

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

our organization. I said in that letter I believed an open forum discussion of these problems would be of more value to us than stereotyped papers written in advance and delivered at this meeting. These papers, good within themselves, and intended to be of benefit, are perhaps not upon the subjects in which most of us are interested particularly. For that reason I advocated an open forum without any pre-written papers to be delivered at this meeting. The replies I received were limited; some fifteen or twenty, but they were absolutely unanimous in agreement that it would be the best method, as they saw it, to conduct the meeting and get the most out of it. So, with that as my authority, I planned for this session the somewhat unusual method of getting this information to you. In other words, we have an organization designed to secure information that each of us has, but have never provided a method by which that could be delivered to the other members present. We have conferred individually in groups of two or three, but we failed in these meetings to get the information that we want. I hope, if we have time in these two sessions particularly, to bring out a vast amount of information that will be of service to you. It may not meet with the entire approval of all, but we will have to take that chance. I am going to call this meeting, or rather this method of conducting the meeting a certain form of inquisition; it will cover the problems that we are facing in our ASSOCIATION work.

"The question, for instance, that was suggested in the JOURNAL with reference to Fair Trade Acts. All of the states are very much interested in them, and we hope to cover in our quizzing, some of this information relative to that, and whether or not the Fair Trade Act is ultimately the solution of price stabilization program. *Secondly*, the importance of State Association publications. Some one has suggested a little discussion along that line, as to what the states are doing in their publications and how they are being handled. *Thirdly*, the extent to which district or sectional meetings are held in the different states, and what effect they have upon the state conventions. The reason I mention that is due in part to the size of some states and the effect of attendance when the state association meets. *Fourthly*, the problem of powerful city associations overshadowing the state associations, and their effect on the state conventions. My reason for bringing this up is, particularly, because of two personal experiences in two neighboring states in which they were kind enough to invite me to speak in these neighboring states are afflicted with that situation where they have tremendously powerful city organizations; hundreds of members do not even belong to their state associations; in my estimation, a very unsatisfactory condition, and yet it exists; these two states had an attendance of perhaps fifty or seventy-five druggists at their state conventions, when they should have had a thousand or fifteen hundred or more. They had a deplorable condition, and I attributed it entirely to the fact that powerful city organizations overshadowed the state organizations. I hope to bring out something of that in this meeting. Then there is the problem of increasing attendance at our annual conferences as well as our state conventions, and the feasibility of building up a manual of fundamentals of secretarial activities. That, I think, was suggested last year by Secretary Haring, and we may discuss some questions relative to that.

"These are only a few of the vital questions that we have suggested, and it is probable that many more may come to our minds during the course of the conference. It is not my purpose to discuss at this time, any of these problems. We will endeavor to bring up subjects in which you are particularly interested, and if we can do that, I don't think there is any question but that we can have a profitable session, and as you all indicated in your replies, it has met with unanimous approval."

President Slocum requested Miss Garvin to relate some of her experiences abroad in war-torn Spain. Miss Garvin related her experiences in Spain, but requested that her remarks be kept off the record. Appreciation was expressed to Miss Garvin.

President Slocum called on Rowland Jones for a few remarks. He said in part:

"I wish to bring you the greetings of the National Retail Druggists, but more important, to bring you thanks for the very splendid coöperation which the state secretaries have given the N. A. R. D. for the past year. If anyone had told me two years ago that such information and coöperation would have been forthcoming, I would have doubted it very much. I am happy to state that the coöperation you secretaries have given the Washington office of the National Association Retail Druggists, has been all and more than we could expect, and you were responsible in a very large measure for what success we have had. I solicit a continuation of that coöperation as the only way we can succeed in our objective. The Executive Committee of the National As-

sociation of Retail Druggists has made the Fair Trade Act its main legislative objective for the coming year, and I feel certain, and can almost predict, that with the continuation of the fine help we are getting from you, the National Fair Trade Act will become a law. I thank you secretaries and those unable to be here, for the fine way you have helped us along with our program, and the unstinting manner in which you have answered our every request."

A vote of thanks was given Mr. Jones.

President Slocum called on Secretary E. F. Kelly to present the subject of a new publication by the AMERICAN PHARMACEUTICAL ASSOCIATION. Secretary Kelly stated that R. L. Swain was delegated to present the subject and asked that the matter be deferred until Dr. Swain's arrival.

President Slocum requested Rowland Jones to report on the supplement to the Robinson-Patman Act.

He said in part: "It has been deemed advisable by the authorities for each state having a Fair Trade Act to pass a supplement on the Patman Act."

"That matter was given very careful consideration by the Executive Committee, Robert L. Swain and Counsel Levy of Baltimore. They are now working on the drafting of model rules to supplement the Robinson-Patman Act. We realize that in some of the larger metropolitan areas where many of the large manufacturing concerns are located, there is a great deal of inter-state business, and the Federal Act is involved. That model Act will be ready in a very short time, and of course will be placed in your hands immediately. I am not worrying very much more about price discrimination. Congress went on record in a very definite way and I think we have established the principle that discrimination in price is wrong. I spent two days with Wright Patman on the way down here; he is ready and waiting to act as soon as we do find anything additional which may be needed to that bill. I think our efforts in the future will be mainly to see that it is effectual and enforced. The Federal Trade Commission is determined to see that the letter as well as the spirit of this law is followed through. They are very much in sympathy with our objective. Coming back to the matter of state Fair Trade Acts, I have mentioned the plan to pass the Patman bill in the coming session of Congress. The second plan is to be followed after elections, when we know who the personnel of the coming Congress will be. States which do not have Fair Trade Acts will be requested to introduce a State Fair Trade Act in their next session of legislature. Twenty-three states have legislation which will convene in January. We can go before Congress now with the statement that fourteen states have a Fair Trade Act, which comprises sixty per cent, but we wish to have the additional advantage of being able to say that in addition to the fourteen states, that the same legislation is pending in every other state in the union. That will be a very powerful argument to use; we are going to ask every state to introduce a Fair Trade Act. It may be that some states feel hopeless at this time, nevertheless, go ahead and introduce it in your legislature, in a way to give us the benefit.

"Just a word about the Model Act that the National Association of Retail Druggists has spent much time on during the last year. Dr. Swain's committee, with the help of Mr. Levy, has been working during the past year in an effort to set up a model Act which will remove many of the things that are not entirely advantageous. Of course with the California case and the Illinois case now pending in the Supreme Court we can expect, before Christmas, a decision from that body." (The decision was reached, as is known.)

(Dr. Swain discussed various points relating to the possibilities of the decision which has been rendered by the Supreme Court.)

