

THE CONFERENCE OF PHARMACEUTICAL ASSOCIATION SECRETARIES

ABSTRACT OF THE PROCEEDINGS.

The Eleventh Annual Meeting of the Conference was held in the Hotel Pennsylvania, New York City, August 18 and 20, 1937.

The First Session was held on Wednesday afternoon, August 18th. President Slocum welcomed those in attendance and then called attention to the death in March of Secretary Carl G. A. Harring who had served the Conference in this capacity for several years, "a man of sterling character, quiet and unassuming but as genuine and dependable as we could hope or desire that he should be."

The audience stood in memory of Mr. Harring and the president was authorized by vote to appoint a committee of three members to draw up a resolution on the passing of the secretary.

President Slocum stated that J. Lester Hayman had kindly consented to serve as secretary until this meeting and that the Conference was indebted to Mr. Hayman for his assistance.

In place of a written address, President Slocum spoke informally, first expressing appreciation for the cooperation and support given him throughout the year. In previous years, it had been customary to arrange a fixed program, assigning definite subjects to selected speakers. This arrangement did not allow time for full discussion and also interfered with the introduction of subjects of special interest. Recently, the sessions had been devoted to open forum discussions of such matters as those present wished to bring up, and this had proven successful. For this meeting a number of topics had been mentioned in the program but this arrangement would be changed as desired. It was feared that this unique procedure might conflict with the ideas of the officials of the A. Ph. A. but they had not expressed disapproval and in fact, had cooperated splendidly. Therefore, outside of the necessary items of business there would be no set speeches or papers, and those present were urged to present topics, the discussion of which will bring out helpful information. The Conference had proven to be an effective organization and if it is to mean more in the future the secretaries must get together and confer, using the available time to the very best advantage.

The roll call showed a quorum present.

At the request of the chair, Mr. Hayman read the following report of the secretary-treasurer:

"Fully do I realize the inadequacy of the work done and the accomplishments of this office during the past few months. Few of us were prepared to receive the news of the passing of our most genial and efficient secretary, Carl G. A. Harring, on March 16th. It seems to me that it is unnecessary to eulogize him or his work among his friends and associates who knew him so well for many years. His memory we cherish, his place can be filled only by the passing of time.

"At the solicitation of President Slocum, I consented to carry on for the remainder of the year with the understanding that I would do the best that I could under the conditions and circumstances. I must honestly admit that I have been unable to devote as much time to the office as I at first thought possible, with the natural result of little accomplishment. One general bulletin was issued to which a few responded with the payment of dues, and timely topics for discussion at this Conference.

"Ten years ago, at the suggestion of Secretary A. L. I. Winne, of Virginia, this Conference came into being at St. Louis. Some months previous, Secretary Winne sensed the need for such meetings as have been held yearly for the past decade. From the very first meeting which was attended by only a few state secretaries, the conferences have been, as they were originally intended, a meeting place for the discussion of the particular and peculiar problems of the secretary. Evidence of their value is attested by the fact that the secretaries who have served their organizations for a number of years are usually or always in attendance, eager to learn ways and means of better serving their organization, and in turn being of more value and service to the individual members of the respective associations. There seems to be, however, some timidity on the part of the newer secretaries in taking an active part in our Conference. There are perhaps several reasons for this attitude and it occurs to me that perhaps the one of greatest significance is the lack of sufficient activity during the interim between meetings. This immediately raises the

