

Of General Interest

THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION THIRTY-NINTH ANNUAL MEETING, JACKSONVILLE, FLA., NOVEMBER 18, 19 AND 20, 1913.

The first session of the meeting was called to order by President Albert Plaut of New York on Tuesday morning at 10:30 o'clock, and the Divine blessing was invoked by Rev. Dr. French of the First Presbyterian Church of Jacksonville. Judge Swearington, the Mayor, then welcomed the association to the city and his address was responded to by Mr. Lee M. Hutchins in a speech full of wit, humor and poetry. The reception of delegates to the association then took place, and Dr. Adolph W. Miller presented the fraternal greetings of the American Pharmaceutical Association, to which Mr. Ludwig Schiff made a fitting response. Mr. Lee Willisee brought the best wishes of the New York State Pharmaceutical Association to which Mr. C. Mahlon Kline made reply. Mr. Thomas F. Main voiced the most cordial greetings of the New Jersey Pharmaceutical Association, to which Mr. S. Massingham responded.

President's Address.—President Plaut then delivered his address, which we regret that lack of space compels us to summarize, so full was it of wise suggestion and helpful thought. General business for the last thirteen months, he said, had been quite good, the volume of imports and exports of the country being by far the largest in its history. He spoke of the interference with European trade caused by the Balkan war, and deplored in strong and feeling language the evils of all wars, which he said were caused by greed and selfishness. He referred to the Mexican internecine conflict and hoped that it might be soon succeeded by a permanent peace founded upon justice and law. He spoke of the near completion of the Panama Canal as a monumental epoch-making

work in its effect upon the intercourse of the world. He referred to the recent tariff-legislation as being that which all had expected and said that its effects having been discounted, as soon as business had adjusted itself to the new lines, he thought the trade-outlook for the coming year was encouraging. As to the income-tax he said he thought it the fairest of all taxes if properly administered and that it had come to stay as a part of our fiscal system, for while it was not a burdensome tax, it produced an enormous revenue. He approved the reform in currency-legislation now being considered by Congress and predicted extensions of the parcel-post. He gave strong commendation to the Harrison anti-narcotic bill, but said that to be effective it must be supported by efficient state legislation. He called attention to the slight decrease in the active membership of the association, and stated that it was in accordance with the natural course of events, which would be likely to reduce the number of wholesale druggists in the county still more. He passed in review several interesting court decisions, among these being those of the Wisconsin Syrup cases, and the Sanatogen case, and quoted at length a decision of Judge Grubb of the U. S. Court at Birmingham, Ala., giving legality to certain acts of the Southern Wholesale Grocers' Association, and said that this decision clearly shows that there is a wide field in which an association of wholesalers could legally work, and in which it could produce results of great value to its members. He spoke in commendation of the Sherman law and suggested that the time might come when a merchant who cuts prices would be fined and imprisoned the same as railroad officials are penalized if they cut rates. He approved the work of the Eleventh International Congress of Pharmacy, and said it might in time lead to a universal Pharmacopœa and uniformity of laws regarding sales of medicines in all civilized countries. He recommended the association to petition Congress for the speedy adoption

of the metric system by the United States. He commended highly the services of Messrs. Holliday and Toms, the General Representative and the Secretary of the association, and in conclusion voiced his appreciation of the honor bestowed upon him by his election to the Presidency and also of the loyal and earnest support accorded him by all the members.

The Secretary's Report.—The Secretary reviewed the important work of his office, commented upon the number and importance of the bulletins issued by it and announced the forthcoming production of "The Green Book" to supersede "The Red Book," published in 1911. He reported the present membership as being 260 active and 326 associate members.

The Treasurer's Report.—This report showed:

Receipts from all sources.....	\$29,356.38
Disbursements	21,828.31
Balance	\$7,528.07

Report of Committee on Commercial Travelers and Selling Methods.—The committee called attention to the lack of marked success of mail-order drug-houses; spoke of the necessary qualifications in a salesman; suggested that more thought should be given to selling-policies; discussed over-solicitation of orders; approved the establishment of a telephone-detail to solicit and receive orders; spoke of the advantages of providing automobiles for certain classes of salesmen; recommended that members discourage the parcel-post business and long-distance reverse calls, the payment of freight-charges, and the solicitation of "splits." It recommended direct settlements with customers, the use of an itemized expense account by salesmen, discussed their proper compensation and approved "The Uniform Vacation Plan" which, they said, was highly recommended by those who had adopted it.