Some of the points brought out by him follow: "In all of the New York cases on which the Fair Trade Act was adversely ruled upon, the only part of those decisions was to nullify the non-signer's clause. In New York, the Court, in almost expressed language, recognized the validity of the contract between the parties. This Model Act, which Mr. Jones referred to, was built around the New York adverse decisions; in other words, we anticipated the New York decision might not support the Fair Trade Act. Now the Fair Trade Act—The Model Fair Trade Act which incidentally has been adopted in Rhode Island and Virginia, will not be affected. We believe the validity of the Act will not be affected, because the principle around which it is developed is quite different from the one that Mr. Jones has in mind. If you are familiar with the briefs filed in the Max Factor case in California, and also the case in Illinois, you will find they are based upon, largely, the consent that no persons are bound by a contract unless they signed that contract,

and if you follow the case before the state courts, you will find that the court decision was largely predicated upon their acceptance of this new economic philosophy. In New York it was predicated on the old contract law, that unless you sign a contract you certainly cannot be bound by it."

Dr. Swain continued, in part: "You will find that manufacturers are trying to work out their own means of price control and stabilization, and distribution of commodities to retailers that never would have been developed had it not been for the Fair Trade Act. Manufacturers now have experience, as a result of the NRA Codes, and it is to their advantage to have their prices stabilized and have presentable peaceful conditions prevailing in the retail field. It is a distinct disadvantage to have themselves a target of discriminating practices, and they are, in other words, beginning to realize they cannot put their products across in the same manner as under the NRA code. The Fair Trade Act in California is quite the contrary. Under this Act their interests have been very beneficially served and out of this is coming an experience and a fact that they have never had before. That is largely responsible for what I think is perceptible, and that is a change in the point of view of a great many manufacturers. It has no reference to the Fair Trade law or principles except in trying to bring order in retail distribution.

"If the Supreme Court does uphold the California Fair Trade Act what should be the policy in the several states from then on? Should they attempt to secure the enactment of Fair Trade laws based upon the California Fair Trade Act, or the Model Act? That question is not easily answered, because the California Fair Trade Act is the pioneer, and is in need of a somewhat serious overhauling, which would consist mostly in terminology. I should say that the proper thing to do, is to have an Act in the various states."

President Slocum invited questions.

S. H. Dretzka inquired relative to the Wisconsin Act. The adverse decision was based upon the unlawful delegation of power; that the consumers did not have a fair representation.

Rowland Jones said, that if the Supreme Court rules adversely, the druggists would have to go back to the N. A. R. D. Model Act.

R. L. Swain said, if the Tydings National Fair Trade Act is passed, then you will no longer need your wholesaler-retailer contract, because a manufacturer in Illinois can contract with you in Wisconsin simply by mail.

Mr. Dretzka inquired whether Dr. Swain would suggest that we prepare ourselves for legislation, in the face of the Supreme Court decision.

R. L. Swain replied: "Your only choice now is to go ahead and put in the Model Act. Even if the Supreme Court does reverse the decision you should be familiar with the Model Act."

The delegate from Minnesota inquired whether there was any inconsistency or contradiction in terms or in meaning between the Connecticut Drug Control Act and the Fair Trade Act?

Miss Garvin answered: "No—If you want to take the chance in your legislature, here is what the Connecticut Drug Control Act is: It applies to drugs and cosmetics; that no item can be sold at retail for less than the manufacturing price per dozen. You could not sell below that. They have even made it a criminal offense. If you do sell below that you are liable to such and such a fine and imprisonment. There is no confliction in those two laws. Bear in mind that this Fair Trade Act is a voluntary contract, the manufacturer is not obliged to enter into it. The effect of having both of these laws would be to put a separate price into effect, and to bring into your own state the benefits of the retailers' minimum price."

R. L. Swain believed that the consensus of opinion is—there are very grave doubts as to the legality of that Act; the Kentucky Drug Control Act. That is subject to exactly the view by which the N. A. R. D. Act was ruled adversely upon, and subject to the same criticism of delegation of authority. It was attempted to pass that law in New York; it passed the Senate but it lost out in the Assembly.

J. G. Beard said he was delegated, as the secretary of North Carolina Association, to get some information about what sort of a bill we should begin working on now, and get retail merchants interested in, for introducing into the next biennial session of the legislature. I want to ask Dr. Swain this: "Suppose I go back and they say, 'What kind of a Fair Trade Act shall we strive for?' Can you help me? Would you say the model N. A. R. D. Act?"

R. L. Swain said, in part: "I would answer you only to a certain extent, because I think the whole thing is tied up with the action of the Court in the California case. Your legislature

meets in January. You will be in exactly the same position as a lot of others here. I would secure copies of the Model Act and the California Act and I would study them and just see what they think about them. The Model Act is based upon what I think is established in custom and law. You have the right to refuse to sell. If you are a manufacturer you do not have to sell me, and you can refuse to sell me for any reason or no reason at all; it is strictly up to your own discretion. When the New York Supreme Court handed down a decision on that, they held, in a very beautifully written opinion that the manufacturer was within his rights to refuse to sell. In other words, the Model Act is based upon the urge to sell. The contract shall not be considered in restraint of trade in the policy of New York, by reason of the fact that the manufacturer will not sell his products to a wholesaler, who, in turn will not sell his goods to any retailer unless the retailer maintains the minimum price. The beauty of that is, that it goes back to its original source and once the manufacturer adopts that policy, his contract says that he will not sell to anyone unless the man clear down at the lowest end of that line agrees to maintain a minimum price. That is based purely on contract law. I do not see how it can possibly be attacked. I should say, to come back to your question, to submit both of these acts to your council. You have modifications of the California, etc."

Mr. Beard said: "I am very much impressed with the address Dr. Swain made before our convention this year. Virginia and North Carolina are right there together. The people think alike, and the legislators are very apt to act alike on a like question. Now, would it be well, in your judgment, to use the Virginia Act to start out? We can't pass this thing by courses, and it takes a whole lot of time to get the other retailers to join in with us, and we have got to present them with something definite so they will join in with us."

A. L. I. Winne said: "In Virginia we sold the California Act to the druggists and told them that was what we were going to introduce, and got them interested, and right at that time we had word from Mr. Jones that he would send a copy we could introduce.—That was the Model Act.

"In regard to this act, I will say this: 'You are running two chances. It may be you will find no opposition at all to the passage of this bill. In our state, the strongest proponent of this bill was the chain store group. Here comes the Robinson-Patman bill, which is enough to give the chain stores all the grief they need. It may be they will not be in favor of the Fair Trade Act. Although they supported us in Maryland, the situation has changed since that time.'"