question as to what the Conference can do during the year to stimulate interest among the secretaries? In my humble opinion, borne out I suspect from the experience of most of those present, an occasional letter or questionnaire fails to bring the response desired by the sender, although usually provides some little help. Our late secretary, Carl G. A. Harring, in his last report, said 'It is my duty to point out what might be done to make this office a power for good through helpful suggestions. I can think of no better way than for the secretary's office to issue a quarterly bulletin to all secretaries, such bulletin to contain suggestions for service improvements and pertinent news of association activities, such items to be contributed by the members themselves.' I believe that Carl's suggestion should be put into practice at the earliest possible time, but, I am of the opinion that the bulletin should be issued monthly rather than quarterly. I firmly believe in the constant reminder. The receiving of a monthly bulletin cannot help, in my opinion, but stir up some interest among the newly installed secretaries, and perchance create sufficient interest to attend the conferences, from which we perhaps derive the most benefit. May I again quote from Carl's report of last year? 'Mark well—if this plan is to be of any use, it must be borne in mind that each and every secretary should send in his contribution, no matter how short. If such a system were in force we might perhaps in time be able to arouse the membership of our state associations to a realization of the importance of a secretaries' conference,' and may I add the potential power that is within our hands if we so wish to use it.

FINANCIAL STATEMENT, AUGUST 14, 1937.

Cash on Hand, January 1, 1936.....	\$247.79	
(as per Treasurer's Books)		
Received from 5 Members at \$1.00 Each.....	5.00	
Received from 18 Members at \$3.00 Each.....	54.00	
		\$306.79
Expenses:		
Not Previously Accounted for:		
January 3, 1936, Mimeographing, Mailing and Stamps.....	6.50	
April 1, 1936, Mailing Envelopes.....	2.50	
May 10, 1936, Mailing Expense by Pres. Slocum....	1.75	
A. Ph. A. Reprints.....	7.99	
May 12, 1936, Mimeographing and Stamps.....	5.25	
August 1936, Mailing Expense by Pres. Slocum....	2.00	
October 1936, Mimeographing and Mailing.....	4.50	
		\$ 30.49
On Hand, December 31, 1936.....		\$276.30
Receipts during 1937 to August 14th:		
Received from 1 Member.....	9.00	
Received from 18 Members at \$3.00 Each.....	54.00	
		63.00
Expenses during 1937 to August 14th:		\$339.30
February 1937, Mimeographing and Mailing.....	4.50	
June 18, 1937, A. Ph. A. Reprints.....	13.32	
Mailing Envelopes.....	3.36	
		21.18
Cash on Hand, August 14, 1937.....		\$318.12"

On motion, the report was received as read.

Secretary Stanbury of the Canadian Pharmaceutical Association was recognized and addressed the Session as follows:

"May I say that I am very glad indeed to be present at this convention and especially glad to be present at this meeting of the Secretaries of the various state organizations. We as Secretaries have our troubles, have our difficulties, and we should get together to confer and see how these difficulties can be overcome and how we can improve the status of our various societies. You know the permanent secretary, I take it, is the business manager of the Association. He is the one who directs the work, who sees that everything runs smoothly and on his shoulders rest the responsibilities of the proper organization of the work in his state or province or country. Therefore, we have on our shoulders a great sense of responsibility to keep pharmacy well organized and keep pharmacy to the front as a profession.

The difficulty we have is to keep our membership informed of what has been done, keep our membership interested in the work of the Association. That is the great difficulty. As an example, the AMERICAN PHARMACEUTICAL ASSOCIATION is doing a wonderful work, but it isn't keeping the members alive and well informed of what tremendous work it is doing. In order to have that contagion going on from interested members, you have got to keep them well posted on what your organization is doing.

I have come here to learn, to find out what the other Secretaries are doing and how they are doing it. I am very glad to be here and very glad to meet with you to-day."

The president called attention to the recommendation in Mr. Hayman's report that a quarterly bulletin be issued by the secretary and after a general discussion participated in by Miss Garvin and Messrs. Clayton, Loveland, Slocum, Dretzka and Winne, it was voted to issue such a bulletin not to exceed five mimeographed pages.

