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PROCEEDINGS

OF THE

THIRTY-SIXTH ANNUAL MEETING

OF THE

North Carolina Pharmaceutical Association

HELD IN

THE ELKS HALL, DURHAM, N. C.
JUNE 15th, 16th, 17th, 1915

ALSO THE

ROLL OF MEMBERS
WITH LIST OF REGISTERED PHARMACISTS

Official Stenographers
JOHNSON AND MECHEM
Washington, D. C.

PREFATORY NOTES

For general information regarding the Association, or for blank applications for membership, write to the Secretary, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary, giving such particulars as may be desirable to publish.

If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary at once, giving your full name and address.

For information concerning examinations, the State Pharmacy Law and its enforcement, and Certificates of Registration, address F. W. Hancock, Secretary Board of Pharmacy, Oxford.

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THE NEXT MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION WILL BE HELD IN WRIGHTSVILLE, NORTH CAROLINA, ON THE 20TH, 21ST, AND 22ND OF JUNE, 1916.

OFFICERS, COMMITTEES AND DELEGATES 1915-1916

OFFICERS

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E. L. TARKENTONWilson

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E. G. BIRDSONGRaleigh

G. A. MATTONHigh Point

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G. E. BURWELLCharlotte

REPORTER ON PROGRESS OF PHARMACY

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E. V. ZOELLERTarboro

| | |
|--------------------|--------------|
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| I. W. ROSE | Rocky Mount |
| C. P. GREYER | Morganton |

AUXILIARY TO ABOVE

| | |
|---------------------|------------|
| B. S. BARNES | Maxton |
| A. V. BAUCOM | Apex |
| G. C. GOODMAN | Mooreville |

ADULTERATIONS

| | |
|------------------------------|-------------|
| E. V. HOWELL, Chairman | Chapel Hill |
| J. E. SHELL | Lenoir |
| WILLIAM H. BLAUVELT | Asheville |

PAPERS AND QUERIES

| | |
|---------------------------------|-----------|
| E. L. TARKENTON, Chairman | Wilson |
| SAMUEL CARTER | Salisbury |
| JNO. L. HENDERSON | Hickory |

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| | |
|------------------------------|------------|
| C. P. GREYER, Chairman | Morganton |
| G. E. BURWELL | Charlotte |
| BURNEY S. WARREN | Greenville |

 DELEGATES

AMERICAN PHARMACEUTICAL ASSOCIATION

| | |
|------------------------|--------------|
| E. V. ZOELLER | Tarboro |
| E. V. HOWELL | Chapel Hill |
| C. P. GREYER | Morganton |
| E. E. MISSILDINE | Tryon |
| W. W. HORNE | Fayetteville |

TENNESSEE ASSOCIATION

| | |
|----------------------|-------------|
| C. A. RAYSOR | Asheville |
| R. A. McDUFFIE | Greensboro |
| K. E. BENNETT | Bryson City |

MEDICAL SOCIETY

| | |
|----------------------|---------------|
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| W. A. LEGGETT | Edenton |
| E. V. HOWELL | Chapel Hill |

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J. P. STOWECharlotte
P. W. VAUGHANDurham
C. C. SEAWELLHigh Point

VIRGINIA ASSOCIATION

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C. P. HARPERSelma

MARYLAND ASSOCIATION

GEO. A. MATTONHigh Point
C. B. MILLERGoldsboro
IRA W. ROSERocky Mount

OFFICERS OF THE ASSOCIATION SINCE ITS ORGANIZATION

PRESIDENTS

| | | |
|------------------------|---------------------|-----------|
| E. M. Nadal..... | Wilson | 1880-1881 |
| S. J. Hinsdale..... | Fayetteville | 1881-1882 |
| William Simpson | Raleigh | 1882-1883 |
| W. H. Green..... | Wilmington | 1883-1884 |
| V. O. Thompson..... | Winston-Salem | 1884-1885 |
| H. R. Horne..... | Fayetteville | 1885-1886 |
| A. W. Rowland..... | Wilson | 1886-1887 |
| F. W. Hancock..... | New Bern | 1887-1888 |
| T. D. Crawford..... | Oxford | 1888-1889 |
| J. D. Croom..... | Maxton | 1889-1890 |
| E. V. Zoeller..... | Tarboro | 1890-1891 |
| W. H. Wearn..... | Charlotte | 1891-1892 |
| H. R. Cheers..... | Plymouth | 1892-1893 |
| N. D. Fetzer..... | Concord | 1893-1894 |
| J. Hal Bobbitt..... | Raleigh | 1894-1895 |
| P. W. Vaughan..... | Durham | 1895-1896 |
| Augustus Bradley | Burlington | 1896-1897 |
| J. P. Stedman..... | Oxford | 1897-1898 |
| W. M. Yearby..... | Durham | 1898-1899 |
| J. B. Smith..... | Lexington | 1899-1900 |
| R. H. Jordan..... | Charlotte | 1900-1901 |
| E. W. O'Hanlon..... | Winston-Salem | 1901-1902 |
| H. T. Hicks..... | Raleigh | 1902-1903 |
| W. A. Leslie..... | Morganton | 1903-1904 |
| G. K. Grantham..... | Dunn | 1904-1905 |
| T. R. Hood..... | Smithfield | 1905-1906 |
| C. A. Raysor..... | Asheville | 1906-1907 |
| Chas. R. Thomas..... | Thomasville | 1907-1808 |
| J. E. Shell..... | Lenoir | 1908-1909 |
| G. Y. Watson..... | Southport | 1909-1910 |
| Max T. Payne..... | Greensboro | 1910-1911 |
| E. T. Whitehead..... | Waynesville | 1911-1912 |
| J. G. M. Cordon..... | Clayton | 1912-1913 |
| C. P. Harper | Selma | 1913-1914 |
| G. C. Goodman..... | Mooreville | 1914-1915 |
| E. L. Tarkenton | Wilson | 1915-1916 |

FIRST VICE-PRESIDENTS

| | | |
|------------------------|--------------------|-----------|
| S. J. Hinsdale..... | Fayetteville | 1880-1881 |
| William Simpson..... | Raleigh | 1881-1882 |
| E. H. Meadows..... | New Bern | 1882-1883 |
| John H. Hill..... | Goldsboro | 1883-1884 |
| H. R. Horne..... | Fayetteville | 1884-1885 |
| A. W. Rowland..... | Wilson | 1885-1886 |
| F. W. Hancock..... | New Bern | 1886-1887 |
| T. D. Crawford..... | Oxford | 1887-1888 |
| J. D. Croom..... | Maxton | 1888-1889 |
| E. V. Zoeller..... | Tarboro | 1889-1890 |
| W. H. Wearn..... | Charlotte | 1890-1891 |
| H. R. Cheers..... | Plymouth | 1891-1892 |
| N. D. Fetzer..... | Concord | 1892-1893 |
| J. Hal Bobbitt..... | Raleigh | 1893-1894 |
| P. W. Vaughan..... | Durham | 1894-1895 |
| Augustus Bradley | Burlington | 1895-1896 |
| J. P. Stedman..... | Oxford | 1896-1897 |
| W. M. Yearby..... | Durham | 1897-1898 |
| J. B. Smith..... | Lexington | 1898-1899 |
| R. H. Jordan..... | Charlotte | 1899-1900 |
| John H. Hardin..... | Wilmington | 1900-1901 |
| Henry T. Hicks..... | Raleigh | 1901-1902 |
| W. A. Leslie..... | Morganton | 1902-1903 |
| G. K. Grantham..... | Dunn | 1903-1904 |
| T. R. Hood..... | Smithfield | 1904-1905 |
| C. A. Raysor..... | Asheville | 1905-1906 |
| C. R. Thomas..... | Thomasville | 1906-1907 |
| J. E. Shell..... | Lenoir | 1907-1908 |
| G. Y. Watson..... | Southport | 1908-1909 |
| I. W. Rose..... | Rocky Mount | 1909-1910 |
| G. A. Matton..... | High Point | 1910-1911 |
| J. G. M. Cordon..... | Clayton | 1911-1912 |
| C. P. Harper | Selma | 1912-1813 |
| G. C. Goodman | Mooreville | 1913-1914 |
| E. L. Tarkenton..... | Wilson | 1914-1915 |
| E. G. Birdsong | Raleigh | 1915-1916 |