R. L. Swain said, in part: "These Fair Trade Acts are all pretty much identical because they all deal with trade-marked commodities. Some one made the statement in the Retail Grocers Convention that not more than eight per cent of the retail grocers' trade came from trade-marked commodities. The jewelry trade is putting out trade-marked goods. We try to avoid any possibility of this becoming known as the 'Druggist Bill.' We are telling them what road to travel. We worked with the grocers, confectioners and even truck companies, but the results were that we kept far in the background."

A. L. I. Winne: "We were the only ones that did any work on it at all, and it became known as a Druggists' Bill, and practically nobody else but druggists brought any pressure to bear. We had druggists go out and get grocers, wholesale dealers and others to place their names on telegrams. Naturally we got a lot of telegrams from other people, but it was known as the 'Druggist Bill.'"

President Slocum said: "The same thing applies to Iowa. Nobody was interested in our bill but druggists. We got the other people to make it appear to the legislature that they were interested."

Mr. Winne said further: "You don't have the manufacturer on any contract. Under the Model Act you have a contract between the wholesaler and retailer, but that is as far as it goes; you may have the good-will of the manufacturer, but in no way does that contract involve him."

R. L. Swain replied: "It involves him in this way, he starts the ball rolling by creating the interest between the wholesaler and retailer. The manufacturer does not want to enter into a contract or institute a contract, or become a part of it in any way; his job is to organize a barrage behind the line. A state Fair Trade Act is very little good without the national law, and vice versa. In other words, you have to break down state lines. It lets free and complete action take place in so far as the contractor being in one state and the contractee in the other.

"If I don't get anything over here except this, when Rowland Jones tells you to act, why act! The Tydings Fair Trade Act should be started with the other."

W. F. Sudro said: "There might be some differences of Courts and fundamentals of the states, making it possible to have a Fair Trade Act which should not have to be amended by different states."

R. L. Swain replied: "There may be some few instances. You are going to lead into a technical discussion, and I don't know whether it is worth while. Under the common law of a great many states it has no reference to the statutory law. The manufacturer in that state may be able to contract with the retailer; in other states it is distinctly a contrary situation."

A. L. I. Winne: "We have had a law which provided that where the manufacturer made a contract to maintain a price, that contract was furnished with each article of merchandise sold that they would maintain their price, and that was upheld in the courts. Of course the difficulty was, it came up in connection with the Ingersoll Watch Company—they had each watch stamped, which bound the dealer to sell it for not less than the price it stated, and our understanding was that, it would be legal to do that way. You could get every manufacturer to stamp the price on his package with the contract—that the man selling it agrees to maintain the prices, otherwise he may not handle it; however, the difficulty is in the way of enforcing it, or not enforcing it, or in the way of getting the manufacturers to so label their products, is the thing that hurts."

R. L. Swain thought there was no need to be worried about the uniformity of the language of these state acts. The National Retail Druggists' Association committee is now preparing the A, B and C of Fair Trade legislation, in which it is endeavored to forget anything about the court of law, and everything except the A, B and C of the whole thing. This has now been prepared and is in the Secretary's Office, and it will consist of a little catechism giving the origin of the Fair Trade movements and then the question of what is the Fair Trade law? This book will be easy for anybody to read, even those who never heard of it, and if read with anything like the attention it needs, that is all anybody could expect to get. He concluded that when it is adopted and distributed, it ought to go a long way toward the breaking down of this deplorable situation.

A. L. I. Winne said: "The Committee will have to devise some way to make them read it."

Dr. Swain: "When the Tydings bill first got into Congress, an exhaustive treatment of the subject was prepared, and any objections or questions anticipated were answered. This pamphlet is suited to the purpose, without going into all the long argument and detail that most questions of this sort involve."

President Slocum referred to a condition in Iowa. "We have the exact copy of the California Act, and at the present time we have approximately eighty manufacturers signed up; it is moving along very fine at present, and quite a number of very important manufacturers are on the verge of coming into the wholesaler-retailer contract. Our attorney advised us that if the wholesaler was a distributor of the products of the manufacturer he could enter into an agreement with the retailer. We have not brought in a test case in our state, and have kept away from that purposely. In a certain town in the state a price war came on, and at once one of the manufacturers wanted to bring suit against the price cutter and test the case, but after due consideration we advised against it, and our attorney has finally decided the best thing to do is not bring the case up until after the Supreme Court decision. We think a great deal has been accomplished, simply for the reason that during the last fifteen days we have secured the promise of a certain merchandiser and price cutter in the state, to observe minimum prices. We believe that by careful work eighty per cent of the dealers can be brought under minimum prices in the State without a suit."

A paper by Rowland Jones was called for and read by him. The paper dealt with the A B C Fair Trade Legislation and this has since been published in booklet form. It is, therefore, not included here.¹

In discussing the paper R. L. Swain said in part: "This paper Mr. Jones just read might call for a little discussion. We feel that this was aimed more or less at giving pharmacists the A, B, C and D back home the necessary information to discuss intelligently the purpose of Fair Trade legislation. The next step of the plan, if carried out, is to develop a Fair Trade manual which will be much more extensive than this and it will be aimed in a different way, and that will

¹ Any member desiring a copy of the report, as presented in the Conference, may obtain a copy from the JOURNAL A. PH. A.

be the basis of securing legislation in the states. This is to help get the bill through Congress, then we will have the Fair Trade Manual to get to work through the states. Then we will have a *Fair Trade Administrative Handbook*. This will set up the methods that have been tried out in various states to get things started. We have got a law, how are we going to get started? That has all been worked out in several states. All the experience relative to the administration of the Fair Trade Act. The purpose of this is that the more simple we make it, the better. It has all got to be done by the first of January and what we need to do now is place it in the hands of the people; the mere A, B and C's."

President Slocum remarked that this is the easiest meeting he had ever presided over. All that is necessary is to get started and the business takes care of itself. But the Fair Trade question which has pervaded the air almost exclusively, is certainly the most important thing that has come up at this meeting. We are very glad that these things were brought to our attention and that these men were here to answer some of these questions and discuss them with you.

A paper on the new publication of the ASSOCIATION was called for and presented by R. L. Swain. (See September JOURNAL (1936), pages 808-814.)

President Slocum said that the impression he has from the resumé is that the new proposed periodical is still largely professional, and is not so very different from the A. PH. A. JOURNAL as it should be in order to make it popular.

R. L. Swain replied: "I think probably, Chairman Slocum, that criticism is justified, but as was stated in the preamble, if you followed that, the commercial field is pretty well taken care of. The field that is open to us as far as a great group of pharmacists who went to develop professional work, is largely ignored. The JOURNAL OF THE A. PH. A. is a professional *Journal* which does not limit itself to retail pharmacists. I do not know what you have in mind, but I think this publication would cover all branches of pharmacy. I do not believe this would be what you refer to as a commercial publication. It would take up legislation, court decisions, rulings in Washington, and things of that sort."

