

PROCEEDINGS OF THE ANNUAL MEETING OF THE NATIONAL
 DRUG TRADE CONFERENCE HELD AT THE HOTEL
 EMERSON, BALTIMORE, JANUARY 7, 1919.

MORNING SESSION.

The meeting was called to order by President James H. Beal at 10.30 A.M.

The minutes of the last annual meeting were approved as printed without reading.

The roll of delegates being called, disclosed the presence and absence, respectively, of the following delegates:

Representing the American Pharmaceutical Association: James H. Beal, John C. Wallace and Samuel L. Hilton.

Representing the National Wholesale Druggists Association: Charles A. West, represented by Frank E. Holliday as alternate, George W. Lattimer, and C. Mahlon Kline.

Representing the National Association of Retail Druggists: Samuel C. Henry and Eugene C. Brokmeyer, James F. Finneran and the alternate he had appointed both being absent.

Representing the American Association of Pharmaceutical Chemists: George C. Hall, by Harry Noonan, alternate; W. C. Abbott, by J. H. Foy, alternate, and B. L. Maltbie.

Representing the American Drug Manufacturers Association: Charles M. Woodruff, Franklin Black at the forenoon session in person, and at the afternoon session by R. C. Stofer, alternate, and Fred B. Kilmer.

Representing the Proprietary Association of America: Fred K. Fernald by Frank A. Blair, alternate, Harry B. Thompson, and Philip I. Heuisler.

Representing the National Association Boards of Pharmacy: David R. Millard and W. T. Kerfoot, Jr., II. Lionel Meredith being absent.

REPORT OF EXECUTIVE COMMITTEE.

The Executive Committee then submitted the following report:

Report of a meeting of the Executive Committee of the National Drug Trade Conference held at the Hotel Emerson, Baltimore, Md., on the 6th day of January, 1919, at 2 o'clock P.M., pursuant to a call of the President dated December 17, 1918.

Meeting called to order by the President at 2.45 P.M.

President James H. Beal, Secretary Charles M. Woodruff and members George W. Lattimer and John C. Wallace present. Dr. A. R. L. Dohme came in later before the meeting was over.

A communication from the Chairman of the War Service Executive Committee of American Industries of the Chamber of Commerce of the United States of America was read and referred to the Conference.

The Secretary-Treasurer then read the following financial report which was received and referred to an auditing committee consisting of Mr. Wallace and Mr. Lattimer, with instructions to report to the Conference at the meeting called to be held on January 7, 1919.

FINANCIAL REPORT:

TO THE OFFICERS AND DELEGATES OF THE NATIONAL DRUG TRADE CONFERENCE:

I hereby submit my financial report to January 1, 1919:

RECEIPTS.

Balance on hand January 1, 1918.....	\$373.18
Received from Association Assessments.....	350.00
Check No. 40 drawn own account by mistake and recharged (see check No. 42).....	13.73
Total.....	\$736.91

JOURNAL OF THE

EXPENDITURES.

Check No.	'18,	Payee.	Account.	Amount.
33	1/11	E. G. Berle	Floral spray, Prof. Remington.....	\$ 10.00
34	1/25	Western Union	Telegrams.....	2.79
35	2/6	U. S. Chamber of Commerce	Dues for 1918.....	10.00
36	2/7	Parke, Davis & Co.	Printing Memorials and Officers for 1918.....	18.57
37	3/15	John C. Wallace	Telegrams.....	10.79
38	3/21	C. M. Woodruff	Letterheads and postage.....	8.88
39	4/9	American Pharmaceutical Assn.	Printing Proceedings.....	6.60
40		James H. Beal	Expenses to Chicago.....	13.73
41	7/5	James H. Beal	Stationery and postage.....	14.00
42	7/17	C. M. Woodruff	Postage and check 40; see receipts..	18.23
43	8/19	C. M. Woodruff	One-half expenses attending execu- tive meeting at Chicago.....	33.00
44	9/2	C. M. Woodruff	One-half expenses attending special meeting at Baltimore.....	56.67
45	10/2	John C. Wallace	Expenses.....	12.75
46	10/3	Geo. C. King Ptg. Co.	Printing ordered at September, 1918 meeting.....	37.50
47	10/4	W. U. Tel. Co.	Telegrams.....	1.16
48	12/27	U. S. Chamber of Commerce	January Nation's Business.....	3.00
49	12/31	C. M. Woodruff	Postage, telegrams and manifolding.	11.00
Total.....				\$268.67

SUMMARY.