Committee on Credits and Collections.—This report discussed the question of cash-discount customers, noting that little change had taken place in the number of that class during the year, except in the South, where there was a slight improvement, and says, "a due regard for the welfare of our customer, as well as that of ourselves, suggests the wisdom of counselling with him on this subject on all proper occasions." It suggested the

need of caution in the extension of credit to "the confectioner class of crafty nomads, employing names irreconcilable to their nationality and as changeable as their places of abode. Keen and unscrupulous, he devotes his talents rather to the framing of clever get-aways, than to the upbuilding of a permanent business along honorable lines." It emphasized the importance of fire-insurance in relation to credit; recommended the adoption of uniform terms and discounts, and it condemned, as "most insidious," methods which prevail in certain sections in transgression of a fair and just system, and strongly recommended the charging of interest on past-due accounts. It suggested that where accounts are closed by notes, that these be made payable monthly and so drawn that "default in the payment of one would automatically mature the others." It condemned over-solicitation of orders, deceptive claims of percentage of profit by manufacturers and advanced dating, and recommended co-operation in the matter of credits and collections.

Committee on Employer's Liability and Workmen's Compensation.—The report of this committee was so complete and so replete with facts, figures and argument that it does not admit of summarization with justice to so admirable a document. It should be read in its entirety, not only by every employer, but by every person interested in social reforms. One of its paragraphs will show the idea of the committee in relation to this question: "Whether you choose to see in this prevention movement a growing realization of our social responsibilities or a mere desire to save dollars, the result is sure to be far-reaching and beneficent." The committee says that we should not neglect to study the experience of foreign countries, in order that we may not be overzealous in "our endeavor to right long-standing wrongs," and recommends that the members investigate the possibilities of mutual-liability insurance.

Committee on Fire Insurance.—The report of the committee called attention to the small number of fires in wholesale drug establishments and gave a list of those which had occurred during the year with their causes, losses, etc. Among these causes were the breaking of a bottle of bi-sulphide of carbon, the flood at Dayton, O., fuming nitric acid and the spontaneous ignition of sulphur which was packed in second-hand bags which

had probably previously contained niter or potash. This fire occasioned a loss of \$62,000. The report commented in strong language upon the enormous fire-waste of the country, which reached a total in 1912 of \$225,300,000, and urged the attention of the members to the ways of fire-prevention which were being advocated by the National Fire Protective Association and other bodies. It discussed the various charges for water-sprinkler service, and suggested a conference to determine an equitable charge for the same; the necessity for a uniform bill for reciprocal insurance and described in detail the legislation of several states regarding insurance matters. It entered at length into the question of automobile insurance and recommended that members endeavor to secure more equitable rates for same, as well as greater security from loss.

Committee on Proprietary Goods.—Their report called attention to the fact that the sales of these preparations in one-twelfth, one-sixth, and one-quarter-dozens were about ninety-four percent of the total sales—831 actual sales of one fairly popular preparation accomplishing the delivery of but 900 separate pieces, and claimed a larger remuneration for the jobber than it at present allowed. It condemned over-solicitation, "free goods," the granting to buying-clubs of the same terms allowed to jobbers, and discussed at length the question of fixed retail prices.

Committee on Legislation.—The report of this committee was most exhaustive of the subject of its activities. It described the National legislation of the year, and then took up in detail the changes which had been made in the laws of the various states. It recommended strongly uniformity of legislation in regard to food and drug laws.

Committee on Memorials.—This committee reported resolutions on the demise of twelve active and three associate members, with a short life-history of each.

Committee on the Prevention of Adulteration.—A most exhaustive and interesting report was presented by this committee. It congratulated the association upon the steady advance towards better conditions and said: "This widespread spirit of reform and improvement is a beneficent, effective accomplishment in the pharmaceutical industry and deserves our heartiest commendation and cooperation, though candor compels us to as-

sert that instances not infrequently occur which show that there is also need of the exercise of rare discretion to prevent senseless oppression and useless annoyance. There is nothing to be gained by ignoring the obvious fact that in this, as in all great reformative crusades, which have been inaugurated since the beginning of our history, rushing to extremes may result in harm from the activities of narrow-minded officials and enthusiastic but wholly impractical theorists. Popular enthusiasm is like all great forces, in that, while capable of yielding beneficent results when properly guided and restrained, can also work incalculable harm when directed only by prejudice." It called attention to the fact that "high-power papain" could be made by the addition of pepsin to papain and that its sale might lead the seller to the courts. Another surprising statement of the report was that the Cramp Bark of commerce is not collected from the *Viburnum Opulus*, but is really the bark of the mountain maple (*Acer spicatum*) and that the description of *Viburnum Opulus* in the U. S. P. is that of maple bark and not of Cramp Bark. The committee say that the bark of the *Acer spicatum* has not only displaced the *Viburnum Opulus* in America but it has also done so in Europe, and that it would appear, from the use of the substitute, that the maple has a medicinal activity very similar to that of Cramp Bark.

