power to grant licenses and to withhold licenses at any time. The Supreme Court has upheld this legislation.

Carl G. A. Harring stated that local associations were good, but only so long as they are held together and attached to the state and national associations. He said that when he returned home he would send out letters to the members, impressing the necessity of local association members being also members of the state association.

J. Lester Hayman stated that fifteen senatorial districts had been organized in West Virginia and in each district a president and secretary are elected and these are members of the state executive committee.

Roy C. Reese stated that in Kansas they had provided for a committee of two members who are retail druggists; two salesmen and the secretary of the state association—that leaves the balance of power with the secretary and he sees that the salesmen get a square deal. This has made the convention more interesting for the members and also has resulted in building up a fund of about \$800. The two salesmen of the committee appoint a sub-committee and its members handle the entertainment features.

E. F. Kelly said that the Maryland Association had a traveling men's auxiliary which is provided for in the constitution and by-laws. This committee takes entire charge of the entertainment and submits all proposals to the executive committee. The experience has been very satisfactory. The salesmen help out in membership drives and also in collecting dues. They also carry important news to the various sections of the state.

Charles J. Clayton reported that in 1926 the Colorado Association had not registered more than 150, but a drive was started by the association of the salesmen; their efforts and newspaper publicity increased the number, in 1931, to 557. This year, however, the enrollment dropped to 467 registered pharmacists. The entertainment is sponsored by the drug interests who choose their own chairman and, as a result, the entertainment features have been improved. At one time it was necessary to raise money by advertising, but the traveling men are now taking care of that, so that for the last convention they raised \$1900 and this was divided by the association and the traveling men's organization. They also handled the advance program.

President Philip said he was sorry that it was impossible for him to attend the meeting continuously. He numbered some of his best friends among the traveling men and was of the opin-

ion that they should receive coöperation and that the salesmen should have separate meetings from those of the state associations. However, publicity should be given by the state association to the traveling men's auxiliary. The entertainments could be held jointly and the traveling men should pay the usual registration fee.

F. V. McCullough advised that in Indiana the traveling men are auxiliary members. They pay \$3—\$1 of which is subscription to the *Indiana Pharmacist*, the other \$2 going into the treasury of the Association. The traveling men meet with the officers in January and April for instructions as to the state meeting. The merchandise donated as prizes is shipped to the convention city and distributed by a joint committee, one appointed by the president of the Association and one by the president of the Salesmen's Auxiliary.

Henry J. Nie inquired relative to local druggists bearing the cost of the convention.

President Philip replied that sometimes local people are expected to bear too much of the expense. He thought that the members would feel better if a smaller part of the convention expenses was defrayed by the local committee.

Charles J. Clayton stated that the Colorado Association did not expect the local committee to defray the expenses, except those of the reception on the first night.

J. Lester Hayman said that in West Virginia the salesmen's auxiliary arranges for the entertainment but druggists make contributions to them in money.

It was agreed to take up *Question 3*, "The Resolutions of the Convention—who writes them? Should the Secretary take an active part in preparing them?"

F. V. McCullough said he had attended conventions in a number of states and that he is occasionally a member of the committee on resolutions. A difficulty that sometimes obtains is that no one is familiar with drafting resolutions and the members of the committee do not anticipate what wording will be needed and consequently some of them are not prepared. He always carried a number of resolutions with him to the convention on anticipated subjects and, if these matters are brought up, the resolutions can be promptly presented.

President W. Bruce Philip considered the idea a good one and it might be well for members who are interested to carry with them thirty or forty standard resolutions. Resolutions should be handled and so worded that they can receive prompt consideration.

Walter D. Adams said that, as Secretary, he carried a file of resolution material and copies are handed to some member of the Committee on Resolutions, so that the resolutions are drafted when they go before the convention.

Miss Alice-Esther Garvin wondered what became of the resolutions.

J. Lester Hayman stated that resolutions in West Virginia were taken up before the end of the president's term.

Walter D. Adams said that in Texas the executive committee studies the resolutions.

Carl G. A. Harrington reported that in Massachusetts these are taken care of by the Secretary and directed to the proper channels.

C. Leonard O'Connell said that in Pennsylvania resolutions are presented at the second to the last meeting. A resolutions' committee is appointed, of which the members of the Executive Council are *ex-officio* members. The resolutions are prepared in proper form and discussed before the meeting.

