

ASSOCIATION BUSINESS

AD INTERIM BUSINESS OF THE COUNCIL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION, 1933-1934.

Office of the Secretary, 10 W. Chase Street, Baltimore, Md.

LETTER NO. 4.

November 27, 1933.

To the Members of the Council:

20. *Minutes of the Council.* Motion No. 1 (see Letter No. 2, page 1058) has been carried and the minutes are approved.

21. *Use of Text of N. F. V.* Motion No. 2 (see Letter No. 2, page 1058) has been carried and the J. B. Lippincott Co. has been advised.

22. *Election of Members.* Motion No. 3 (see Letter No. 2, page 1058) has been carried and applicants numbered 1 to 9, inclusive, are declared elected.

23. *Transfer of Property between the U. S. A. and the Association as Provided under Public Resolution No. 18, and the Agreement for the Occupancy of U. S. Reservation No. 332-B.* Motion No. 4 (see Letter No. 3, page 1065) has been carried unanimously. Dr. R. P. Fischelis wrote as follows:

"I was impressed with the comment of Dr. Dunning's attorney on the permit granted the ASSOCIATION for use of reservation 332-B as an approach to the property.

"I shall be glad to vote in the affirmative on Motion No. 4, if it is understood that every effort was made to avoid the inclusion of the clause in the permit to the effect that it is revokable at will by the Director of National Park Buildings and Reservations. In other words, if this is the kind of an agreement that has to be made by all other organizations in similar positions, we cannot expect anything different. If on the other hand some organizations have been able to avoid the inclusion of this clause, I feel that a further effort should be made to have it excluded.

"Kindly let the record indicate that my affirmative vote in favor of No. 4 is modified by the attitude expressed in this letter."

Dr. Fischelis was advised that the clause to which he refers is included in the agreement for the occupancy of U. S. Reservation No. 332-A by the National Academy of Sciences as quoted on page 1064 of Letter No. 3. The president and secretary have signed the agreement for the Occupancy of U. S. Reservation No. 332-B, and the deeds for the transfer of property will be signed and recorded as promptly as possible.

24. *Sale and Exchange of Liberty Bonds.* Certain series of the Fourth Liberty Loan Bonds, 1933-1938, have been called for payment at par on April 15, 1934, or they may be exchanged as of that date at par for Treasury Bonds, 1945, bearing interest at 4¹/₄% from April 15 to October 15, 1934, and thereafter at 3¹/₄% to maturity, the bonds being callable at par on or after 1942.

The following amounts of the called bonds are in the funds named:

Endowment Fund	\$ 2,000.00
Life Membership Fund	11,000.00
Research Fund	6,000.00
Headquarters Building Fund	100.00
Wm. Procter, Jr., Monument Fund	100.00

After careful investigation and after receiving advice from various sources, the Committee on Finance believes it to be advisable to exchange the called bonds for uncalled bonds of the same issue. The exchange can now be made on an even basis and at no charge. The uncalled bonds cannot be called until or after October 15, 1934, and probably conditions will be more settled by that time. The exchange will maintain the present distribution and interest rate in these funds.

It will be necessary, as explained to the members of the Council in Madison, to transfer

five thousand dollars of the accumulated interest in the Life Membership Fund, invested in the above bonds, to the Current Fund.

(Motion No. 5) It is moved by Swain, as Chairman of the Committee on Finance, that the called Fourth Liberty Loan Bonds listed above be sold or exchanged on an even basis for uncalled bonds of the same issue and that since most of the called bonds are registered, and as this form is required, the following be adopted:

Resolved, that C. W. Holton, treasurer, and E. F. Kelly, secretary, are hereby authorized to buy, sell, deal in, assign or negotiate the called Fourth Liberty Loan Bonds which are owned by, or registered in the name of the AMERICAN PHARMACEUTICAL ASSOCIATION and to that end, to endorse, transfer and deliver the same.