Receipts.....	\$736.91
Expenditures.....	268.67
Bal. Jan. 1, 1919.....	\$468.24

The credentials of delegates and alternates were then read and approved. (For list of delegates and alternates see above.)

President Beal moved that any officer or member of a standing committee who had not been re-elected or re-appointed as a delegate to the Conference be held to be entitled to act as such officer or member until his successor had been elected or appointed.

Secretary Woodruff seconded the motion, and it was put to vote and unanimously carried.

A communication to the Conference from the National Association of Manufacturers of the United States of America urging opposition to proposed legislation compelling the use of the metric system was then read and referred to the Conference without recommendation.

A communication dated December 18, 1918, from the Hon. Joseph E. Ransdell, United States Senator from Louisiana, inviting the Conference to send representative to a conference to be held at the auditorium of the Smithsonian Institution, January 22 and 23, 1919, on the subject of our merchant marine, was read and referred to the Conference with the recommendation that such representatives be sent.

Secretary Woodruff then read several amendments to the Code of Rules and Regulations, which were discussed, modified and amended and referred to the Conference. (See proceedings of afternoon session.)

An informal discussion of Harrison Act features of the War Revenue measure then followed. The discussion related particularly to the so-called McCumber amendment providing for the keeping of records of sales of exempted items, and

ended in an understanding that if President Beal could be provided with a copy of the amendment he would prepare resolutions to be presented to the Conference. There being no further business the Committee adjourned.

(Signed) JAMES H. BEAL, *President.*

CHARLES M. WOODRUFF, *Secretary.*

The committee appointed to audit the account of the Secretary-Treasurer submitted the following report:

To THE PRESIDENT, OFFICERS AND DELEGATES TO THE NATIONAL DRUG TRADE CONFERENCE:
Gentlemen:

Your committee appointed to audit the account of the Secretary-Treasurer have performed that duty, find it correct and submit the following:

DR.		
January 1, 1918	To balance on hand.....	\$373.18
	To assessments received.....	350.00
		\$723.18
CR.		
	By vouchers paid.....	254.94
	Balance on hand 1/1/19.....	468.24
		\$723.18

JOHN C. WALLACE }
GEO. W. LATTIMER } *Committee.*

The report was received, approved and ordered placed on file.

The following communication referred to the Conference by the Executive Committee without recommendation was read, ordered received and placed on file. It was remarked by one delegate that the communication amounted to a commendation of the action long since taken by the drug industry; and by another delegate that the communication evinced a change of heart on the part of the United States Chamber of Commerce which was now recommending and urging what it had formerly discouraged as out of harmony with the general purposes of the Chamber of Commerce of the United States of America.

To National Trade Associations:

The recent conference of War Service Committees held at Atlantic City, under the auspices of the Chamber of Commerce of the United States, made a declaration regarding the importance and the development of National Trade Associations. This declaration we take pleasure in placing before you, for your information. It is as follows:

“The experiences of the war have clearly demonstrated the value of national trade organizations and their service to the country as well as to industry.

“This conference heartily approves the plan of organizing each industry in the country in a representative national trade association and expresses the belief that every dealer, jobber, manufacturer, and producer of raw materials should be a member of the national organization in his trade and cordially support it in its work.”

“Very truly yours,

JOSEPH H. DEFREES,

Chairman, War Service Executive,

Committee of American Industries.”

A communication from the National Association of Manufacturers of the United States of America urging opposition to proposed measures for the compulsory adoption of the metric system by the United States, and referred to the Conference by the Executive Committee without recommendation, was read and after remarks by W. L. Crounse and Delegates Holliday and Wallace ordered laid on the table.

The communication dated December 18, 1918, from the Hon. Joseph E. Ransdell, referred to the Conference by the Executive Committee, inviting the Conference to send representatives to a conference to be held at the auditorium of the Smithsonian Institution January 22 and 23, 1919, on the subject of our "Merchant Marine" was read, the recommendation of the Conference concurred in and the President of the Conference authorized to appoint representatives.