President Slocum complimented those present on the prompt disposal of this important recommendation and on the helpful suggestion that had been offered. The Fair Trade Movement was then suggested as a subject of vital importance particularly as the Miller-Tydings Bill has become law with the President's signature. President Slocum opened the discussion by removing the conditions in and the procedure being followed in Iowa, emphasizing the added duties that the secretary is called upon to discharge. Messrs. Lehman, Pilchard, Loveland, Winne, Plaxco and Finneran joined in the discussion and fairly completed information was developed.

Upon invitation, Rowland Jones, Jr., Washington representative of the National Association of Retail Druggists, addressed the Conference.

"I know you were all overjoyed this morning when the news came that the President had affixed his signature to the legislation which has given us all a lot of headaches through the last four or five months.

"*First*, I want to express the gratitude of the officers and members of the National Association of Retail Druggists to all those who have so splendidly cooperated through the long campaign. I think it is a tribute to organization, particularly our own national organization and our supporting state and local organizations, that this legislation has come to such a happy issue in the face of all the obstacles it had to overcome. Time after time, through the last few months, the thing looked hopeless to many, but it was only through a refusal to accept defeat on the part of the national organization, and a similar refusal to accept defeat on the part of the rank and file that the Tydings-Miller Bill is now a part of the Federal Statutes. I want to express my personal appreciation to all those here and those who could not be here, for the splendid way in which all of my appeals for action and assistance were met in all parts of the country. While it is true that in some states we got better cooperation than in others, I think that the national picture as a whole presents one of almost uniform action when action was needed and needed badly. I am of the opinion that the work that had been done through the past year was such that had the President seen fit to affix his veto to this Bill, that barring unforeseen parliamentary tangles, it would have been passed over his veto. Congress was overwhelmingly sold on its principles.

"In the Senate, only one Senator, King of Utah, took the floor against it. He talked for two hours and when he was through not a single Senator arose to support him in his contentions. In the House, Celler of New York was an enemy of this legislation, but Mr. Celler's opposition was largely cancelled on the floor of the House when Mr. Coughlin, the head of the Tammany delegation in Congress, which is the most powerful delegation in that body, rose and made a very fine and effective speech in favor of the legislation.

"I think we have seen in the successful culmination of the fight for the Bill, what the power of organization really is when directed in the right channels and backed by the boys in the field,

who, after all, must do the effective work. All that we can do in the Washington office is advise and direct you, and your coöperation has certainly been forthcoming in a degree far in excess of anything that I have ever expected.

"But in the passage of the Tydings-Miller Bill, you see only the completion of the first phase of the fair trade movement. The legal foundation is now laid, with our state laws, with our national law, and with our state and Supreme Court decisions. That part of the battle is behind us, but in my estimation, the fight is only just begun. The hardest work is still ahead and I think that in the final analysis the whole success of the fair trade movement is in the hands of the public. If we can administer state fair trade laws in their local and national aspects in a cautious, conservative, careful way, I think the time will come when fair trade will bring to us all those things we have dreamed about. But—and I think it is an enormous but—the problems which we are going to face in the next year are far greater than those that you faced in placing that legislation on the statute books and carrying this legislation successfully through the courts, and it seems to me that in the long term, fair trade can only be successful if we can agree upon a national, uniform policy based not entirely upon our own selfish interests, but based also upon the interests of the consumers whom we serve.

"Some things have been happening in some states which worry me very much and which if continued will wreck the fair trade ship. I want to call your attention to the fact that if we fail now in the way in which we use these laws, you can forget about fair trade for all time to come.

"A meeting is being contemplated in Chicago at a very early date to which every state will be invited to send representatives for the purpose of having a round table discussion, a serious discussion which will be led by those who have been in the movement from the start and given it the greatest study. They will present a definite program to you and at the same time ask for your counsel and the benefit of the experience that you have already had. If in this meeting we can agree upon a program of enforcement of fair trade acts, that is safe and sane and conservative, I think we are going to go on to wonderful things.