25. *National Retail Drug Trade Council.* On October 24th, the secretary was advised by NRA officials that the Code of Fair Competition for the Retail Drug Trade had been signed and would become effective on October 30th. The ASSOCIATION was requested to select its temporary representative on the National Retail Drug Trade Council as provided for in the Code, the permanent representative to be selected later after the proper method had been determined. It was also requested that the temporary representative attend a meeting of the Council in Washington on October 27th.

After consultation, President Swain and Chairman Hilton recommended that the secretary serve as the temporary representative. This recommendation was submitted to the members of the Council either personally, by telephone or by telegram and it was approved.

The Administration has approved as temporary representatives John A. Goode and John W. Dargavel for the N. A. R. D., E. F. Kelly for the A. Ph. A., and Wheeler Sammons for the Drug Institute of America, Inc. Later George M. Gales was approved as the representative of the National Association of Chain Drug Stores.

The Council was organized with John A. Goode as chairman and E. F. Kelly as secretary-treasurer, and has established its office in the Tower Building, 14th and K Sts., N. W., Washington, D. C.

When a method of selection has been determined upon, the ASSOCIATION will be requested to select its permanent representative on the Council.

26. *Applicants for Membership.* The following applications properly endorsed and accompanied by the first year's dues have been received.

No. 10, Wm. C. Alexander, P. O. Box 608, Salida, Colo.; No. 11, James A. Armanasco, 531 S. 26th St., Richmond, Cal.; No. 12, Philip Basson, 133 Cambridge Ave., Jersey City, N. J.; No. 13, Annabel Beaty, 480 Avon Ave., Newark, N. J.; No. 14, Henry Bellis, 642 10th Ave., San Francisco, Cal.; No. 15, Frank O. Berg, Owl Drug Store, Astoria, Ore.; No. 16, Albert Bloom, 3166 Kensington Ave., Philadelphia, Pa.; No. 17, Edgar J. Bragger, c/o Hoffmann-La Roche, Inc., Nutley, N. J.; No. 18, Maurice E. Bryant, 605 Campus Ave., Pullman, Wash.; No. 19, Andrew Brown, 1502 Pittston Ave., Scranton, Pa.; No. 20, Bert N. Dalton, 238 Vestal Ave., Binghamton, N. Y.; No. 21, W. J. Dunsmoor, 600 Campus Ave., Pullman, Wash.; No. 22, Joseph Ebert, 135 S. 11th St., Philadelphia, Pa.; No. 23, C. H. Evans, 218 Main St., Warrenton, Ga.; No. 24, Robert P. Gaines, 546 Broadway, Bayonne, N. J.; No. 25, Henry S. Godshall, 134 Congress Ave., Lansdowne, Pa.; No. 26, Mary C. Grace, 3336 Bouck Ave., Bronx, N. Y. C., N. Y.; No. 27, Vince M. Harrington, Mariana, Ark.; No. 28, L. R. Henderson, 100 E. 2nd St., Muscatine, Iowa; No. 29, Harry Isacoff, 29 Woodford St., Worcester, Mass.; No. 30, L. V. Johnson, St. Michaels, Md.; No. 31, Milton Kahn, 212 W. Main St., Somerville, N. J.; No. 32, J. C. Kearfoot, 2 Main St., Martinsville, Va.; No. 33, W. H. Keen, P. O. Box 558, Perry Point, Md.; No. 34, Joe Knight, Lebanon, Mo.; No. 35, Prescott R. Loveland, 214 Chelsea Nat'l. Bank Bldg., Atlantic City, N. J.; No. 36, T. Joseph McAuliffe, 184 Lewis St., Lynn, Mass.; No. 37, George Mathews, 1257 S. Capital St., Washington, D. C.; No. 38, Abram Mosler, 210 Park Place, Orange, N. J.; No. 39, Charles Mueller, 368 Plane St., Newark, N. J.; No. 40, Fumiko Murayama, 1624 Post St., San Francisco, Cal.; No. 41, Kermit Myklebust, 203 Spaulding St., Pullman, Wash.; No. 42, John E. O'Brien, 2002 Farnam St., Omaha, Neb.; No. 43, Murray W. Posner, 1209 Lexington Ave., New York, N. Y.; No. 44, John X. Powers, 420 E. Davenport St., Iowa City, Iowa; No. 45, Floyd K. Riggs, 219 Broad St., Newark, N. J.; No. 46, E. F. Rimmer, 131 East Park Ave., Charlotte, N. Car.; No. 47, Max M. Rosenberg, 875 Brooklyn Ave., Brooklyn, N. Y.; No. 48, W. L. Sampson, 538 Summer Ave., Newark, N. J.; No. 49, Joseph Schick, 2072