SECOND VICE-PRESIDENTS

| | | |
|-----------------------|---------------------|-----------|
| William Simpson | Raleigh | 1880-1881 |
| E. H. Meadows | New Bern | 1881-1882 |
| V. O. Thompson..... | Winston-Salem | 1882-1883 |
| V. O. Thompson..... | Winston-Salem | 1883-1884 |
| A. W. Rowland..... | Wilson | 1884-1885 |
| F. W. Hancock..... | New Bern | 1885-1886 |

| | | |
|------------------------|---------------------|-----------|
| B. E. Sedberry..... | Fayetteville | 1886-1887 |
| W. C. Carmichael..... | Asheville | 1887-1888 |
| L. Richardson | Selma | 1888-1889 |
| W. H. Wearn..... | Charlotte | 1889-1890 |
| H. R. Cears..... | Plymouth | 1890-1891 |
| N. D. Fetzer..... | Concord | 1891-1892 |
| J. Hal Bobbitt..... | Raleigh | 1892-1893 |
| P. W. Vaughan..... | Durham | 1893-1894 |
| Augustus Bradley | Raleigh | 1894-1895 |
| J. P. Stedman..... | Oxford | 1895-1896 |
| W. M. Yearby..... | Durham | 1896-1897 |
| J. B. Smith..... | Lexington | 1897-1898 |
| R. H. Jordan..... | Charlotte | 1898-1899 |
| E. W. O'Hanlon..... | Winston-Salem | 1899-1900 |
| H. T. Hicks..... | Raleigh | 1900-1901 |
| W. A. Leslie..... | Morganton | 1901-1902 |
| G. K. Grantham..... | Dunn | 1902-1903 |
| T. R. Hood..... | Smithfield | 1903-1904 |
| C. B. Miller..... | Goldsboro | 1904-1905 |
| C. R. Thomas..... | Thomasville | 1905-1906 |
| F. S. Duffy..... | New Bern | 1906-1907 |
| G. Y. Watson..... | Southport | 1907-1908 |
| C. E. King..... | Durham | 1908-1909 |
| Max T. Payne..... | Greensboro | 1909-1910 |
| J. P. Woodall..... | Charlotte | 1910-1911 |
| C. C. Fordham..... | Greensboro | 1911-1912 |
| R. H. Roth | Asheville | 1912-1913 |
| E. L. Tarkenton..... | Wilson | 1913-1914 |
| E. G. Birdsong..... | Raleigh | 1914-1915 |
| G. A. Matton | High Point | 1915-1916 |

THIRD VICE-PRESIDENTS

| | | |
|---------------------|---------------------|-----------|
| E. H. Meadows..... | New Bern | 1880-1881 |
| V. O. Thompson..... | Winston-Salem | 1881-1882 |
| T. C. Smith..... | Charlotte | 1883-1884 |
| F. W. Hancock..... | New Bern | 1884-1885 |
| John Tull | Morganton | 1885-1886 |
| J. D. Croom..... | Maxton | 1886-1887 |
| W. H. Wearn..... | Charlotte | 1887-1888 |
| H. C. Shannon..... | Goldsboro | 1888-1889 |
| P. W. Vaughan..... | Durham | 1889-1890 |
| N. D. Fetzer..... | Concord | 1890-1891 |
| B. E. Sedberry..... | Fayetteville | 1891-1892 |
| W. C. Thomas..... | Louisburg | 1892-1893 |

| | | |
|------------------------|----------------------|-----------|
| Augustus Bradley | Raleigh | 1893-1894 |
| R. L. Dixon | Milton | 1894-1895 |
| H. M. McDonald..... | LaGrange | 1895-1896 |
| J. B. Smith..... | Lexington | 1896-1897 |
| J. I. Johnson..... | Raleigh | 1897-1898 |
| E. W. O'Hanlon..... | Winston-Salem | 1898-1899 |
| H. T. Hicks..... | Raleigh | 1899-1900 |
| W. A. Leslie | Morganton | 1900-1901 |
| G. K. Grantham..... | Dunn | 1901-1902 |
| T. R. Hood..... | Smithfield | 1902-1903 |
| C. B. Miller..... | Goldsboro | 1903-1904 |
| C. R. Thomas..... | Thomasville | 1904-1905 |
| F. S. Duffy..... | New Bern | 1905-1906 |
| J. E. Shell..... | Lenoir | 1906-1907 |
| W. H. Justus..... | Hendersonville | 1907-1908 |
| I. W. Rose..... | Benson | 1908-1909 |
| G. A. Matton..... | High Point | 1909-1910 |
| E. T. Whitehead..... | Scotland Neck | 1910-1911 |
| C. P. Harper..... | Selma | 1911-1912 |
| G. C. Goodman | Mooreville | 1912-1913 |
| E. G. Birdsong | Raleigh | 1913-1914 |
| C. P. Greyer | Morganton | 1914-1915 |
| S. E. Welfare..... | Winston-Salem | 1915-1916 |

SECRETARIES

| | | |
|--------------------|--------------------|-----------|
| T. C. Smith..... | Charlotte | 1880-1882 |
| J. C. Munds..... | Wilmington | 1882-1887 |
| E. V. Zoeller..... | Tarboro | 1887-1890 |
| F. W. Hancock..... | Oxford | 1890-1894 |
| H. R. Horne | Fayetteville | 1894-1899 |
| P. W. Vaughan..... | Durham | 1899-1912 |
| J. G. Beard..... | Chapel Hill | 1912-1916 |

TREASURERS

| | | |
|---------------------|--------------------|-----------|
| John S. Pescud..... | Raleigh | 1880-1882 |
| A. S. Lee..... | Raleigh | 1882-1891 |
| A. J. Cook..... | Fayetteville | 1901-1906 |
| G. K. Grantham..... | Dunn | 1906-1909 |
| G. E. Burwell..... | Charlotte | 1909-1916 |

PLACES OF MEETING AND LOCAL SECRETARIES

| | |
|----------------------|----------------------|
| Raleigh, 1880..... | Organization Meeting |
| New Bern, 1881 | Business Committee |

| | |
|--------------------------------|------------------|
| Winston-Salem, 1882 | S. H. Smith |
| Wilmington, 1883 | John D. Hardin |
| Charlotte, 1884 | L. R. Wriston |
| Greensboro, 1885 | R. G. Glenn |
| Fayetteville, 1886 | B. E. Sedberry |
| Asheville, 1887 | W. C. Carmichael |
| Goldsboro, 1888 | H. C. Shannon |
| Durham, 1889 | P. W. Vaughan |
| Morehead City, 1890..... | F. W. Hancock |
| Morehead City, 1891 | R. J. Gooding |
| Raleigh, 1892 | W. H. King |
| Greensboro, 1893 | F. A. Bobbitt |
| Asheville, 1894 | W. G. Smith |
| Morehead City, 1895 | B. C. Jones |
| Morehead City, 1896..... | C. D. Bradham |
| Raleigh, 1897 | J. H. Bobbitt |
| Charlotte, 1898 | W. H. Wearn |
| Durham, 1899..... | P. C. Sneed |
| Wilmington, 1900 | John H. Hardin |
| Winston-Salem, 1901 | E. W. O'Hanlon |
| Morehead City, 1902..... | C. D. Bradham |
| Morehead City, 1903 | F. S. Duffy |
| Asheville, 1904 | W. C. Carmichael |
| Morehead City, 1905 | F. S. Duffy |
| Wrightsville Beach, 1906 | G. Y. Watson |
| Lake Toxaway, 1907..... | F. D. Hunter |
| Morehead City, 1908 | D. R. Davis |
| Greensboro, 1909 | Max T. Payne |
| Charlotte, 1910 | J. P. Woodall |
| Morehead City, 1911 | F. W. Hancock |
| Waynesville, 1912 | G. E. Burwell |
| New Bern, 1913 | C. D. Bradham |
| Hendersonville, 1914 | W. H. Justus |
| Durham, 1915 | P. W. Vaughan |

PROCEEDINGS

OF THE

THIRTY-SIXTH ANNUAL MEETING

DURHAM, N. C.,
June 15, 16, and 17, 1915.
ELKS' HALL.

FIRST SESSION

The Thirty-sixth Annual Convention of the North Carolina Pharmaceutical Association was called to order at 11:05 A. M., June 15th, 1915, by President G. C. Goodman, of Mooresville.