Secretary Woodruff then gave notice that at the afternoon session he would move the adoption of the amendments to the Code of Rules and Regulations referred by the Executive Committee to the Conference. These amendments were informally discussed, some changes made and laid over until the afternoon session for action. As finally adopted, they will be found in the proceedings of the afternoon session.

The question of a proper exemption from alcoholic legislation so as to permit the sale of legitimate preparations containing alcohol was then discussed at considerable length and upon motion duly made and carried Delegates Thompson, Brokmeyer and Crounse, alternate for C. Mahlon Kline, were appointed a special committee to report something concrete at the afternoon session. The President then named Delegates Wallace, Henry, Black and Millard, and Alternates Holliday, Foy and Blair as a Committee on Nominations.

The morning session of the Conference then adjourned to meet at 2.30 in the afternoon.

AFTERNOON SESSION.

Session called to order at 3.00 P.M., all delegates and alternates being present. Delegate C. Mahlon Kline, who was not present in the morning, sat during the afternoon session.

A communication from Delegate Black was read announcing that he would not be able to remain during the afternoon session and had therefore appointed R. C. Stofer as his alternate for the rest of the meeting.

The formal adoption of the several amendments, notice of which given in the morning, was moved by Secretary Charles M. Woodruff and supported by Delegate Henry. They were first adopted seriatim and then as a whole. The amendments as finally adopted are as follows:

Section two: Members and Delegates.—The Conference shall consist of three delegates from each of the following organizations:

- The American Pharmaceutical Association
- The National Wholesale Druggists Association
- The National Association of Retail Druggists
- The American Association of Pharmaceutical Chemists
- The American Drug Manufacturers Association
- The Proprietary Association of America
- The National Association Boards of Pharmacy

and three delegates from each of such other national pharmaceutical organizations as may be hereafter admitted to membership by a unanimous vote at any regularly called meeting of the Conference at which all constituent organizations are represented. Such delegates shall be elected or appointed, as each association may determine, during the year preceding the annual meeting, and shall serve for the annual meeting following their election or appointment, and until the next annual meeting; or until their successors are elected or appointed. The presence of nine delegates shall be necessary for a quorum at any meeting of the Conference.

Duly appointed representatives of medical or pharmaceutical organizations not members of the Conference, or other persons may be granted the privileges of the floor by vote.

All votes for the admission of new members, or granting the privileges of the floor, and all discussions relating thereto, shall be had in executive session.

Delegates who are unable to attend any meeting may designate in writing or by other means satisfactory to the Conference persons who may act as their alternates and such alternates shall have all of the rights and privileges of the delegates whom they represent.

Section three: Officers and Committees.—The officers of the Conference shall consist of a President, a Vice-President, and a Secretary-Treasurer. They shall be elected by ballot at the regular meeting and shall serve during the year and until

the close of the next annual meeting, or until their successors are duly elected; provided the President and the Secretary-Treasurer shall be delegates from different organizations.

The Secretary-Treasurer shall be the custodian of the funds of the Conference, which he shall deposit in some depository to be designated by the Executive Committee subject to withdrawal upon his order.

There shall be a standing committee to be known as the Executive Committee, which shall consist of the President, the Secretary-Treasurer and one member from each delegation except the delegation of which the President and the Secretary-Treasurer are members, each such member to be elected by the delegates from the organization which he represents on the Committee.

The Executive Committee shall act as a Committee on Credentials, and shall have charge of the business of the Conference during intervals between meetings, all of its actions being subject to review by the Conference.

Special committees shall be appointed by the President unless otherwise provided for by motion.

Section four: Meetings.—The Conference shall hold an annual meeting at such hour and place, and on such day between the first day of November and the fifteenth day of December of each year as the President may determine.

Special meetings may be called by the President at any time and shall be called when so ordered by the Executive Committee, or when so requested in writing by five duly appointed delegates. Except in case of emergency not less than ten days' notice in writing shall be given of the time and place of all regular or called meetings.

It was further moved to amend section three by adding thereto the following:

"The actual traveling, hotel and incidental expenses of the members of the Executive Committee in attending any meeting of the Committee not held during the week of any meeting of the Conference shall be paid out of the funds of the Conference."

It was further moved to amend section five by adding thereto the following:

"On all motions and resolutions except motions to adjourn each delegation shall vote as a unit and the vote shall be announced by the member of the delegation representing it on the Executive Committee, who shall be chairman of the delegation for that purpose."