"On the other hand, the other alternative stares us squarely in the face. We must always bear in mind that legislation which we have now in the statute books can be very easily taken away from us. Our legislators meet every two years and if the state fair trade acts are not administered the country over in a way which will be a credit to us, in a way which cannot be condemned as to the effect upon the consumer, or any phase of the drug trade—manufacturer, wholesaler and retailer—we will lose the fair-trade acts and the national act.

"So I hope that all of you here will ponder the things that I have said and I hope that every state represented here will be represented in Chicago in order that we can call attention to the dangers which confront us, and try to agree upon the policy which will really do the job. I think the real test of our organization is before us and I am optimistic. I feel sure that we are going to have a happy issue out of this whole problem. Nevertheless, that can only happen through a national, uniform plan of activity. Thank you very much."

Chairman R. L. Swain of the N. A. R. D. Fair Trade Committee also addressed the session as follows:

"I won't attempt to do any more than support in my own language the serious note of warning that Mr. Jones just gave. Of course in efforts of this sort you have always to develop an emotional psychology. You have to have campaigns pepped up with rich promises in order to get collective action, but if Mr. Slocum is right, that this is the best organized group, the test is shortly to be brought about. I do think we have an effective organization. I have spoken before probably six or eight pharmaceutical conventions this year. In every instance it has been on this fair-trade movement. I have tried to discuss it from a philosophical point of view.

"I think there have been two challenges thrown at us. The first was when the Federal Trade Commission sent a letter to the President of the United States stating that in their judgment they were opposed to the Act, because it might be adverse to the public and might result in an undue rise in prices to the consumer. That was Item 1. The President signed the Bill a few hours ago, but at the same time he issued what a great many people consider a denunciation of it. He said that he was signing it in the face of objection from a Federal department which had expressed a desire to him to have the Bill vetoed. In one way you might say that the Federal

Trade Commission might have been inspired to write the letter. You might say the President issued this statement in an effort to save his own face. However, we have challenges thrown at us, which we have got to meet and every effort must be made to disprove what the Federal Trade Commission feared and disarm the apprehension of the President of the United States.

"Just a few days ago a man told me of this experience: He was in a drug store in one of our leading cities and a woman came in to make a purchase of a well-known preparation that is now under fair-trade contract in that state. The article had been previously sold on a drastic cut-price basis, and this very distinguished and learned pharmacist told this woman in answer to why the price had been raised, "I can't help it. I had to put the price up because of the Fair Trade Act.

"I think the state should develop an educational effort that will give the rank and file of the men behind the counter the material and the facts and the understanding of this thing so they can give intelligent answers to the questions asked of them.

"You know the efforts of the Macy crowd. You know the kind of thing that is going on in the mail order houses, and you are going to find, unless I am very much mistaken, just as much of an effort to discredit it as you are going to find to sustain it. You are going to have a matching of wits and facts and intelligence of approach. It seems to me that every retail druggist should be impressed with the necessity of meeting the objections to this Bill. If a person comes in and says, 'What is this Fair Trade Act?' he should be in position to tell her how it is going to work and answer any reasonable questions with respect to it.

"We have just a big educational problem—the biggest phase of this entire effort—and the Secretaries should have this one thought in mind, ways and means of really getting this picture over to their members in the several states. There have been tons and tons of ink used; there have been reams of paper; every association in the United States has had it before it times without number, and yet you know that the great rank and file of the retail druggists do not have a proper conception of this fair trade movement.

"We ought to begin at the ground and build up. We ought to have a full understanding of what this is so we may become the shock troops in getting the gospel over to the public. When you go back and realize how long it has taken to get this far, it would be little short of tragedy to not carry it forward. It has taken twenty-five years or more to reach our present position. If it takes five more years to work out a reasonable and satisfactory program, if it takes five more years to lay a foundation which is going to save this thing, the time will be well spent.