THE PRESIDENT: The Thirty-sixth Annual Meeting of the North Carolina Pharmaceutical Association will please come to order.

I am glad to see so many familiar faces here, as well as so many new ones. I am glad to greet you traveling men and to have you with us. You are mighty good fellows to have along.

Now, gentlemen, this is a business meeting. We are here for business and I trust that every member of this Association will enter into the spirit of these deliberations and try to get some benefit out of them. We can do it if we all work together, and I trust that this will be done, and that we will carry knowledge home with us that will be of lasting benefit. I greet you. I will ask the Reverend Doctor Hurt to open this Convention with prayer.

(Invocation, Dr. John Jeter Hurt, Pastor of the First Baptist Church, Durham.)

THE PRESIDENT: I will request Mr. P. W. Vaughan to introduce the Mayor, who will deliver the address of welcome.

P. W. VAUGHAN: Mr. President and members of the North Carolina Pharmaceutical Association.

For the third time in the history of this Association you are meeting now in no mean city. The retail druggists of this city are glad to have you here. They have been looking forward to your coming for the past twelve months. They have left no stone unturned to make your stay in Durham pleasant, and, on their behalf, and speaking for them, I bid you a welcome so characteristic of Southern hospitality. And on behalf of the city and the city government, I want to introduce to you Mayor Benjamin Smith Skinner, the mayor of the liveliest and most progressive city in the Southern States.

MAYOR SKINNER: Mr. President, Ladies and Gentlemen of the Pharmaceutical Association of North Carolina:

I wish to assure you that it is a sincere pleasure to be in a position to extend the right hand of fellowship and greeting to such a noble association and body of men as this Pharmaceutical Association of the State of North Carolina, hailing here from every county in the State in your Thirty-sixth Annual Convention.

Indeed, the City of Durham does feel highly honored that you have selected it this year for your meeting place. It also feels greatly honored and sincerely appreciates the fact that you have seen fit to honor us twice before by holding your convention here. I will welcome you then, one and all, to our town.

I desire to congratulate you that you have placed yourselves in a position in the way of an organization and association of men incorporated under the laws of the State of North Carolina so that you can become better acquainted with one another and come in closer contact as pharmacists and

druggists. As I said a moment ago, Durham feels especially proud that you have honored us in this way. There might have been places that you could have selected that perhaps might have been more attractive and more interesting. I notice that some of your former conventions have taken place at some point on the seaside—Morehead City, Wrightsville Beach, and others; also that you have seen fit to choose some western city among the mountains in “the land of the sky,” such as Asheville and Hendersonville. While Durham cannot offer you so many sports as can Morehead City and Asheville, yet we feel that we can offer you some things that perhaps, in a way, may be quite as interesting, and which we hope you will enjoy. The most that we can offer you in the way of mountain climbing is out at Mr. Southgate’s cabin which is but a few miles west of here. And the most we can offer in the way of a fishing trip or boat sail is on the Eno River, just a few hundred yards beyond us. However, regardless of that, we extend a welcome to you and trust you will enjoy your stay here, and that it may be most pleasant.

I feel it would be an injustice to our city, as well as to you, if I failed to mention some of the most attractive features, such as the manufacturing and industrial activities of Durham. We have here, as many of you know, a number of diversified industries, such as several cotton factories, hosiery mills, and the large bag factory whose output, I understand, is more than ninety per cent of all the bags that are made in America. We invite you to visit these and our schools, as well as every other place of interest to you.

Pharmacy has become an essential profession. I say essential because in your hands is entrusted the gravest responsibilities that mankind can put in the hands of any man. To become a pharmacist in the State of North Carolina, as it is set forth in the articles of your incorporation, a man must be as much as eighteen years of age, must show

satisfactory evidence that he has complied with the regulations by having had previous experience under a licensed druggist, and, furthermore, last but not least, he must pass a satisfactory examination before the Board of Pharmacy. I feel that it would not be out of place to mention here the strictness and the rigidity with which the North Carolina Board of Pharmacy enforces its rules. A smaller number of applicants pass the examinations of this Board than of any other profession that I know of. Why is this? It is because the Board of Pharmacy and the profession of Pharmacy in this State have realized that it is such an essential matter, a matter of responsibility, that every dose of medicine prescribed by our physicians has to be dispensed and prepared by you, the druggists and pharmacists. It, therefore, is a most important profession. It stands out among the first of any other of the professions, not only in standing, but in rank and membership. I regard it as the most modern industry, even before medicine or any other like profession.

You come today, gentlemen, in your Thirty-sixth Annual Session. We are glad to greet you here. This meeting is especially important, not because of the number of men that is assembled here, but because of the mission you represent, and because of the purpose for which your organization stands. It is noticed that the professional pharmacist has advanced and progressed considerably during the past decade. One of the best indexes or signs that I know for the progress and advancement of anything is the enforcement of its laws. The Anti-Narcotic Law has given assistance to the profession of pharmacy. The Pure Food and Drug Law has helped your profession to elevate its standard. It has caused you to detect and expose a number of humbug things that have attempted to hide behind the profession of pharmacy and medicine.

Now, gentlemen, representing the profession that you do,

with the many lives of human beings that are dependent upon you, and with the great responsibility that rests upon you, it makes your calling the most essential of all, and I am therefore, for these reasons, glad to extend to you a welcome in behalf of the people of the City of Durham, and the hospitality of these people. Anything, gentlemen, that you may see that is pleasing to your eyes, you are welcome to, and further than that, anything that is suitable and soothing to your palate, that you are also welcome to.

We trust that when you leave for your respective homes, you will carry such pleasant recollections that you will want to return. I assure you that we want you to come back, and that we hope you will again honor the City of Durham by holding a future meeting in the city whose name and fame are reflected in its electric sign down on East Main Street,—“Durham Renowned the World Around,” which welcomes you and thrice welcomes you also.

(Applause.)

THE PRESIDENT: I will ask Mr. Tarkenton, our First Vice-President, to respond to the address of welcome.

E. L. TARKENTON, of Wilson: Mr. President, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen, and to you, sir, who have so courteously welcomed us:

I wish I had the power to express what my heart feels today, and what I believe every member of our Association who has come to Durham feels.

This Association met in your city for the first time in 1889, when the population was only about 6,000—today Durham has a total population of 32,000. We are glad to meet in your city, not only because we feel a cordial welcome, but because we are in the city that has given to our Associa-

tion a man who has helped toward perfecting our organization.

It has been only a few years ago that Durham was dreaming of her future, but today she is known the world around.

We are very proud of the distinction of meeting in your beautiful city, whose citizens seem to have found the golden key of opportunity and unlocked the door of success and prosperity, who have found the secret of amassing and bestowing.

Wherever we go in Durham, on all sides we see progress. We are indeed glad to meet in a city that is noted for its commercial integrity and industrial efficiency,—a city that has overthrown old conditions and is today making splendid strides toward very first rank amongst American communities. We have met here in your thriving city to renew our inspiration and devotion to our profession; and when we meet in Durham again my hope is that every druggist in North Carolina will be a member of our Association, and we can come with five hundred strong. In behalf of the visiting druggists, I want to express our appreciation of your most cordial welcome. We thank you.

(Applause.)

THE PRESIDENT: I will ask the Secretary to call the roll of members.

(The Secretary here called the roll of members, also the roll of the Traveling Men's Auxiliary.)

G. E. BURWELL, of Charlotte, (The Treasurer): Mr. President, I would like to make an announcement. I want to say that a number of members are behind with their dues, partly due to my neglect. In the last two weeks I have been so busy that I didn't send out the usual eleventh-hour notice asking for remittances. I will be glad if mem-

bers whose dues have not been paid will come up and make their payments now.

THE PRESIDENT: The opportunity is now given for the members to come forward and pay their dues.

P. W. VAUGHAN: Mr. President, a number of members have come in since the roll was called. I notice several members present, and I would suggest that they give their names to the Secretary.

(Here several members stood up and gave the Secretary their names.)

THE PRESIDENT: The next is the reading of the minutes of the last meeting.

THE SECRETARY: Mr. President, I would like to make a motion that we dispense with the reading of the minutes, as they were printed in the Proceedings and distributed to the members last year.

(This motion was seconded and carried.)

THE PRESIDENT: The next business on the programme is the "Introduction of Visiting Guests of the Association."