President Slocum replied that he could see that, but nevertheless, he thought that is where you are going to find a lot of comment as to its being too professional.

R. L. Swain continued: "That brings me up to express my views on advertising. I believe that if this publication covers advertising that it would have its appeal to the field. When I pick up a monthly magazine I get as much real kick out of the enjoyment of advertisements as I do anything else about it. Just how this man is presenting his stuff to me. That is a great interest to me, and real money is spent in developing just what is necessary to get my attention. I believe that this publication should carry advertising; I don't mean free and open, not at all. I think there are certain types of advertising that I would want to present. What I would like to have is a sort of expression from this group. I find myself unable to present to you what I would call a finished picture, I couldn't do so at this time. It develops through experience, and as time goes on, but in general I think this report represents pretty nearly what the Committee has in mind.

"I would like to say that the report is only presented here. It hasn't had the necessary exhaustive study, and I don't think the Council has to further answer your question; the members are trying to find out what really is the possible need for the publication and then turn it over to the Committee to give it study. This study is taking more time than it should take, but there is no use in doing something that does not serve the need. They are certainly sympathetic with the idea, and we have reached the point now of arguing no longer, but first of all, how can we best do it? I think it would be extremely helpful to the Council to find out what is necessary. Before I close I will just comment on a statement made to me here to-day. A man came up to me and said that he was very much interested in the work of the ASSOCIATION and that his contact with retailer was general, 'but that he couldn't get out of the type of JOURNAL we have now, the things that he really needed.' We want to know what is honestly and earnestly needed, and then go to it. My thought about this whole situation is that you need the type of publication which is condensed. I think our discussion would illustrate what I mean. People have not time to read a lot of detail. A pharmacist is not interested in the details, but very much interested in what is going on, and what is affected in his own field. It seems to me that the retailers want to be kept up-to-date without going into a lot of detail. One man in California last year said, 'I don't detail the physicians any more, they detail me. They come in and tell me about a little article they read about the particu-

lar use of sugar, and my doctors came to me and wanted to know all about it.' He said, 'I want the kind of a publication that will keep me up-to-date.'"

J. G. Beard said a feeling was expressed in the college group this year that the present JOURNAL OF THE A. PH. A. while in its present makeup is an excellent thing, did not quite cover the field, even for teachers and college people, and they are interested in a publication of their own. From Dr. Swain's remarks I can see that much of what he contemplates would meet with the desire of the colleges. In other words, we want some information of this kind.

J. Lester Hayman stated, "If I recall correctly, the intense interest in this popular magazine of the A. PH. A. developed soon after or at our Washington meeting some few years ago, which the secretaries who are present here will recall, brought forth a good deal of discussion in regard to the coöperation that both of the National organizations could give to the state secretaries and their organizations, and one of the things, if I remember correctly, was the lack of bulletins or contacts with the secretaries or the druggists which they could offer. I believe that some one suggested at that time that the N. A. R. D. or the A. PH. A. could send out mimeographed or small bulletins, and I believe the demand for this popular *Journal* resulted from that. Another thing the A. PH. A. wants to know is how to finance this magazine, or whether it is of such a nature that the state secretaries could present it to their members to include in their membership fee a source of revenue for this *publication*."

Charles J. Clayton stated, "I have had a thought of this popular *journal* in the back of my mind, and my thought has been that the idea was to publish something that would avoid technicalities as much as possible, yet play up to our membership the advantages that would be gained by practicing professional pharmacy. Most retail druggists look upon the A. PH. A. as an organization of 'high-brows,' whose ideas and thoughts are far beyond his ability to comprehend, and frankly, when I undertake to read some of the articles in the JOURNAL, I know that a lot of my fellows understand them a lot less than I do."

A. L. I. Winne said: "I don't know how the financing for a magazine of this sort might be done in other states, but I do know that in my State our revenue comes almost entirely from the Board of Pharmacy, amounting to one dollar per year, and that one dollar per year is all consumed in the ordinary expenses of the organization; postage, printing and things of that sort, and to pay the expense of the honorary secretary attending this meeting. I have been the only delegate for a good many years except those who have come at the expense of the Board of Pharmacy, but that has been my idea; not very clearly stated, perhaps, but as clearly as I could state it nevertheless, without further preparation. It seems to me there should be something like *Popular Science*, something understandable. I do feel, however, that we should figure on some other way of financing this publication, than looking to the state associations."

W. J. Danforth agreed with everything Mr. Clayton said about the publication of the A. PH. A. "I have been a representative for a great many years. I have had considerable difficulty convincing people to become members of the organization because the average pharmacist feels that the association is an organization composed of 'high-brows' and research workers and individuals of that type, and that is one thing holding back membership in that organization. If you talk to them about magazines they want to know what they get for their membership. Incidentally, that is one of the first questions asked, 'What do I get for my five dollars?' You show them the magazine, but they say they can't use it; they are not college professors, and they can't understand it. I believe that if the AMERICAN PHARMACEUTICAL ASSOCIATION and the National Association of Retail Druggists would start and adopt some plan like the Pacific organization is tied up with some international or national office, and when the dues are collected for the state organization, include in the state organization a sufficient amount to take care of the A. PH. A. and the N. A. R. D. dues. That gives the local members the advantage of having a start, and in addition, it gives him a national tie-up in Washington in the A. PH. A., and a commercial interest in the headquarters in Chicago. I really believe that is the solution of the pharmaceutical association in the use which has been very clearly demonstrated during the last year in connection with the work the National Association has done from the tie-in of the state organization. As I mentioned, this is just my opinion, and I thought it might be of some value."

President Slocum inquired whether it is the desire of this group to take any action on this matter of a publication.

J. Lester Hayman thought that is what the A. PH. A. is trying to determine at the present

time. He said, "I know in my state I would have no trouble at all of raising my dues one dollar, if they knew they could receive this popular journal of the ASSOCIATION. I don't feel that I would have any trouble doing it. I don't know whether all of the states would have trouble or not, but I think the A. Ph. A. would like to know whether the various state secretaries are sufficiently interested to take this proposition back to their members and get some definite conclusion upon it."

Charles J. Clayton said that in the paper it was stated that a contribution of fifty cents *per capita* in each state association would take care of the publication. "There are far more members of the state associations; my organization and yours together have more members than the entire A. Ph. A., but with the thought that fifty cents *per capita* from a sufficient number of members would pay the expense of the publication, is it not possible that we can arouse enough interest in a proposition of that sort to gain enough additional members of the A. Ph. A. to finance the publication? We certainly want their members to be members of this ASSOCIATION. They must know that there are other expenses attached to it, and I think it applies to every man in this room. I am willing to go out and sell some memberships, if I can promise those members something."