"If it has taken intelligence to reach where we are, it is going to take a lot of the same thing to go further. Let us lay some foundation to develop every means, such as bulletins, etc., of getting this thing over to our own members. When we were trying to enlist the support of a very powerful member of Congress, he said he didn't have a great deal of time to talk about it in Washington, but he was going home in a very few days and would see a druggist in his town. That Congressman came back opposed to the whole fair trade effort because the man in his home town who didn't mean to create a bad impression, did give the wrong impression, which took some little effort to correct.

"I would like to repeat again that everything that Rowland Jones said to you was in a serious vein and you should accept it in that vein. Not a single phase of this effort was intentionally overlooked. The N. A. R. D. is well equipped to announce a program which I believe will appeal to your common sense as what ought to be done. I think it will impress you because it goes to the foundation of the whole effort. We are building an edifice that will justify the time and effort which goes back more than twenty-five years."

President Slocum thanked the speakers and emphasized that there was a lot of good common sense advice, worthy of very careful consideration, in both addresses and that everyone should realize the seriousness of the work ahead, which if well done, will lead to ultimate success.

The appointment of Messrs. Winne, Clayton and Plaxco as members of the Committee on Nominations and of Messrs. Hayman, Finneran and Pilchard as members of the Committee on Resolutions, was announced.

The Session was then adjourned.

Joint Session, Section on Education and Legislation, Conference Pharmaceutical Association Secretaries, and Conference of Law Enforcement Officials. See page 1185.

The Second Session of the Conference was held on Friday afternoon, August 20th.

The open forum discussion was continued.

The Washington Bulletin.—There was a diversity of opinion as to whether this bulletin should be issued on a fixed date or as important matters arose, the majority favoring the latter arrangement. The valuable point the bulletin played in the passage of the Miller-Tydings Bill was emphasized. On motion of Plaxco the Conference went on record as commending those responsible for the issuance of this bulletin and as requesting its continuance.

A Meeting of the Conference at the N. A. R. D. Convention.—After a general discussion, it was decided to hold such a meeting if there were a number of secretaries present and there was need for a meeting.

Miss Garvin, secretary of the Connecticut Pharmaceutical Association, gave a very interesting review of her recent trip to Egypt in which she particularly emphasized the high regard in which the profession of pharmacy is held in that country.

Membership and the Collection of Dues.—It was brought out that where registration and the renewal of license carried membership in the state association, the return per member was lower than where membership was voluntary but the proportion of membership was of course, higher. In Colorado, the registration or renewal confers the privilege of membership but is not automatic. It was pointed out that some question exists as to the legality of automatic membership. In one state, no portion of the registration or renewal fee is turned over to the state association but the state board of pharmacy is authorized to pay bills approved by the state association. In some cases where automatic membership exists and the return is low, members are requested to make voluntary subscriptions for such activities as fair trade, etc.

Two states reported an increase of annual dues to \$10.00 with an increase in membership. In one of the states a registration fee of \$3.00 is charged at the annual meeting to members and of \$10.00 to non-members. The arrangements for dropping members for non-payment of dues varies greatly. In one state, they are carried for two years and in another they are dropped after three months.

Reduction in dues has not resulted in an increase in membership. The big problem, of course, is to secure a representative membership under the voluntary plan. A state reported about 4000 registered drug stores with between 6000 and 7000 registered pharmacists, about 2600 members on the rolls and about 1200 paying members. Another state reported that the expenses and work of the association had been carried for years by less than 40% of the registered pharmacists. In this state, the annual dues at one time were fifty cents and the records show that as many members were dropped for non-payment as at present with dues of \$7.00. A state reported above 2000 drug stores with a dues paid membership of 1300, while another reported about 1900 drug stores with a dues paid membership of 1200.

Another question is how to affiliate the local with the state association because members dislike to pay local and state dues. A state reported an increase in dues to \$10.00 and \$3.00 for clerks and that applicants have to be unanimously approved by the executive board, with the idea of eliminating the member who is in and out. Another state reported an increase of dues to \$10.00 for both proprietor and clerk and a requirement that all back dues must be paid before a former member can rejoin. In one state, the collector is paid 25% for members and 35% for new members; in another, the collector was paid \$2.00 for collecting dues or securing a new member.