THE SECRETARY: Mr. President, I thing Mr. Foege is in the hall today. I am very certain that everybody will be glad to hear from him.

(Mr. Foege pleaded to be excused and suggested that another visitor be called upon.)

R. E. L. POWERS: Mr. President, I don't think I would let him off that way.

THE PRESIDENT: I don't think the Association wants to let Mr. Foege off, but we will also ask Mr. Powers to address us.

MR. POWERS: It gives me great pleasure to be here again with the North Carolina Association. I am sorry to

have missed the meeting in western Carolina last year and I hope to enjoy the hospitality of Durham, and thank you for the privilege of attending the Association.

THE PRESIDENT: Thank you; we are glad to have you here. Any other visitors?

THE SECRETARY: I notice Mr. Whittaker, of the H. K. Mulford Co., is here. He could tell us something of interest.

MR. WHITTAKER: I can state that I am also very glad to be here with all of you again, but we are missing something by not hearing from Mr. R. E. Hunter who has the same list I have and can tell one larger than I can.

MR. HUNTER: I will ask to be excused as I asked Mr. Whittaker to make the address.

THE PRESIDENT: There seems to be too much tendency to ask someone else to talk. We should like to hear from Mr. Lee Reinheimer of Richmond.

MR. REINHEIMER: I am also very glad to have the privilege of being present with you, gentlemen, but I am not going to defer to anyone else, and when you finish hearing from me you will be well satisfied and won't want to hear from anybody else. I have had the pleasure of taking in several of your meetings and always enjoyed myself, and want to say again that I am very glad to be with you this time. I hope to be with you for many years to come.

THE PRESIDENT: We will be glad to have you.

(Applause.)

THE SECRETARY: Mr. Chairman, I would like to hear from Mr. Miller of the Bodeker Drug Company, Richmond. I think we will all be glad to hear from him.

MR. MILLER: It is with much pleasure that I am here

today in association with you all, and I much regret that I was unable to attend the Association at Hendersonville last year, but I was up there a short while back and enjoyed the mountains very much. I, in behalf of my house, wish to extend to the Association the hope that they may have a most prosperous and pleasant meeting.

(Applause.)

THE PRESIDENT: What is the further pleasure of this convention?

THE SECRETARY: Mr. President, I would like to read a telegram from Mr. E. T. Whitehead.

Scotland Neck, N. C., June 14, 1915.

N. C. Pharmaceutical Association,
Durham, N. C.

I am not well and breaking in new help, hence I cannot meet with you in the thrifty city of Durham. I have the interest of the Association at heart and hope you may have the most helpful meeting that has been held during its existence.

E. T. WHITEHEAD.

THE SECRETARY: Mr. President, I have two or three other communications that I would also like to read. The first one is from the Missouri Pharmaceutical Association and signed by Mr. H. M. Whelpley, Treasurer of the American Pharmaceutical Association, and Secretary of the Missouri Pharmaceutical Association, and another from the National Association of Retail Druggists, addressed to this Secretary, and signed by T. H. Potts, Secretary.

June 9, 1915.

Mr. J. G. Beard,
Secretary, North Carolina Pharmaceutical Association,
Chapel Hill, N. C.

Dear Sir:

The Missouri Pharmaceutical Association will meet at Pertle Springs (Warrensburg), June 15-18. I feel justified in assuming the responsibility with President O. J. Cloughly of extending to the

members of the North Carolina Pharmaceutical Association the fraternal greetings of the Missouri pharmacists who will deliberate on the pharmaceutical problems of the day at our thirty-seventh annual meeting.

It is interesting to note that ten state pharmaceutical associations will be in convention next week. How interesting it would be if we could have a joint session. Our general interests are the same, although our individual problems necessarily differ slightly, owing to local conditions.

We hope that your meeting will be largely attended and your proceedings satisfactory in every particular.

Trusting that North Carolina will be largely and well represented at the American Pharmaceutical Association meeting at San Francisco, the week of June 9, we remain,

Very truly,

H. M. WHELPLEY,

Permanent Secretary, Mo. Ph. A.

O. J. CLOUGHLY,
President, Mo. Ph. A.

Chicago, Ill., May 28, 1915.

Mr. J. G. Beard,
Secretary, N. C. Pharmaceutical Association,
Chapel Hill, N. C.

Dear Mr. Beard:

Kindly extend to your state meeting at one of its sessions the fraternal greetings and the cordial wishes of the N. A. R. D. for a most successful meeting, that should be of the utmost importance to the retail druggists of your state.

Since your 1914 meeting, several national measures have been enacted into laws that are of great interest to the retail drug fraternity of our country. One of the first was the revenue measure war tax on toilet preparations, which became operative on December 1, 1914, and had it not been for the efficient, helpful assistance of the retail druggists of the country, working as a unit, through the medium of the N. A. R. D., there would have been inflicted upon the retail druggists a greater burden in having imposed upon them the iniquitous stamp tax on all proprietary preparations. The defeat of this measure saved the retail druggists of this country about three million dollars. Would you desire a more brilliant example of what organized efforts can accomplish when properly directed?

Another measure that was enacted into law was the Harrison interstate narcotic law. This is, without doubt, one of the most important measures ever enacted into law by the U. S. Congress, if the conservation of the morals and health of the people are to be considered. We fully believe that when this law is better under-

stood and gets into smoother working conditions, it will be better appreciated by all those interested. Here is another notable instance where the retail druggists of our great country sunk their personal predilections and economic interests in favor of the greater question, the conservation of the morals and health of the general public.

There were two other measures enacted into law that cannot help but have a great bearing upon the future economic interests of the retail druggists. They are the so called Clayton bill and Federal Trade Commission, which are now in operation, and will undoubtedly give us much helpful assistance in endeavoring to obtain through Congress a price maintenance law, something we all have been wishing for for the last seventeen years.

The Stevens bill proper, H. R. 13305, expired with the last Congress, but, phoenix like, it will emerge from the ashes stronger than ever and will be reintroduced in the next Congress, which convenes on December 6, 1915, when we have every assurance, through the educational work that has been done in the last eighteen months it will be enacted into law. Yet in order to make this assurance beyond doubt, we will need the helpful assistance of all retail druggists and full efficiency from our affiliated associations. May we rely upon you for your share in the conservation of the great work of years of assiduous endeavors to obtain a living profit on proprietary goods?

Again expressing our wishes for a successful meeting, we are

Fraternally yours,

T. H. PORRS.

Secretary.

THE SECRETARY: There are several communications from the American Fair Trade League with reference to the Stevens Bill. These messages are rather long and they simply repeat what they wrote us last year regarding this bill. I would like to say in this connection that I have a great deal of printed matter that has been mailed me by this American Fair Trade League, which, among other things, is pushing this measure so hard, and if the members care to have me do so, I will pass some of these pamphlets around.

These pamphlets describe what the Stevens Bill is, what it is expected to do, and who is pushing it, also several speeches made in Congress about the measure. If any of the members are not thoroughly familiar with the workings of the bill, it would be wise for them to look over this

literature. If you wish me to, I will read these letters from the American Fair Trade League. I would like to know the pleasure of the house.

(It was decided that the reading of these communications be postponed.)

C. D. SEDBERRY: Mr. President, I would like to say that we have some application blanks here and would be glad to have any one who wishes to join the Association, fill one out.

THE PRESIDENT: Is there any further business before the convention? If not, I declare the meeting adjourned until 2:30 this afternoon. Let us meet promptly at this hour.

(The meeting adjourned at 11:48 A. M.)

SECOND SESSION

THE AUDITORIUM, ELKS' HALL,
Tuesday, June 15, 2:30 P. M.

(The meeting was called to order at two thirty-five, with First Vice-President E. L. Tarkenton, in the chair.)

THE CHAIRMAN: We will now have the address of the President.

ADDRESS OF THE PRESIDENT

Members of the N. C. Pharmaceutical Association and Gentlemen:

Standing as I have been during the last official year on the very summit of N. C. Pharmaceutical Association's most lofty peak, watching with serenity and pleasure when her various interests were going well and with distress and vigilance when her professional and business interests have been jeopardized. The first menace was intended legislation for revenue to raise deficit money due to changed interests produced by the present European War and the business depression produced from the same cause.