W. Irl Brite inquired whether there would be another meeting and would it be in order for the Chairman to make an appointment of a committee to study this proposition and bring back a resolution.

President Slocum agreed that a committee should be appointed.

E. F. Kelly thought that there was another point and that is the difficulty that any movement of this kind presents. "We should keep this thought in mind, however, that each association issues its own *journal* to its direct members. That won't disturb the present situation. This publication was thought of at one time, at least in this group, from this standpoint: that the state associations wanted something to go to all of their members. We have been trying to think of this in terms, as a service to the pharmacists on an inexpensive basis. You must know that this joint publication has been discussed in a simple term, but we are perfectly willing to do that, but I don't want you to think of this in terms of an ordinary *journal*. The present Chemical Society started off like we did, but now they find it necessary to issue three publications, and you can belong to it and take one, two or three and pay for them. They are trying to adapt their service to the various divisions of the organization. I don't know—if the association secretaries are interested in some publication of an inexpensive type that would go directly to everybody, that puts a different light on it. I think as I have said, that if it would help the situation, we would like to consider some such service as that, and that is something that could be of great assistance. The national problems in pharmacy, whether they are professional or commercial, are becoming more and more of interest to the individual man in the state, and therefore you have got to carry it to him in a reasonable and inexpensive way, and I hope the committee will not lose sight of that consideration. You may want to restrict it to a membership entirely, but whatever procedure you find most effective, keep in mind the type of publication that would interest your people. It is far from a closed matter, and I would like to see it brought to its very broadest standpoint and not be too much impressed for the time being with the immediate difficulties of the matter. We wrestled with this thing for two years, but we need your sympathetic interest and the very best advice you can give us."

Mr. Cooksik believed there is no one here thoroughly in accordance with that publication, but I believe the difficulty is, just how the publication is going to be financed. "The secretaries have their own little budgets to guard and watch, and I believe that is the thing right now that is causing the trouble; and not their failure to agree with the type of *journal* they are going to publish. I feel they are worried as to how the *journal* will be financed."

On motion duly seconded and carried, President Slocum appointed a committee to consider the matter consisting of Charles J. Clayton, Chairman, Miss Esther Garvin and J. Lester Hayman. This committee is to bring in a report at the next meeting.

President Slocum introduced R. J. Allen, of Sioux City, who was attending the meeting for the first time.

Secretary E. F. Kelly expressed his appreciation of the large attendance.

President Slocum felt that this had been a very profitable meeting. He called attention to the meeting with the Law Enforcement Officials at eight o'clock this evening, and to the next meeting of this Conference on Friday morning. The First Session of the Conference was then adjourned.

SECOND SESSION.

The Second Session of the Conference of Pharmaceutical Association Secretaries was called to order by President Slocum at 9:00 A.M., August 28th.

President Slocum called for the report of the Committee on the new publication.

The report of this committee was read at this time by J. Lester Hayman. It follows:

"WHEREAS, the Conference of Pharmaceutical Association Secretaries is largely responsible for the interest manifested by the AMERICAN PHARMACEUTICAL ASSOCIATION in providing a journal, separate and apart from the JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION, catering to the professional needs of the pharmacists of America, and

"WHEREAS, the Conference of Pharmaceutical Association Secretaries reiterates the need for such professional publication that the practicing pharmacist may better serve the public in his profession,

"Be it the sense of this body, in meeting assembled,

"(1) That such publication should be underwritten by the AMERICAN PHARMACEUTICAL ASSOCIATION for a period of at least one year to ascertain the reception of the practicing pharmacists of America.

"(2) That such journal should be financed by special contributions, properly supervised advertising and by such financial support that may be forthcoming from state, county and/or local pharmaceutical organizations.

"(3) That the journal be distributed to the members of state and local drug-trade and pharmaceutical organizations as indicated by lists supplied by the secretaries of such associations; the earlier issues being sent as sample copies and accompanied by solicitation of subscriptions.

"(4) That there be created a class of affiliation with the AMERICAN PHARMACEUTICAL ASSOCIATION, available to subscribers to the aforesaid journal, which affiliation shall not include the right to vote or hold office in the said AMERICAN PHARMACEUTICAL ASSOCIATION.

"(5) That the privilege of receiving the new journal be extended to present members of the AMERICAN PHARMACEUTICAL ASSOCIATION, either at the same price that is charged to the new affiliates, or without charge additional to their present dues, and

"Be it hereby resolved, that the Conference of Pharmaceutical Association Secretaries, through its individual members, assist in every way possible to the end that such publication shall be indispensable wherever physicians' prescriptions are filled."

The motion to adopt the report was duly seconded.

Charles J. Clayton said: "A journal does not have much time to demonstrate its ability in a year's time. I believe the cost of such a publication would be quite a sum and that the AMERICAN PHARMACEUTICAL ASSOCIATION would underwrite it for a year. We would be willing to demonstrate it if advertising could be procured to continue it indefinitely; it could not be continued without either subscriptions or advertising."

President Slocum inquired relative to the affiliation with the A. PH. A. because of the publication contact.

Charles J. Clayton said he started the draft of this resolution somewhat in this way, that the purpose of this publication, as we understood it, was for two things; *firstly*, to arouse in the rank and file in the drug trade a greater interest in the profession of pharmacy, and *secondly*, to offer them the provisions of the AMERICAN PHARMACEUTICAL ASSOCIATION to get them to come in, to give the subscribers the idea that they were affiliated with it, if not members.

President Slocum questioned the probability of such an approval.

President Slocum thought the main points of the purpose were embodied in the report. The financial end is extremely important. He continued: "It is either possible or impossible, and I do not think it is possible to put out that publication without advertising. If the ASSOCIATION wants to subsidize it and depend on subscriptions, I do not believe success is ahead of the proposition, because many of the periodicals we now receive, we are not paying anything for. Hundreds of druggists receive them year after year and never pay anything for them."

W. F. Sudro referred to a publication molded somewhat after the proposed publication.

W. Irl Brite believed "that if a magazine or professional paper along the lines of the *Readers Digest* were created that can give them all that information in a concise manner, I can go out and sell some memberships in the A. PH. A."

President Slocum said it has appealed to him for a good many years to put in a section of

this material in the regular A. PH. A. JOURNAL. If they had 15 or 20 pages inserted in the A. PH. A. JOURNAL it would be a vast improvement.

Motion was unanimously carried to approve the Committee's Report on Publication.

