

## TREASURER'S REPORT, AUGUST 24, 1936.

BY CARL G. A. HARRING.

January 1, 1935, Cash on hand.....	\$269.84	
Dues received from 9 members at \$5 each.....	45.00	
Dues received from 14 members at \$3 each.....	42.00	
		<u>\$356.84</u>
Expenses:		
Not previously accounted for:		
October 8, 1934, Printing and mailing (by President McCullough).....	\$ 25.55	
Jan. 10, 1935, Mimeographing and mailing.....	\$ 5.00	
February 1935, Mimeographing and Mailing.....	\$ 6.00	
April 19, 1935, Expenses of Professor Wilson (Attendance, Washington).....	\$ 55.00	
Expenses of Professor Hayman.....	\$ 6.00	
October 1, 1935, Postage.....	\$ 6.00	
Mimeographing.....	\$ 2.50	
Mimeographing.....	\$ 2.50	
		<u>\$108.55</u>
		108.55
On hand, December 31, 1935.....		<u>\$248.29</u>

## LET'S STOP KIDDING OURSELVES.

BY CARL HARRING.

Our Secretaries Conference has been in existence perhaps a half score of years—it is supposedly composed of the best practical minds in organized pharmacy, yet—sad to say—the practical results of our gatherings have been negligible. If I, in my humble way, were to offer an opinion as to the why and wherefore of such a state of affairs I would offer two reasons, each depending upon the other, namely: The small attendance at our meetings, and the lack of contact between the members.

There should be no necessity to argue the benefits to each and every member of such meetings as this organization affords; still less should there be any necessity of arguing the benefits that would accrue to the state associations through the secretary's participation in these conferences.

We secretaries are evidently poor salesmen or we would have sold this idea to our respective associations long ago; I am perfectly sincere when I make the assertion that a state association can make no better investment of a small part of its funds than by sending its secretary to these conferences where he may study at first hand practical ideas of his secretarial conferees and at the same time, perhaps, give them the benefit of his own experience—all for the ultimate good of association activities. But in spite of the obviousness of this procedure, a careful search of the reports of various annual meetings of different state associations fails to disclose any mention of our conference or of the desirability of maintaining and increasing the secretary's efficiency through annual contact with others who are giving their best efforts to the orderly maintenance of organized pharmacy. I would even have the temerity to suggest that the AMERICAN PHARMACEUTICAL ASSOCIATION has never sufficiently impressed the importance of this conference upon the membership at large.

What, then, must we do to make this conference a one hundred per cent proposition? The answer, in my opinion is: Propaganda and Coöperation. It should be the particular care of each secretary to impress upon his officers and executive committee the value of these gatherings

and the practical benefits to be derived from them, in such a manner that the membership will be made cognizant of the wisdom of paying the expenses of the secretary to attend these meetings. It should and must also be a part of the secretary's duties to maintain contact through the year with other members through the medium of a bulletin issued at regular intervals by the secretary of the Conference.

If the questions of attendance and contact can be solved, I firmly believe that our feet will be set on the straight path to constructive work for pharmacy in general, but more particularly for organized pharmacy.

The reports, on motion duly seconded, were adopted. Suggestions made in Secretary Harring's report were discussed.

Secretary Sudro stated that North Dakota adopted a new set of by-laws, and they provide that the secretary of the Association is delegated to represent the Association at the Conference and, therefore, a representative from North Dakota may be expected at each meeting.

President Slocum hoped for like action from other associations. He suggested at a meeting a year or two ago that letters be sent out by the president of the Association of Conferences to the presidents and authorities of the various state associations to impress upon them the necessity and value of sending your secretary to the Conference meetings. Just how much has been done he did not know, but through Secretary Harring's office, and his office during the past year, letters have been sent to the secretaries of the associations, advising them to be represented at this meeting. They endeavored to impress the Executive Committee to send their secretaries for the benefits they might have for the associations.

He asked for suggestions. Secretary Lehman thought communications sent to the president would be more effective, because New York association does not pay the expenses of the delegates. If the president would recommend such action in his message, it would be very good.

President Slocum suggested action accordingly at this meeting, that hereafter the president of the Conference of Secretaries be instructed to write letters to the presidents of the various state associations and bring this matter to their attention.

Secretary Lehman thought it would be a very good idea, and that it would be effective.

A motion to that effect was made by Secretary Lehman and seconded by Secretary Brite.—Carried.

J. Lester Hayman presided while President Slocum addressed the Conference. He said in part:

#### ADDRESS OF THE PRESIDENT.

BY J. W. SLOCUM.

"I extend to you the greetings of my own, the Iowa Association, and express my appreciation of the honor you have bestowed upon me. I do appreciate it.

"I have been very much interested in this organization from the very beginning, because I saw tremendous possibilities in improving the working plans of the various associations whose members are represented in this organization. To my mind, a meeting of secretaries is very important. There are many problems we face; each of us, in our state associations. Many of them are common to all states, but some of us have particular problems, perhaps, that other states may not have, but they are nevertheless important, and here is a good place to find out about those plans and problems and discuss them with the view of improvement. When we face these problems, we know that others face them also, and we would like to know whether we have solved the problems or not in the best possible way. How others have solved them is the important thing for discussion in this meeting, if we are to get any good out of it. Naturally, we will form some contacts that are necessary; in other words, we must have such contacts if we are to accomplish and secure from our brother secretaries the information that would be of most benefit and profit to us.

"When I thought of this after my election, I tried to outline what would be the most profitable method to accomplish this, and without any criticism from any former officers of the Association. They have all done their duty as they saw it. I have tried to figure out in my own mind what would be the best way to conduct a meeting of this kind, to bring the greatest benefits to the individual members, so I formulated a letter and sent it out to each of the state secretaries, outlining about the same things I have said to you just now—that it is the evident purpose of this organization to gain from one another information that will be valuable to us in the future work of