When this great war came like a flash of lightning upon us from a clear sky the deficit in the treasury at our nation's capital, Washington, made it imperative upon our government to raise this deficit by a special Internal Revenue Stamp Act, whose original requirements were the same as that of the Spanish American War, which was a 2½ per cent Stamp Tax on every proprietary preparation, medicinal or toilet. As your President, I summoned to my aid many of the members of this Association with a response from that worthy member of the N. C. Board of Pharmacy, Mr. James P. Stowe of Charlotte, also Mr. H. T. Hicks of Raleigh, and took counsel with them as well as with several wholesale drug firms, who afterward gave splendid assistance by telegraph and letter, as well as advice, which resulted in a hasty visit to Washington to see our Representatives there.

With the combined influence above mentioned we feel that the early action, friendship and the influence of the N. C. Pharmaceutical Association, whose representatives we were, had its weight with our members in Congress and especially with our Senior Senator, Hon. F. M. Simmons, who held the distinguished position of Chairman of the Finance Committee, whose duty it was to champion the act; the result being that that portion of the act applying to proprietary medicines was stricken out, leaving its application to toilet preparations, cos-

metiques, dentifrices, colognes, soaps, etc., with their well known schedule of stamp tax as shown by the act: (Public No. 217—63rd. Congress H. R. 1891.) An act to increase the Internal Revenue and for other purposes.

Since our efforts preceded very much that of other pharmaceutical associations, including the A. Ph. A., we modestly feel that we were pioneers in the combined struggle for the results accomplished.

I have later to record that our State Legislature has enacted into law the Prerequisite Amendment to the Pharmacy Act which I believe will meet the requirements of this Association at this time unanimously.

Also that the Anti-Jug Act passed by the last General Assembly of our State, while it is efficient and wise in its intent, should be amended so that the wholesale druggists of our State could sell to licensed pharmacists on certificate from the Clerk of the Court and that sherry wine can be bought for manufacturing purposes with the same provision as alcohol with an amendment allowing its sale to licensed pharmacists on certificate from the Clerk of the Court. A careful reading of this Act will show that it provides for the reception of alcohol for manufacturing purposes only by the pharmacists and does not extend the same privileges to the reception of sherry wine which is necessary to manufacture the U. S. P. preparations and prohibits the sale of both. Hence, I believe its amendment, as above stated, imperative. Certainly to the reception of sherry wine alike with alcohol.

The Harrison Act, I believe, is hailed by all conscientious pharmacists as being the first real control by Federal authorities and a master piece of legislation, by which narcotic drugs are completely controlled; thereby checking the development of criminals and their heinous, bloody crimes, so revolting throughout our country.

I would especially recommend that this association renew its effort to secure the enactment of the Stevens Bill H. R. 13305 into a law as it is a strong anti-monopoly measure. I would also advise that we attempt to secure the passage of an act to control the sale of Abortive drugs by re-affirming the action of the Association at its meeting in Charlotte 1910, and requesting our Legislative Committee to use its best efforts in drafting a suitable law and to obtain its enactment.

I note with pride and pleasure the number of excellent papers that are to be read at this meeting, which is largely due to the most excellent work and untiring zeal of our worthy Chairman of the Committee on Queries and Papers, and in order that they may be properly discussed thereby eliciting their full value, not only of the writers but of the Association, I recommend that one entire session of this Association be devoted to this end.

We are deeply indebted to the Traveling Men's Auxiliary for the impetus they give to the entertainment of the membership of the Association and for the new members which we receive through their loyal efforts. At each meeting we should encourage them by doing our part.

The Bureau of Employment of the University of North Carolina Department of Pharmacy as conducted by Prof. J. G. Beard, should be liberally supported by every member of this Association when its offices are needed.

Finally, in closing, let us be optimistic and not pessimistic. Let us follow Welch's "Prosperity Business, Coming, Sir." Let us realize that the way to get business is to call it—not call for it. Business is here; it is the bell-boy on the bench of prosperity. When you call, it will answer, "Coming, Sir." The dealer who looks, acts and talks good business, gets it.

Remember that local advertising spells local prosperity; creates local prosperity, and local business is local prosperity.

In the words of Herbert N. Casson, speaking of the European situation: "The United States is a haven of peace, security and prosperity. It has no trouble that it dare not mention to any of the warring nations. Every tenth Briton has enlisted; every tenth Frechman is at the front; every tenth Belgian is dead. What do we of the United States know of trouble."

Let us be alive to our opportunities; stop digging trenches when nobody is firing at us and falling down when not hit. Our opportunity is *now*. Let us sow and reap the harvest by judicious advertising and business methods.

(Applause.)

THE CHAIRMAN: Gentlemen, what shall we do with the President's address?

C. A. RAYSOR: I move that it be referred to a committee to be reported on at a later meeting.

(Motion seconded and carried.)

THE CHAIRMAN: I will appoint on this committee, Messrs. Justus, Raysor, and Greyer.

(The President resumed the chair at 2:44.)

THE PRESIDENT: We will next have the report of the Secretary, J. G. Beard, of Chapel Hill.

REPORT OF SECRETARY J. G. BEARD

Your Secretary begs leave to submit the following report for the year ending May 31st, 1915.

The Proceedings of the 1914 meeting were published and in the hands of the members forty days after the convention in Hendersonville adjourned. With the single exception of the Missouri Pharmaceutical Association, our Proceedings were the first to be distributed for the season. The volume was larger and more complete than it had ever been before. Copies were mailed to all members, to the advertisers, to the pharmaceutical press, and to the secretaries of sister associations. Advertisements for this issue were solicited from manufacturers with the result that over three hundred dollars in revenue was obtained from this source, and without which the Proceedings could not have been published. It is only proper that the members of the Association should show their appreciation to these advertisers by specifying their advertised products whenever possible to do so.

Following the advice of the members expressed at the last meeting, notices pertaining to the Steven's bill were mailed from this office to all members of the Association. In addition your Secretary wired the North Carolina Congressmen on behalf of the Association, requesting their support of the measure.

Acting upon President Goodman's suggestion, letters also were mailed out to the members last September urging them to request by telegraph their Representatives in Congress to oppose the proposed tax on proprietary medicines. So much pressure was brought to bear upon Congress by druggists throughout the United States, acting through their several Associations, that this particular clause was excluded from the war tax bill. This only serves to illustrate how unified work upon the part of pharmacists bears fruit and why every North Carolina druggist should at once affiliate himself with his State organization.

His Excellency, Governor Locke Craig, was informed of our recommendations for the Board of Pharmacy and appointed Mr. W. W. Horne of Fayetteville as a member of the Pharmacy Examining Board to succeed himself.

This office has not received any reports of deaths in our ranks during the past year. Members are requested to advise the Secretary if there have been any deaths.

The recipient of the Beal Membership Prize for 1914, Mr. Rupert White, of Taylorsville, failed to receive mention of his honor in the last Proceedings. This omission was due to the fact that the report of the award came into this office from the Board of Pharmacy too late for incorporation in the minutes without a rearrangement of a large part of the reading matter, which would have entailed consider-

able expense. It is recommended that hereafter this notice be embraced in the report of the Secretary of the Board of Pharmacy and printed in the part of the Proceedings devoted to his report.

The Bureau of Employment of the University of North Carolina School of Pharmacy, which is conducted by your Secretary and which was officially endorsed at the 35th meeting of this Association, has put forth great efforts during the past year to make its sphere of usefulness as large as possible. Approximately 200 inquiries and requests for service have been received by the Bureau and 100 clerks and proprietors have received positions or assistance due to the work of the Bureau. At the present time there are 20 clerks registered with the Secretary who desire positions. The activities of this Bureau of Employment could be greatly broadened if the proprietors as well as the clerks would take full advantage of the benefits offered. That there is a need for this kind of medium in North Carolina pharmacy no one will deny. It remains to be seen whether sufficient co-operation is accorded to the Bureau to make its continuance necessary.

Your Secretary has also been instrumental in establishing a journal of pharmacy, published at the University. This is to be issued quarterly under the title, *The Carolina Journal of Pharmacy*. It will be devoted to the interests of the entire drug trade of North Carolina, and the editor, your Secretary, intends that the cause of this Association shall always be forwarded in every possible way by the Journal and promises to champion every movement this body undertakes. As yet only one number has been issued.