Chairman Slocum: Since the report of the Council requested that their paper be read here, I move that a copy of this motion be sent to the Council, and also be sent to the secretary of the AMERICAN PHARMACEUTICAL ASSOCIATION.—Carried.

W. F. Sudro moved, seconded by M. N. Henry, that the present set of officers be elected for the coming year.—Carried unanimously.

President Slocum said he would endeavor to secure information from secretaries.

"I am going to attempt to quiz them for the first part of it, and then throw the subject open for discussion. We are met here to secure information from one another. Mr. Brite, will you act as our first witness?"

He responded in the affirmative. Questions and answers follow—"Q.," question; "A.," answer:

Q. "Mr. Brite, you are state secretary of the Arkansas Pharmaceutical Association?"

A. "Yes, and Drug Inspector for the State Board."

Q. "How are you elected?"

A. "I am elected at each session, on the floor of the convention, and appointed by the Board of Drug Inspectors."

Q. "You are elected—it is not left to the Executive Committee of the state association?"

A. "No Sir."

Q. "That is interesting to note, because there are various methods used throughout the United States for that, in fact, in my state, in order to save the situation last winter, we changed the constitution to provide a method of doing it. How many drug stores are there in Arkansas?"

A. "Six hundred and seventy-three."

Q. "How many registered pharmacists?"

A. "Approximately nineteen hundred."

Q. "They pay their dues?"

A. "They pay renewals, but not dues. We receive some twenty-three or twenty-four hundred, but the differential between the nineteen hundred and the twenty-four hundred are out-of-the-state residents who renew their Arkansas licenses."

Q. "What are your dues?"

A. "State Association dues are \$5.00 per drug store, for one man in the store, and \$2.00 for each additional man. A drug store permit is \$10.00 per year. Our set-up is like this. I work for the Board of Pharmacy, they pay my salary. All fees collected by the association are used for the promotion of the retail drug industry in Arkansas. We only had about fourteen stores that didn't pay their permits last year. I would class them as drug stores about to go out of business, where maybe his receipts for the month were not more than \$10.00. You couldn't have accomplished anything to have sued him for it, so we just forgot it."

Q. "To my way of thinking, it is extremely interesting, because I doubt if there is any other state that has the same set-up."

A. "\$5.00 for the store dues, and \$2.00 for each additional drug clerk, if they care to join the association."

Q. "And then you have a registration fee for drug stores?"

A. "\$10.00 before they can open their store."

Q. "May I ask, is that a legal set-up?"

A. "It is a legal set-up, by an act in 1929, if they have hired a registered pharmacist, if the owner is not a registered man himself. I might say also that the state operates under fifteen pharmaceutical districts, which has a chairman, a vice-chairman and a county chairman in each of the districts."

Q. "That is extremely interesting to me and I think that situation in Arkansas is worthy of study; now let's proceed. You have an annual state convention?"

A. "Yes. The second Tuesday in June. We have had that for the last twelve years."

Q. "About what is your attendance at that meeting?"

A. "We had nearly eight hundred last year. We had the President of the United States with us that day."

Q. "And you hold that meeting in June each year?"

A. "The second Tuesday of June."

Q. "You don't have any drug expositions?"

A. "We had a drug show this year."

Q. "How did you operate that?"

A. "Separate from the convention."

Q. "Do you hold the drug show during the session of the convention?"

A. "Well, it was open, but nobody was in their booths."

Q. "The reason I bring that out is because it has become the custom to have an exposition during drug conventions, and some make the mistake of holding the convention and the drug show at the same time, and we learned a number of years ago that it was impossible to make a success of it in that manner. Do you have any large city associations in Arkansas?"

A. "No Sir."

Q. "Then the question I wanted to bring out really doesn't apply in your case. It is a very great problem in some states where they have large city associations, such as Missouri and Illinois, and I imagine in Chicago, which simply overshadow the state associations to the extent that they are of a very minor importance, and I don't like it. I think it is a serious proposition and it is going to be a big problem to bring those states in line to where they will ever have a state association. I will give you a little brief experience along that line. I was invited to speak in Illinois one year, and I think I spoke to sixty or seventy-five, but that was the average attendance at that state convention; sixty to seventy-five people, and there was the City of Chicago with several thousand members and very few of them are actually members of the state association of the State of Illinois. I was invited to speak at a state convention in Missouri one time, and at that state convention it was still worse. St. Louis has a tremendously powerful association; there was Kansas City with an organization of several hundred. They weren't in attendance right there under the eaves of their own places of business, and they have the same thing at St. Joseph, and the result was that poor Missouri had no state convention of any consequence whatever, and that is quite a problem and I think it is worthy of attention of an organization such as this. There are a lot of phases of things I haven't mentioned here, as to what these questions should be, and that is one of the questions that could readily be brought out in connection with the operation of our state conventions. There have been associations practically ruined by traveling salesmen trying to run them. Have any of you found that experience? The *Chairman* of the Travelers' Association of Iowa came to me a short time ago and said, 'Say, did Mr. Allen say anything to you with reference to our taking over some of the convention this year.' I said that I believed he had mentioned it. I was afraid of what was coming. . . . If they come to you with the proposition of putting on a program or a certain part of a program outside of the entertainments, you are stepping on dangerous ground. It has been done before."

Q. "Do you hold any sectional or district meetings?"

A. "One in each district."

Q. "That comprises the entire state; what time of year do you hold these meetings?"

A. "It takes three weeks; five meetings a week, one each night, five nights per week, at which time I would present the President of the Association, or any other outstanding speaker. It is our plan to bring a man this year to tell them something about selling, to each of these district meetings."

Q. "That is held in the spring of the year?"

A. "Yes, in the spring. Sometimes in March; sometimes in April, just prior to the convention."

Q. "Does that encourage attendance at the convention?"

A. "It most assuredly does. We had each district to send a man to the convention and make a talk; five, ten or fifteen minutes, whatever he wanted to talk about, and we had some twelve or fifteen at the convention that would not have been there if they weren't to make a speech."

Q. "You don't have a Fair Trade Act in your state?"

A. "We will have one in January."

Q. "That is fine. In your opinion is the Fair Trade Act—the State Fair Trade Act—the best method of price stabilization?"

A. "That is a hard question to answer, Mr. Slocum. I am inclined to believe that the Tydings National Act would have been a better Act."

Q. "That merely supplements the other, to prevent Federal obstructions."

A. "I think our Act is all right to start with. For the past twenty years we have had no method of price stabilization; I would say go ahead and get it."

Q. "Do you have an official publication?"

A. "No Sir."

Q. "You don't issue any official publication during the year?"

A. "No Sir. My contact is personal contact with them."

President Slocum: "I wish I could ask that question of all of you at once. Does anyone have any questions they would care to ask Mr. Brite? Have you anything, Mr. Clayton?"