Reports of Delegates.—Mr. Finneran called attention to the necessity for better reports to the state associations by their delegates to the national associations and pointed out the difficulty of preparing interesting reports because so many activities are carried on especially at the A. Ph. A. meetings, and because so few understand how to select worth-while topics to report. It was brought out in the discussion that in some states such reports are sent out in bulletins or journals, in others, the delegates present reports at annual or other meetings. Secretary Kelly offered to send a concise report on this meeting to each delegate and to each secretary and requested advice and assistance in preparing it. He stated that a comprehensive report could not be issued until after the stenographic report of the A. Ph. A. meeting was received and studied. On motion of

Winne, the secretary of the A. Ph. A. was requested to prepare as promptly as possible such a report and send copies to the delegates and to the state secretaries.

Miss Garvin spoke about the assistance that Secretary Kelly's office has given the state secretaries and on her motion a rising vote of thanks was extended to Dr. Kelly. In extending his thanks, Secretary Kelly expressed regret that he could not attend all of the sessions of the Conference and asked that he be sent for when he could be of assistance in any way.

Tax under the Social Security Act.—Secretary Loveland raised the question whether state associations as non-profit organizations were subject to this tax and advised that a demand had been made on his association to pay the tax. Secretary Cook reported that the Attorney General of his state ruled that if salaries are paid the tax must be paid. Although several secretaries reported that they had received no blanks it was the general opinion that the tax would have to be paid if salaries are paid. Secretary Kelly said that the A. Ph. A. is exempt from the tax as a scientific and educational institution but is not exempt, under the District of Columbia social security act, since no exemptions were provided.

Merchandising Demonstration Programs.—Several secretaries reported their experiences with such programs and most of them were successful especially where the program was carried out by well-trained people. Several states have had the program under the direction of those who directed it at the N. A. R. D meeting, and reported it as very instructive and as a feature which increased attendance at the meeting. Others have used representatives from manufacturing or distributing firms; others have had their own members demonstrate methods that they had found to be successful. One secretary reported that he had studied the various departments of the drug store and had selected as a demonstrator some member who had made a success of a particular department; in many instances the person selected had no experience in such a program and was not able to put over the story. Emphasis was placed on the value of a diversified demonstration program and on the importance of having each topic handled by a person who has had wide experience and who can dramatize.

Attendance.—The comparatively small attendance at the meetings of the Conference was discussed. It was recognized that the financial condition of the state associations was responsible. In recent years, these associations had been called on to conduct legislative programs in their states, which have been expensive. However, the importance of an annual conference of the secretaries, who are in most instances the continuing executive officers, to exchange information and experience and to personally discuss their problems, was fully recognized. It was suggested that the importance of having the secretary and the president, if possible, attend the Conference, be emphasized in the quarterly bulletin, as well as the importance of having them come prepared to contribute to the success of the program.

Committee on Nominations.—Chairman Winne presented the following nominations for 1937-1938.

President, P. R. Loveland, of New Jersey; *First Vice-President*, J. B. Pilchard, of Pennsylvania; *Second Vice-President*, Robert S. Lehman, of New York; *Secretary-Treasurer*, J. Lester Hayman, of West Virginia; *Delegate*, F. V. McCullough, of Indiana.

Members of the Executive Committee, W. Irl Brite, Arkansas; F. V. McCullough, Indiana; Otis Cook, Michigan; and J. B. Slocum, Iowa.

Election of Officers.—The report was received, the nominations were closed and the president was authorized to cast one ballot for the election of the gentlemen nominated. President Slocum cast the ballot and declared the nominees elected; he also congratulated the new officers and hoped for the Conference continued success under their administration.

As there was no further business to come before the Conference, the meeting was adjourned.