The membership in the Association is not so large now as formerly, there being 46 less members this year than at the same period in 1914. The Association membership numbered in

| | | |
|-------------|-------|-------------|
| 1908 | ..... | 250 members |
| 1909 | ..... | 262 members |
| 1910 | ..... | 267 members |
| 1911 | ..... | 249 members |
| 1912 | ..... | 248 members |
| 1913 | ..... | 262 members |
| 1914 | ..... | 273 members |
| and in 1915 | ..... | 227 members |

The decrease in the past year is very marked and proves not only an unhealthy condition but also the necessity for some radical move to be taken to overcome the falling off in numbers. It is earnestly hoped that the members will discuss means to remedy the situation. Our Association not only has less members than have sister associations of states no larger than North Carolina, but is the only one which shows no increase in membership during the past year, so far as the

Secretary can ascertain from reading various Proceedings. There are 650 drug stores in this State and 950 registered pharmacists, yet the Pharmaceutical Association registers only 227 members, 25 per cent of the registered clerks and proprietors. Alabama and Virginia, states of about the same size as this State and having approximately the same number of registered druggists, possess pharmaceutical associations with double the membership of ours. We have reached a very low ebb in numbers. The Association at present is not representative.

Advance notices of this meeting were mailed on May first to all the members of the Association and to the pharmaceutical press. Copies of the program of the meeting also were sent to the leading State papers with requests that the editors give prominence to the matter.

The following drug journals have been received at this office during the past year.

| | |
|----------------------------------|--------------------------|
| Southern Pharmaceutical Journal, | American Druggist, |
| Druggists Circular, | Midland Druggist, |
| Merck's Report, | Practical Druggist, |
| The Apothecary, | Myer Brothers Druggist, |
| The Spatula, | The National Drug Clerk. |

These journals were sent gratuitously and the Secretary desires to acknowledge his thanks to the publishers for their courtesy.

The expenses of this office for the year just ending are as follows:

| | | |
|------------------------|---|----------|
| 400 copies Proceedings | } | \$303.75 |
| Clasp envelopes | | |
| Stationery | | |
| Printing | | 2.50 |
| Express charges | | 2.56 |
| Postage | | 40.36 |
| Secretary—salary | | 75.00 |
| Total..... | | \$424.17 |

Your Secretary is grateful for the confidence imposed in him by this Association manifested in his election to this office, and wishes to express his thanks for the assistance and co-operation shown him by the members.

Respectfully submitted,

J. G. BEARD,
Secretary.

THE PRESIDENT: What shall we do with this report?

(A motion was made and carried that the report be received and referred to a committee. The President appointed Messrs. Raysor, Shell, and Greyer as members of the committee.)

THE PRESIDENT: We will now have the report of the Treasurer, G. E. Burwell, of Charlotte.

THE TREASURER: According to the rules of the Association, this report is made up to the 31st of May, not to date.

| | | |
|----------|---|----------|
| 1914 | On hand | \$231.78 |
| | Refunded by E. V. Zoeller | 9.95 |
| 1915 | From Advertisements in Proceedings..... | 253.00 |
| | From members | 369.50 |
| 1914 | | |
| June 19 | Hotel Bill of Dr. Beal..... | 2.25 |
| | Stenographer | 30.75 |
| | Secretary, office expenses | 9.36 |
| | Secretary, office expenses, advanced..... | 15.00 |
| | Secretary, Balance due on 1914 salary..... | 29.00 |
| | F. W. Hancock, bill of Uzzell..... | 12.50 |
| June 20 | Telegram | .59 |
| June 23 | Stamps and Express | 2.00 |
| June 25 | Stamps | 1.00 |
| June 26 | Chapel Hill, P. O. | 10.62 |
| | Miss Dawson, stenographer | 12.50 |
| | G. E. Burwell, on salary | 5.00 |
| July 6 | L. C. O'Brien | 5.50 |
| | Seeman Printery, Bal. on Printing | 188.25 |
| July 15 | Pound & Moore Co., Rent for typewriter..... | 1.00 |
| | G. E. Burwell, on salary | 22.50 |
| Aug. 10 | Moore & Price, premium on bond..... | 5.00 |
| Sept. 22 | J. G. Beard | 25.00 |
| Sept. 29 | Postage | 1.00 |
| Nov. 4 | J. G. Beard, draft | 15.00 |
| Dec. 8 | Postage, etc. | 1.00 |
| Dec. 24 | J. G. Beard, draft | 50.00 |
| 1915 | | |
| Jan. 4 | Seeman Printery, on acc't | 100.00 |
| Jan. 11 | Observer Printing House, post cards..... | 6.50 |
| Jan. 23 | Postage and incidentals | 1.00 |

| | | | |
|---------|--|----------|----------|
| Jan. 25 | F. W. Hancock, Exp. Legislative Com..... | 30.00 | |
| Apr. 27 | F. W. Hancock, Exp. Legislative Com..... | 29.18 | |
| | Seeman Printery, on acc't | 30.00 | |
| May 6 | G. E. Burwell, on salary | 10.00 | |
| May 31 | G. E. Burwell, Balance on Salary | 12.50 | |
| | Seeman Printery, Balance | 173.75 | |
| | Postage, envelopes, etc. | 1.00 | |
| | | | <hr/> |
| | | \$864.23 | \$838.75 |
| May 31 | Balance on hand | 25.48 | |
| | | | <hr/> |
| | | | \$864.23 |

THE PRESIDENT: Gentlemen, you have heard the report of the Treasurer; what shall we do with this report?

(A motion was made, duly seconded and carried that the report be received and referred to an auditing committee appointed by the President. The committee later appointed consisted of Messrs. Shell, C. J. O'H. Horne, and Henderson.)

P. W. VAUGHAN: I have a communication here which I wish to read while I think of it.

All members of the Traveling Men's Auxiliary are requested to meet at the Malbourne Hotel at 7:30 this evening. All traveling men will be welcomed.

J. G. O'BANNON,
Vice-President.

THE PRESIDENT: I will appoint the following men as members of the Committee on Time and Place of Next Meeting: Messrs. Stowe, Hicks and Justus.

C. D. SEDBERRY: Mr. President, if there are any additional friends who would like to join the Association at this meeting, we will be glad to get their names and have them fill out applications. We want to keep this matter before them all the time.

THE SECRETARY: Mr. President, is it in order that I read a couple of letters from Associations appointing delegates to this convention?

THE PRESIDENT: It is.

THE SECRETARY:

New York, June 2, 1915.

Mr. J. G. Beard,
Secretary, N. C. Pharmaceutical Association,
Chapel Hill, N. C.

Dear Sir:

I beg to inform you that President West has appointed the following delegates to represent this Association at the next meeting of the North Carolina Pharmaceutical Association, which I understand will be held in Durham from June 15th to 17th.

DELEGATES

H. R. Goodall.....Peabody Drug Co.....Durham, N. C.
Jno. M. Scott.....Jno. M. Scott & Co.....Charlotte, N. C.
M. M. Murphy.....Burwell & Dunn Co.....Charlotte, N. C.

I have sent credentials to our delegates, and with best wishes for a large and successful meeting, I am

Yours very truly,
EVANS E. A. STONE,
Assistant-Secretary.

Chicago, Ill., June 8, 1915.

Mr. J. G. Beard,
Chapel Hill, N. C.

Dear Mr. Beard:

I have appointed as delegates to represent the American Pharmaceutical Association at the coming meeting of the North Carolina State Pharmaceutical Association.

K. E. Bennett, Bryson City,
C. P. Greyer, Morganton,
Edward V. Zoeller, Tarboro.

I hope that you will see that the A. Ph. A. is given a place on the program and that one of these gentlemen, preferably Mr. Bennett, is called upon to address the Association in behalf of the A. Ph. A.

I take this occasion to extend to you our most cordial greetings and good wishes for a success of your convention.

I hope that the North Carolina Pharmaceutical Association will have a large attendance and a most successful meeting.

With fraternal regards, I remain,

Very truly yours,

W. B. DAY,
General-Secretary.

THE PRESIDENT: Mr. Bennett, as a delegate from the American Pharmaceutical Association, we shall be glad to have a talk from you.

(Mr. Bennett was not in the hall.)