Grove St., San Francisco, Cal.; No. 50, George A. Stanley, 1301 W. Lafayette, Detroit, Mich.; No. 51, Henry A. Stype, 201 East Liberty St., Wooster, Ohio; No. 52, John Torigian, 93-20-240th St., Queens Village, L. I., N. Y.; No. 53, Arthur Van Hooser, Metropolis, Ill.; No. 54, Clarence J. Williams, 1220-30th Ave., San Francisco, Cal.; No. 55, Harry Wolff, 1366 Blue Hill Ave., Mattapan, Mass.; No. 56, Robert Haws Wuensch, 30 S. Kingman Road, South Orange, N. J.

(*Motion No. 6*) *Vote on applications for membership in the American Pharmaceutical Association.*

E. F. KELLY, *Secretary.*

MARKETING PRESCRIPTION DEPARTMENT ITEMS.

BY FRANK A. DELGADO.

Manufacturers, dealers, importers and wholesalers of chemicals, botanical drugs, fixed and volatile oils, pharmaceuticals, biologicals and ethical trade-named specialties are or should be interested in the extent to which these items are being prescribed by physicians. Among other questions which drug manufacturers and wholesalers have been asking and the answers to which are now available, it is believed for the first time, are:

1. What percentage of the nation's prescription business is handled by professional pharmacies?
2. To what extent, if any, have specialty type prescriptions grown over the last 20 years?
3. Have prescriptions in liquid form increased?
4. Are prescriptions calling for capsules and tablets decreasing or increasing?
5. What is the average prescription department dollar inventory investment?
6. How is this investment divided between chemicals, botanical drugs, fixed oils, essential oils, biologicals, galenicals and specialties?
7. What does it cost to purchase the basic equipment necessary to stock a prescription department and is a list of the necessary equipment available?
8. What books should the average drug store have in its library, and what would they cost?
9. What type of container is advisable for prescription calling for capsules, pills and tablets?
10. What percentage of total drug store volume consisted of liquor prescriptions?
11. Does prescription volume take a drop in summer months?
12. Are prescription prices lower in professional pharmacies than in the usual commercial type drug store?
13. Have pharmacists increased their prescription prices during the past twenty years?
14. What is the actual cost to the pharmacist of the ingredients in various types of prescriptions?
15. Has the tendency of physicians during the past twenty years been to prescribe specialties more than U. S. P. and N. F. preparations?
16. To what extent do pharmacists detail physicians?
17. Are the physicians who have graduated in recent years inclined to prescribe a different type of ingredients from those who began to practice before the War?
18. How many new drug stores open every year?
19. What is the maximum number of different ingredients required to fill 10,000 prescriptions?
20. How would these be divided between chemicals, galenicals and specialties?
21. How many would be called for as many as 10 times each per 10,000 prescriptions?
22. How many prescription department items distributed judiciously among chemicals, galenicals and manufacturers' specialties should prove to be an adequate opening order, and what would be their cost?
23. How many different ingredients are required to fill the first 500 prescriptions and how many for each succeeding block of 500?
24. How many prescriptions per day does the average drug store fill the first year in business?