The motion to adopt this amendment was laid on the table.

The Nominating Committee then reported the following nominations:

President: James H. Beal, representing the American Pharmaceutical Association.

Vice-President: Samuel C. Henry, representing the National Association of Retail Druggists.

Secretary-Treasurer: Charles M. Woodruff, representing the American Drug Manufacturers Association.

A call of the other constituent organizations was had and the following members of the Executive Committee announced by the respective organizations named:

By the National Wholesale Druggists Association: George W. Lattimer.

By the National Association of Retail Druggists: James F. Finneran.

By the American Association of Pharmaceutical Chemists: Dr. W. C. Abbott.

By the Proprietary Association of America: Harry B. Thompson.

By the National Association Boards of Pharmacy: Harry L. Meredith.

On motion the Secretary was then unanimously ordered to cast the ballot of the Conference for the officers and committeemen nominated, which he formally did, thereby constituting the President, the Secretary-Treasurer and the members announced by the respective organizations the Executive Committee for the ensuing year.

Secretary Woodruff then moved that the Conference continue its affiliation with the Chamber of Commerce of the United States of America and that Delegate Hilton, of Washington, D. C., be appointed counselor. Motion unanimously carried.

The special committee appointed to report some concrete action on the subject of alcohol legislation then submitted the following:

Your Committee respectfully suggests that the following amendment to such Alcohol Legislation as may be introduced into the various state legislatures, be adopted:

Provided, that nothing in this act shall prevent the manufacture and sale of such preparations as flavoring extracts, essences, tinctures, perfumes or remedies containing drugs or medicines which do not contain more alcohol than is necessary for legitimate purposes for extraction, solution or preservation, and which contain drugs in sufficient quantity to medicate such compounds, and which are sold for legitimate and lawful purposes and not as beverages.

Your Committee respectfully represents that the form of exemption herein submitted is taken from the Arizona statute which was enacted by the legislature of that state for the purpose of giving effect to the provisions of a constitutional amendment providing against the manufacture and sale of intoxicating liquors.

Your Committee further represents that said exemption contained in such statute has been so construed by the prosecuting attorneys of that state, as to permit the sale of legitimate preparations containing alcohol, but has further been construed to prevent the sale of preparations containing an excess of alcohol, and which are capable of being used as a beverage, and to prevent the sale of legitimate preparations under circumstances from which the seller could deduce an intention to use them as beverages.

We respectfully ask that the National Drug Trade Conference shall approve the form of exemption herein submitted and shall urge its constituent members to use legitimate efforts to secure its adoption as a part of such legislation as may be introduced against the sale of intoxicating liquors, and further respectfully ask that a Committee be appointed to submit the exemption and induce if possible its acceptance by the Anti-Saloon League or other persons proposing legislation against the sale of intoxicating liquors.

H. B. THOMPSON.
E. C. BROKMEYER.
W. L. CROUNSE.

The report was received and adopted, and the following gentlemen appointed a committee to carry out the recommendation of the report: Delegates Henry, Hilton, Kline, Stofer, Foy, Blair and Kerfoot.

After considerable discussion of the so-called McCumber amendment to the War Revenue Act requiring a record to be kept of sales of items coming under the operation of Section 6 of the Harrison Act, Delegate Stofer moved that President Beal be requested to prepare a brief upon the subject and authorized to call to his assistance such members of the Conference as he chose; said brief when prepared to be presented to the Conferences for their consideration.

The motion was duly seconded and carried.

President Beal announced that he selected as his assistants all the members of the Conference and requested suggestions.

There being no further business the Conference adjourned subject to the call of the President.

JAMES H. BEAL, *President*.
CHARLES M. WOODRUFF, *Secretary-Treasurer*.

COMMITTEE APPOINTMENTS.

President Beal announces the following special committee appointments.

Committee on Pharmaceutical Corps: Samuel C. Henry, *Chairman*; George C. Hall and S. L. Hilton.

Committee on Alcohol Legislation: S. L. Hilton, *Chairman*; Charles A. West and James F. Finneran.

Committee on Anti-narcotic Legislation: John C. Wallace, *Chairman*; Fred K. Fernald and Eugene C. Brokmeyer.

Committee on Formulas and Labels: Harry B. Thompson, *Chairman*; C. Mahlon Kline and B. L. Maltbie.