C. P. GREYER: I have also been appointed a delegate from the A. Ph. A. I had a letter from Secretary Day a few weeks ago stating that he had asked Mr. K. E. Bennett to make a talk on behalf of the American Association, with the object in view of soliciting members for that Association. He stated that North Carolina was very low in its per cent of members in the national body and that he would like to see a material increase made. As Mr. Bennett has not arrived yet I would like to ask any delegates here who are not members of the American Pharmaceutical Association to see me, as I have application blanks which can be filled out for any one desiring membership. It is unnecessary, I believe, to bring before this body of men any of the advantages that A. Ph. A. may have for this Association and for the druggists of North Carolina. Its standing as an Association is the highest of that of any association of druggists in the United States. All that is necessary is a little systematic work in soliciting members so that we may be fully represented in the American Pharmaceutical Association.

THE PRESIDENT: Gentlemen, you have heard Mr. Greyer. If you desire to join the A. Ph. A., he will receive your applications.

What is the further business of the convention?

bers whose dues have not been paid will come up and make their payments now.

THE PRESIDENT: The opportunity is now given for the members to come forward and pay their dues.

P. W. VAUGHAN: Mr. President, a number of members have come in since the roll was called. I notice several members present, and I would suggest that they give their names to the Secretary.

(Here several members stood up and gave the Secretary their names.)

THE PRESIDENT: The next is the reading of the minutes of the last meeting.

THE SECRETARY: Mr. President, I would like to make a motion that we dispense with the reading of the minutes, as they were printed in the Proceedings and distributed to the members last year.

(This motion was seconded and carried.)

THE PRESIDENT: The next business on the programme is the "Introduction of Visiting Guests of the Association."

THE SECRETARY: Mr. President, I think Mr. Foege is in the hall today. I am very certain that everybody will be glad to hear from him.

(Mr. Foege pleaded to be excused and suggested that another visitor be called upon.)

R. E. L. POWERS: Mr. President, I don't think I would let him off that way.

THE PRESIDENT: I don't think the Association wants to let Mr. Foege off, but we will also ask Mr. Powers to address us.

MR. POWERS: It gives me great pleasure to be here again with the North Carolina Association. I am sorry to

have missed the meeting in western Carolina last year and I hope to enjoy the hospitality of Durham, and thank you for the privilege of attending the Association.

THE PRESIDENT: Thank you; we are glad to have you here. Any other visitors?

THE SECRETARY: I notice Mr. Whittaker, of the H. K. Mulford Co., is here. He could tell us something of interest.

MR. WHITTAKER: I can state that I am also very glad to be here with all of you again, but we are missing something by not hearing from Mr. R. E. Hunter who has the same list I have and can tell one larger than I can.

MR. HUNTER: I will ask to be excused as I asked Mr. Whittaker to make the address.

THE PRESIDENT: There seems to be too much tendency to ask someone else to talk. We should like to hear from Mr. Lee Reinheimer of Richmond.

MR. REINHEIMER: I am also very glad to have the privilege of being present with you, gentlemen, but I am not going to defer to anyone else, and when you finish hearing from me you will be well satisfied and won't want to hear from anybody else. I have had the pleasure of taking in several of your meetings and always enjoyed myself, and want to say again that I am very glad to be with you this time. I hope to be with you for many years to come.

THE PRESIDENT: We will be glad to have you.
(Applause.)

THE SECRETARY: Mr. Chairman, I would like to hear from Mr. Miller of the Bodeker Drug Company, Richmond. I think we will all be glad to hear from him.

MR. MILLER: It is with much pleasure that I am here

today in association with you all, and I much regret that I was unable to attend the Association at Hendersonville last year, but I was up there a short while back and enjoyed the mountains very much. I, in behalf of my house, wish to extend to the Association the hope that they may have a most prosperous and pleasant meeting.

(Applause.)

THE PRESIDENT: What is the further pleasure of this convention?

THE SECRETARY: Mr. President, I would like to read a telegram from Mr. E. T. Whitehead.

Scotland Neck, N. C., June 14, 1915.

N. C. Pharmaceutical Association,
Durham, N. C.

I am not well and breaking in new help, hence I cannot meet with you in the thrifty city of Durham. I have the interest of the Association at heart and hope you may have the most helpful meeting that has been held during its existence.

E. T. WHITEHEAD.

THE SECRETARY: Mr. President, I have two or three other communications that I would also like to read. The first one is from the Missouri Pharmaceutical Association and signed by Mr. H. M. Whelpley, Treasurer of the American Pharmaceutical Association, and Secretary of the Missouri Pharmaceutical Association, and another from the National Association of Retail Druggists, addressed to this Secretary, and signed by T. H. Potts, Secretary.

June 9, 1915.

Mr. J. G. Beard,
Secretary, North Carolina Pharmaceutical Association,
Chapel Hill, N. C.

Dear Sir:

The Missouri Pharmaceutical Association will meet at Pertle Springs (Warrensburg), June 15-18. I feel justified in assuming the responsibility with President O. J. Cloughly of extending to the

members of the North Carolina Pharmaceutical Association the fraternal greetings of the Missouri pharmacists who will deliberate on the pharmaceutical problems of the day at our thirty-seventh annual meeting.

It is interesting to note that ten state pharmaceutical associations will be in convention next week. How interesting it would be if we could have a joint session. Our general interests are the same, although our individual problems necessarily differ slightly, owing to local conditions.

We hope that your meeting will be largely attended and your proceedings satisfactory in every particular.

Trusting that North Carolina will be largely and well represented at the American Pharmaceutical Association meeting at San Francisco, the week of June 9, we remain,

Very truly,

H. M. WHELPLEY,

Permanent Secretary, Mo. Ph. A.

O. J. CLOUGHLY,
President, Mo. Ph. A.

Chicago, Ill., May 28, 1915.

Mr. J. G. Beard,
Secretary, N. C. Pharmaceutical Association,
Chapel Hill, N. C.

Dear Mr. Beard:

Kindly extend to your state meeting at one of its sessions the fraternal greetings and the cordial wishes of the N. A. R. D. for a most successful meeting, that should be of the utmost importance to the retail druggists of your state.

Since your 1914 meeting, several national measures have been enacted into laws that are of great interest to the retail drug fraternity of our country. One of the first was the revenue measure war tax on toilet preparations, which became operative on December 1, 1914, and had it not been for the efficient, helpful assistance of the retail druggists of the country, working as a unit, through the medium of the N. A. R. D., there would have been inflicted upon the retail druggists a greater burden in having imposed upon them the iniquitous stamp tax on all proprietary preparations. The defeat of this measure saved the retail druggists of this country about three million dollars. Would you desire a more brilliant example of what organized efforts can accomplish when properly directed?

Another measure that was enacted into law was the Harrison interstate narcotic law. This is, without doubt, one of the most important measures ever enacted into law by the U. S. Congress, if the conservation of the morals and health of the people are to be considered. We fully believe that when this law is better under-

stood and gets into smoother working conditions, it will be better appreciated by all those interested. Here is another notable instance where the retail druggists of our great country sunk their personal predilections and economic interests in favor of the greater question, the conservation of the morals and health of the general public.

There were two other measures enacted into law that cannot help but have a great bearing upon the future economic interests of the retail druggists. They are the so called Clayton bill and Federal Trade Commission, which are now in operation, and will undoubtedly give us much helpful assistance in endeavoring to obtain through Congress a price maintenance law, something we all have been wishing for for the last seventeen years.

The Stevens bill proper, H. R. 13305, expired with the last Congress, but, phoenix like, it will emerge from the ashes stronger than ever and will be reintroduced in the next Congress, which convenes on December 6, 1915, when we have every assurance, through the educational work that has been done in the last eighteen months it will be enacted into law. Yet in order to make this assurance beyond doubt, we will need the helpful assistance of all retail druggists and full efficiency from our affiliated associations. May we rely upon you for your share in the conservation of the great work of years of assiduous endeavors to obtain a living profit on proprietary goods?

Again expressing our wishes for a successful meeting, we are

Fraternally yours,

T. H. PORRS.

Secretary.

THE SECRETARY: There are several communications from the American Fair Trade League with reference to the Stevens Bill. These messages are rather long and they simply repeat what they wrote us last year regarding this bill. I would like to say in this connection that I have a great deal of printed matter that has been mailed me by this American Fair Trade League, which, among other things, is pushing this measure so hard, and if the members care to have me do so, I will pass some of these pamphlets around.