Committee on Trade-Marks.—This committee had a lengthy and interesting report, citing numerous decisions of the courts in determining the rights of manufacturers in the names of their specialties; giving the amended law of the United States in relation to trade-marks, and stating much of interest to those who might desire to acquire a foreign trade-mark for their preparations, in its comprehensive review of the laws of different countries in relation to the same.

Committee on Transportation.—A most interesting and instructive report was presented by this committee. The subjects treated in it were The Railways, Inter-State Commerce Commission, Freight Rates, Express Companies and Rates, Parcel Post, Panama Canal, Free Customs Port for New York, and Local Deliveries, and when it is said that each one of these subjects was treated most exhaustively it may be seen that it is impossible to summarize so excellent a report. It should be read in full by

every one interested in any one of these subjects.

Committee on Anti-Narcotic Legislation.—This committee reviewed the proceedings of the National Drug Conference and the various steps which led to the passage of the Harrison Anti-Narcotic Bill by the House of Representatives and gave also a list of states that had adopted anti-narcotic laws during the past year.

Committee on Local Associations.—This committee laid it down not only as a moral principle but as a standpoint of policy that "it would be best if each wholesale drug-house throughout the country could realize that the most lasting or enduring success can be best obtained, in fact can only be obtained, by establishing a fixed policy and by conducting its business upon a clean, legitimate basis, relying upon service, quality and candid, fair, honest treatment in order to secure patronage."

Board of Control.—This board in various reports concurred with the recommendations of the committees and this affirmative action was approved by the convention.

After the passage of several complimentary votes by the convention the officers-elect present were installed into their respective offices. The officers-elect for the coming year are:

President—George W. Lattimer.

First Vice-President—F. C. Groover.

Second V. P.—Charles F. Michaels.

Third V. P.—Charles E. Potts.

Fourth V. P.—C. S. Littell.

Fifth V. P.—G. S. Fleece.

Secretary—Joseph E. Toms.

Treasurer—Samuel E. Strong.

Board of Control—Charles Gibson, Chairman, James W. Morrison, George R. Merrill, Mr. Bedwell, John T. Kennedy.

General Representative—F. E. Holliday.

After the installation of officers the Convention adjourned. The place selected for the next meeting is Indianapolis, the time to be probably early in October. The Convention also voted to meet in Del Monte, California, in the year 1915.

The banquet was a most notable occasion. It was served in the main dining-room of the Windsor Hotel on Thursday evening, and the menu was a most attractive one. Mr. John W. Durr acted as toastmaster. The speakers of the evening were the retiring President, Mr. Albert Plaut; George W.

Lattimer, the new President; Judge W. T. Bland, who spoke for "Florida, Past, Present and Future"; Duncan U. Fletcher, who spoke on "Deeper Waterways"; Charles S. Adams, who responded to the toast of "The Ladies." The President's reception was held on Tuesday evening and was a most delightful occasion. The other entertainments were an automobile ride and reception for the ladies on Wednesday, a steamer-trip on the River St. Johns, and on Friday one hundred and twelve of the Convention left Jacksonville for a trip to Havana, Cuba, an excursion which took a week to accomplish.

E. C. M.

Proceedings of the Local Branches

"All papers presented to the Association and its branches shall become the property of the Association, with the understanding that they are not to be published in any other publication than those of the Association, except by consent of the Committee on Publication."—By-Laws, Chapter X, Art. III.

Reports of the meetings of the Local Branches should be mailed to the editor on the day following the meeting, if possible. Minutes should be *plainly* written, or type-written, with wide spaces between the lines. Care should be taken to give proper names correctly, and manuscript should be signed by the reporter.

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CITY OF WASHINGTON BRANCH.

(October Meeting.)

This meeting, held October 15, 1913, at the National College of Pharmacy, was the first meeting of the local Branch for the winter of 1913-1914, and in the absence of the President, Dr. Lyman F. Kebler, who was out of the city on official business connected with the Department of Agriculture, Mr. W. S. Richardson acted as Chairman. In the absence of the Secretary who was detained on urgent personal business, Mr. S. L. Hilton acted as Secretary.

The first paper presented was "The Opportunity for Selection and Breeding in Drug Plant Culture," by Dr. W. W. Stockberger. The speaker introduced his subject by pointing out that until recently very little was done along the lines of procuring plants