Miss Ester Garvin: "Do you send out any type of communication to your members?"

Mr. Brite: "We do this; for instance during the recent elections, or rather the contest that they had for Governor, they tried to put the Association on the spot that we endorse a certain man. Then we sent a letter to every drug store in Arkansas, stating that we were not a political body. It was a matter of principle; which developed that we had a promise from three outstanding candidates for Governor that they would carry on our program, which was a Fair Trade Law."

Miss Garvin: "You don't have to address the thousands of letters that we have to address."

Mr. Brite: "That was a matter of some eleven hundred letters. We only do that when certain important things come up. We have adopted the *Southern Pharmaceutical Journal*, which goes to every drug store in Arkansas, and is paid for by the Association. That is much cheaper, and besides, how are you going to get them to read the letters you send them? For instance, we had an important bulletin sent out. I went North out of Little Rock and called on sixty drug stores and only eleven of them had opened their mail, so my Board said for me to go and talk to them..."

President Slocum: "Is there anyone here that has any other method of electing your secretary than on the floor of the convention?"

J. Lester Hayman: "I do. All of our officers are nominated by the Nominating Committee appointed by the president, which must consist of past-presidents. No one can serve on the nominating committee except past-presidents; the nominating committee consisting of five members. They must submit a list of two candidates for each office, which is not voted on at the convention, but the secretary is obligated to send this as a mailed ballot within thirty days after the convention. The date is put on this ballot and then sent in within thirty days after the ballot was mailed out."

President Slocum: "Are there any associations which elect the secretary for more than one year's time?"

M. N. Henry: "Michigan does."

W. F. Sudro: "We have been considering a five-year term, to assure a man of some tenure in office. Mr. Chairman, with reference to all of these questions, I suggest that the secretaries of all the associations work out a compilation of questions and bring all this stuff together. It would prove of great benefit to us all."

President Slocum: "I agree with you on that. To go on with our questioning, I will now ask Miss Garvin to be our next witness. Mr. Reporter, I would appreciate it if you will leave this off; I only wanted to get Mr. Brite's answers down to show the line of questioning, and from here on it will be a repetition of the same questions."

The same line of questioning was taken up with Miss Garvin.

President Slocum: "I will now call upon Secretary Lehman, from the largest part of the country, some questions relative to the New York state association."

The same line of questioning was taken up with Mr. Lehman, State Secretary from New York.

President Slocum: "There is something wrong all over the country. Associations are supposed to flower and grow, and how can they do it by employing men at \$400.00, \$500.00 or \$600.00 a year. The whole picture is blurred somewhat, by that situation. I have a much better salary than that. I am getting \$1500.00 a year but I have to pay expenses out of that."

Charles J. Clayton: "Our state is a comparatively small one. We have only 600 drug stores. The income of the organization is comparatively small, and comes almost entirely from turnover of the Board of Pharmacy, for each annual renewal fee. They have been talking about employing me, or a full-time secretary, paying him a salary commensurate with the work that I have done, or could do, if I could devote more time to it. I have tried to discourage the idea because I don't believe the organization could ever pay the money permanently. They might have a spasm, and after the first year find it an awful lot of money, and the first thing you know the secretary is spending most of his time trying to collect his salary. I don't believe it would be a successful enterprise if it were undertaken, and even if it were proven successful, and he got his full salary, then would enter the feature of somebody being everlastingly trying to get that job. There would be plenty of candidates for the job and the result would be, I think, disastrous. I mean to say, that where a good job is created for somebody or within an organization there is always going to be politics in an effort to get that job away from the man who has it, and into the possession of somebody else who either feels that he could honestly do a better job, or else wants the money out of it. I appreciate the fact that there are jobs in more populous states where the money could be raised without great sacrifice or effort and the jobs are of sufficient magnitude that a man ought to devote all of his time and get paid for it, but in the small states, I don't believe that is the best way; I don't believe the organization will get the results in paying large salaries."

M. N. Henry: "I disagree with that entirely. If the druggists of this country are not willing to pay sufficient dues to maintain an organization, with \$10.00 as a minimum, they had better not have an organization. The druggists are not going to accomplish much until they work along legislative lines, and work out the problems as we have done. I know of no such organizations that do not have a full-time secretary or attorney; some man who knows the legislative business and gives it his full time. It is wrong for the druggists of any state to expect some druggist to get out and work for them for nothing. In Michigan, when they proposed this thing, they asked if I would leave a good bank job to take this thing over. I told them no, absolutely not, unless they would pay at least \$10.00 a year dues and go at it in a business-like way so they could accomplish something. They came up, a little group from Detroit, Lansing, Grand Rapids, and so forth, with no concerted action; no one knew what to do after they got there."

President Slocum: "It is getting almost time for adjournment. Are there any other questions?"

Charles J. Clayton: "As you have threatened to adjourn at most any time, I would like to call attention to the fact that Mr. Sudro moved for the entire reelection of the efficient body of officers now in office. I just want to say that there are certain ones in this group who are no longer state secretaries; William B. Day and R. C. Wilson, and consequently these men are not, as I see it, eligible for reelection. As this is the case, I think that we should reconsider that vote."

President Slocum: "If there are no objections, I would like to have a motion to appoint a nominating committee of three to retire and bring in a report as to nominations."

Such a motion was made, seconded and passed.

President Slocum appointed Messrs. Clayton, Sudro and Kenneth Jones.

President Slocum: "I would like to have an expression—how do you like what you have done today?"

A general expression prevailed that the method had been successful.

President Slocum: "I think that one of the greatest menaces we have got to face in the future is coöperatives; look out in the future for the coöperative selling organizations. They are going to do more to eliminate the independent dealers than anything else."

W. Irl Brite: "I understand that the big one in St. Louis is operated by a Baptist preacher to take care of his flock."

M. N. Henry: "How many of us represented here do not purchase from a coöperative organization; wholesale coöperatives? We ourselves, are supporting them."

President Slocum: "You are talking about mutual companies, aren't you?"

M. N. Henry: "They are coöperatives, aren't they? If we ourselves support the same principles, we haven't much complaint."

President Slocum: "In that case it is competition for the so-called wholesalers."

The Nominating Committee reported as follows:

After long and careful deliberation we recommend the reelection of J. W. Slocum as *Presi-*

dent; Miss Alice E. Garvin as *First Vice-President*; Robert S. Lehman as *Second Vice-President*; Carl Harring as *Secretary-Treasurer*. *Members of the Executive Committee*: J. Lester Hayman, W. Irl Brite, F. V. McCullough and Otis F. Cook. *Delegate to the House of Delegates*, Mr. Clayton.