Question 4, "Is it desirable to divide states into zones for the purpose of giving each zone representation in the presidency by rotation?"

J. W. Slocum advocated this plan in Iowa and he thought that the state should be divided into quarters. In this way, as the retiring president becomes a member of the executive committee, each section would have representation.

Charles J. Clayton stated that this would not work very well in Colorado. It is deemed necessary that the president be located near Denver in legislative years. Colorado is a state of distances and it is inconvenient and expensive for a member to come a long distance to attend legislative sessions.

William B. Day said the rule in Illinois is that a president may come from Chicago only once in three years, so that other sections of the state receive consideration.

Question 6, "Is it possible to devise some plan whereby neighboring states may avoid holding conventions at the same time?"

It was moved, seconded and carried that the incoming president appoint a committee to make a study of this question and report at the next convention.

Charles J. Clayton said that if this was properly handled it would make it possible to arrange for speakers at conventions in adjoining states. Colorado depends somewhat on tourists' trade and this business opens up about July first. If the state convention is held about the 15th the hotels are crowded; there is little privacy and the charges for meals and rooms are higher, so that the meetings are arranged for the advantage of the members. He favored the plan suggested by the question and that information on the subject be sent to the secretaries of the Conference.

It was moved and seconded and carried that Mr. Wilson send to the Secretary such information as is available regarding the findings of the Georgia State Committee on the subject of taxation and that the Secretary forward such information to the various secretaries of the Conference. A motion was made, seconded and carried that a resolution be drawn up and sent to the Massachusetts Board of Pharmacy commending the efficiency of Secretary Harring and asking that the Board arrange for his return to the Conference to be held next year.

Chairman Walter D. Adams reported for the Committee on Nominations as follows: *President*, R. C. Wilson, Georgia; *Vice-President*, F. V. McCullough, Indiana; *Second Vice-President*, E. R. Weaver, Oklahoma; *Secretary-Treasurer*, Carl G. A. Harring, Massachusetts; *Delegates to the House of Delegates*, William B. Day, Illinois; *Executive Committee*, J. Lester Hayman, West Virginia; James J. Gill, Rhode Island; W. E. Bingham, Alabama; Roy C. Reese, Kansas.

On motion duly seconded and carried, the report of the Nominating Committee was adopted and the nominees elected.

Walter D. Adams introduced the new president, R. C. Wilson, who thanked the Conference for the honor bestowed.

The Annual Session of the Conference, on motion duly seconded and a vote was then adjourned.

THE GROWTH OF PROFESSIONAL PHARMACY.*

BY C. B. JORDAN.

"Every time we have a business session at Purdue University to which President Philip has referred, the president of the University welcomes those who attend. He begins his welcome by describing the drug store he is used to seeing, and asking if that is pharmacy.

"I want to say to you that medicine has been worshipping strange gods. Those of you who sat in the meetings of the Association of American Colleges of Pharmacy and heard Dr. Zapffe's talk, know what I mean. I was fortunate in having Dr. Zapffe, who is executive secretary of the Association of American Medical Colleges, come to us to give us an address, and the chief theme of his impressive address was that the colleges of medicine were not giving sufficient attention to teaching materia medica and pharmacology, and that as a result they were discarding the beneficial materia medica as represented by the Recipe Book, the National Formulary, the United States Pharmacopœia.

"Pharmacy has also been worshipping strange gods, and I am glad to see it coming back to the consideration of professional pharmacy as indicated by this symposium.

"I am delighted to know that the AMERICAN PHARMACEUTICAL ASSOCIATION is giving this time to the discussion of professional pharmacy. From the fact that I have talked before this ASSOCIATION yearly for the last four years on professional pharmacy, I think it is clear to you that I am enthusiastic about it.

"Recently, I spoke to a group in this city on Professional Pharmacy, and at the end of my address one of the young men came up to me and said, 'I think you are too enthusiastic about the opportunities of professional pharmacy.'

"I said, 'Perhaps I am. I hope I will not lead any young man astray and have him enter professional pharmacy and fail, but if I can get the pharmacists of the United States to appreciate the opportunities that are present in professional pharmacy, I think I can be excused for over-enthusiasm.'"

* From an address of the Symposium on "Practicing Professional Pharmacy," Madison, Wis.—See page 1021, October JOURNAL.