A motion to elect was made and carried unanimously. President Slocum expressed his appreciation and thanked the members. He asked whether the members were satisfied with the meeting. A general expression of satisfaction prevailed.

Miss Esther Garvin: "Mr. Sudro made a suggestion that I wish we might carry out. He thought a questionnaire might be helpful and I wish to say that if it is possible, every secretary fill out the questionnaire and return it to Mr. Harring. I don't know what we would publish, but I would like it in pamphlet form of say 24 to 48 pages, because if we are going to get large mimeographed sheets it will take quite a few pages. The members of the medical association would be extremely interested in compulsory membership, and I wish to make a motion, or rather I wish that a motion might be passed or some discussion as to the method involved in getting these questions. They did not cover any method of getting them in our own state, but at least if we know in Connecticut what you are doing in Iowa, or Mr. Hayman in West Virginia, or Mr. Jones in another state, I think it would be valuable to us."

President Slocum: "In other words, to assemble all the propositions here to-day into a general questionnaire, for all the secretaries to answer. I am entirely in accordance with that, and if it is the desire of the organization I think I shall take that matter up with Mr. Harring and try with him to prepare a questionnaire to be sent to every secretary."

"The office of the association is to prepare the questionnaire and get the information on paper that you want and send those out, and then compile the results into a form available for all. That is what I have tried to do in this meeting; to try and bring out anything that might be of mutual interest and benefit to all of us. I have learned a tremendous lot by the questions that I have asked, and that you have asked this day, and I am sure that you have all gotten information you never even dreamed of. I don't know all about it, but quite a number of things developed here to-day that we never had provided a means of getting before. Is there anything further to come before the organization before we adjourn?"

W. Irl Brite: "Do you contemplate attending the meeting in Pittsburgh next month?"

President Slocum: "I am not a delegate of the N. A. R. D. and I won't be able to be there, although I have always had a leaning toward the meetings of the secretaries of the National Association of Retail Druggists."

W. Irl Brite: "Would it be possible to get Secretary Dargavel, not officially, to put in his program some day early in the meeting, a luncheon for secretaries? I know that at Cincinnati last year we ran aground—Secretary Harring was there and he was trying to arrange a meeting and we never knew when to meet, and finally had one on Friday, and most of the secretaries had gone home by then. Now, if we could just have a meeting place where we could just sit down and talk about a few things. I talked to Mr. Jones about it and he said they had previously gotten into some difficulties."

President Slocum: "There are some members of our own association that feel that this organization would be as well off if it were affiliated with the N. A. R. D., but it is a child of the A. P. H. A. The N. A. R. D. is willing to work with us and encourage anything of that kind in connection with their meetings, but they don't want to promote any movement that would indicate they were over-anxious to have us."

Charles J. Clayton: "I can only say that personally, I am a member of the N. A. R. D. by sufferance; not eligible to vote or hold office. I became a member when I was in the retail drug business and am not eligible for service as a delegate, and in our organization such funds are limited, therefore, I don't feel right to ask that such funds be allocated to me. I don't feel, from my own personal standpoint that a meeting of this conference of pharmaceutical secretaries would be desirable at a gathering or conference of the N. A. R. D. I think, however, that it would be a fine thing if some kind of an informal meeting could be arranged in the N. A. R. D. meeting. Mr. Brite suggested a luncheon. I think that is a very fine idea."

President Slocum: "After they get there they simply arrange for some meeting that isn't official. The officials feel that they are rather diplomatic about the whole matter."

J. Lester Hayman: "Wouldn't it be all right for the *President* or *Secretary* to learn of

some secretary who is going to be there, and delegate him to arrange a time for the dinner, or something of that sort?"

M. N. Henry: "Such a plan would have to be carried out in a meeting wouldn't it? There is usually a conference of the state associations on finances which would include presidents, secretaries, etc."

The meeting was then adjourned.

MAKE THE NEXT 50 YEARS MORE IN FITTING WITH THE TRADITIONS OF PHARMACY.

Dr. H. V. Arny closed his address before Northern Ohio Golden Jubilee meeting with the following summary:

1. "Your druggist is more than a merchant." Prove this truth to your public by comporting yourself more like a professional man.
2. Turn back to the professional part of your store; the prescription desk and the laboratory. Recall that the decision of the Supreme Court on the ownership law included a pregnant passage to the effect that when a pharmacist is compounding a prescription he is performing professional work but when he is handing out a patent medicine of another man's making, he is a mere tradesman.
3. Use the education and the pharmaceutical skill that you have acquired from your college training to build up the professional side of your business. No man is a true pharmacist unless he is willing to consider his prescription department as the most important part of his establishment.
4. Maintain friendly and profitable relations with the physicians of this city by demonstrating your ability to compound prescriptions as they should be made. Emphasize that the prescriptions prepared by you are not only pure but are also strictly fresh.
5. Meet the menace of the prescription proprietary in tablet form by dispensing powdered drug combinations in quickly soluble capsules.
6. Have a department for eye preparations; a glass-enclosed closet where aseptic conditions may be maintained.
7. Demonstrate to dermatologists that your ointments are prepared with exquisite care.
8. Prove your ability to prepare emulsions that are fresh, attractive in appearance and pleasingly flavored.
9. Cultivate expertness in ampul filling and demonstrate this art to visiting physicians.

Finally, and above all, do not merely advertise these qualifications but demonstrate them to your medical neighbors.

Regardless of the outcome of my pet idea, a League of Prescriptionists, a qualified individual can carry out a personal campaign in this direction and will thus win the reputation of being an outstanding pharmacist.

PROBLEMS OF PHARMACISTS.

BY LEO G. PENN.

It must long ago have become apparent to the pharmacists that the patent medicine stores and other drugless drug stores are slowly, but surely, undermining that source of livelihood still left to the independent druggist, which the price-slashing chain and department stores have so far not taken from him. Their wide-spread increase of late should be a cause for concern, lest many more of the retail druggists be ploughed under.

When the chains started coming in, we expressed our dissatisfaction with mere disparaging remarks; when the price slashers came upon the scene we felt the hurt a little more keenly and squirmed a little, but now that we are being visited with the devastating results of every grocery, candy and cigar shop selling pharmaceutical preparations and proprietaries, it is high time we stood up and cried loud and often for legislative protection of our continued existence.

Such a state of affairs which is typical of the larger cities and towns at least, aside from its adverse economic effects upon the pharmacist as an individual, is more to be deplored for its inimical results to the health of the public. To note what high qualifications the state has prescribed for purveyors of medicines, and to compare this with the ease with which enormous quanti-