These pamphlets describe what the Stevens Bill is, what it is expected to do, and who is pushing it, also several speeches made in Congress about the measure. If any of the members are not thoroughly familiar with the workings of the bill, it would be wise for them to look over this

literature. If you wish me to, I will read these letters from the American Fair Trade League. I would like to know the pleasure of the house.

(It was decided that the reading of these communications be postponed.)

C. D. SEDBERRY: Mr. President, I would like to say that we have some application blanks here and would be glad to have any one who wishes to join the Association, fill one out.

THE PRESIDENT: Is there any further business before the convention? If not, I declare the meeting adjourned until 2:30 this afternoon. Let us meet promptly at this hour.

(The meeting adjourned at 11:48 A. M.)

SECOND SESSION

THE AUDITORIUM, ELKS' HALL,
Tuesday, June 15, 2:30 P. M.

(The meeting was called to order at two thirty-five, with First Vice-President E. L. Tarkenton, in the chair.)

THE CHAIRMAN: We will now have the address of the President.

ADDRESS OF THE PRESIDENT

Members of the N. C. Pharmaceutical Association and Gentlemen:

Standing as I have been during the last official year on the very summit of N. C. Pharmaceutical Association's most lofty peak, watching with serenity and pleasure when her various interests were going well and with distress and vigilance when her professional and business interests have been jeopardized. The first mena ce was intended legislation for revenue to raise deficit money due to changed interests produced by the present European War and the business depression produced from the same cause.

When this great war came like a flash of lightning upon us from a clear sky the deficit in the treasury at our nation's capital, Washington, made it imperative upon our government to raise this deficit by a special Internal Revenue Stamp Act, whose original requirements were the same as that of the Spanish American War, which was a 2½ per cent Stamp Tax on every proprietary preparation, medicinal or toilet. As your President, I summoned to my aid many of the members of this Association with a response from that worthy member of the N. C. Board of Pharmacy, Mr. James P. Stowe of Charlotte, also Mr. H. T. Hicks of Raleigh, and took counsel with them as well as with several wholesale drug firms, who afterward gave splendid assistance by telegraph and letter, as well as advice, which resulted in a hasty visit to Washington to see our Representatives there.

With the combined influence above mentioned we feel that the early action, friendship and the influence of the N. C. Pharmaceutical Association, whose representatives we were, had its weight with our members in Congress and especially with our Senior Senator, Hon. F. M. Simmons, who held the distinguished position of Chairman of the Finance Committee, whose duty it was to champion the act; the result being that that portion of the act applying to proprietary medicines was stricken out, leaving its application to toilet preparations, cos-

metiques, dentifrices, colognes, soaps, etc., with their well known schedule of stamp tax as shown by the act: (Public No. 217—63rd. Congress H. R. 1891.) An act to increase the Internal Revenue and for other purposes.

Since our efforts preceded very much that of other pharmaceutical associations, including the A. Ph. A., we modestly feel that we were pioneers in the combined struggle for the results accomplished.

I have later to record that our State Legislature has enacted into law the Prerequisite Amendment to the Pharmacy Act which I believe will meet the requirements of this Association at this time unanimsously.

Also that the Anti-Jug Act passed by the last General Assembly of our State, while it is efficient and wise in its intent, should be amended so that the wholesale druggists of our State could sell to licensed pharmacists on certificate from the Clerk of the Court and that sherry wine can be bought for manufacturing purposes with the same provision as alcohol with an amendment allowing its sale to licensed pharmacists on certificate from the Clerk of the Court. A careful reading of this Act will show that it provides for the reception of alcohol for manufacturing purposes only by the pharmacists and does not extend the same privileges to the reception of sherry wine which is necessary to manufacture the U. S. P. preparations and prohibits the sale of both. Hence, I believe its amendment, as above stated, imperative. Certainly to the reception of sherry wine alike with alcohol.

The Harrison Act, I believe, is hailed by all conscientious pharmacists as being the first real control by Federal authorities and a master piece of legislation, by which narcotic drugs are completely controlled; thereby checking the development of criminals and their heinous, bloody crimes, so revolting throughout our country.

I would especially recommend that this association renew its effort to secure the enactment of the Stevens Bill H. R. 13305 into a law as it is a strong anti-monopoly measure. I would also advise that we attempt to secure the passage of an act to control the sale of Abortive drugs by re-affirming the action of the Association at its meeting in Charlotte 1910, and requesting our Legislative Committee to use its best efforts in drafting a suitable law and to obtain its enactment.

I note with pride and pleasure the number of excellent papers that are to be read at this meeting, which is largely due to the most excellent work and untiring zeal of our worthy Chairman of the Committee on Queries and Papers, and in order that they may be properly discussed thereby eliciting their full value, not only of the writers but of the Association, I recommend that one entire session of this Association be devoted to this end.

We are deeply indebted to the Traveling Men's Auxiliary for the impetus they give to the entertainment of the membership of the Association and for the new members which we receive through their loyal efforts. At each meeting we should encourage them by doing our part.

The Bureau of Employment of the University of North Carolina Department of Pharmacy as conducted by Prof. J. G. Beard, should be liberally supported by every member of this Association when its offices are needed.

Finally, in closing, let us be optimistic and not pessimistic. Let us follow Welch's "Prosperity Business, Coming, Sir." Let us realize that the way to get business is to call it—not call for it. Business is here; it is the bell-boy on the bench of prosperity. When you call, it will answer, "Coming, Sir." The dealer who looks, acts and talks good business, gets it.

Remember that local advertising spells local prosperity; creates local prosperity, and local business is local prosperity.

In the words of Herbert N. Casson, speaking of the European situation: "The United States is a haven of peace, security and prosperity. It has no trouble that it dare not mention to any of the warring nations. Every tenth Briton has enlisted; every tenth Frechman is at the front; every tenth Belgian is dead. What do we of the United States know of trouble."

Let us be alive to our opportunities; stop digging trenches when nobody is firing at us and falling down when not hit. Our opportunity is *now*. Let us sow and reap the harvest by judicious advertising and business methods.

(Applause.)

THE CHAIRMAN: Gentlemen, what shall we do with the President's address?

C. A. RAYSOR: I move that it be referred to a committee to be reported on at a later meeting.

(Motion seconded and carried.)

THE CHAIRMAN: I will appoint on this committee, Messrs. Justus, Raysor, and Greyer.

(The President resumed the chair at 2:44.)

THE PRESIDENT: We will next have the report of the Secretary, J. G. Beard, of Chapel Hill.

REPORT OF SECRETARY J. G. BEARD

Your Secretary begs leave to submit the following report for the year ending May 31st, 1915.

The Proceedings of the 1914 meeting were published and in the hands of the members forty days after the convention in Hendersonville adjourned. With the single exception of the Missouri Pharmaceutical Association, our Proceedings were the first to be distributed for the season. The volume was larger and more complete than it had ever been before. Copies were mailed to all members, to the advertisers, to the pharmaceutical press, and to the secretaries of sister associations. Advertisements for this issue were solicited from manufacturers with the result that over three hundred dollars in revenue was obtained from this source, and without which the Proceedings could not have been published. It is only proper that the members of the Association should show their appreciation to these advertisers by specifying their advertised products whenever possible to do so.

Following the advice of the members expressed at the last meeting, notices pertaining to the Steven's bill were mailed from this office to all members of the Association. In addition your Secretary wired the North Carolina Congressmen on behalf of the Association, requesting their support of the measure.

Acting upon President Goodman's suggestion, letters also were mailed out to the members last September urging them to request by telegraph their Representatives in Congress to oppose the proposed tax on proprietary medicines. So much pressure was brought to bear upon Congress by druggists throughout the United States, acting through their several Associations, that this particular clause was excluded from the war tax bill. This only serves to illustrate how unified work upon the part of pharmacists bears fruit and why every North Carolina druggist should at once affiliate himself with his State organization.

His Excellency, Governor Locke Craig, was informed of our recommendations for the Board of Pharmacy and appointed Mr. W. W. Horne of Fayetteville as a member of the Pharmacy Examining Board to succeed himself.

This office has not received any reports of deaths in our ranks during the past year. Members are requested to advise the Secretary if there have been any deaths.

The recipient of the Beal Membership Prize for 1914, Mr. Rupert White, of Taylorsville, failed to receive mention of his honor in the last Proceedings. This omission was due to the fact that the report of the award came into this office from the Board of Pharmacy too late for incorporation in the minutes without a rearrangement of a large part of the reading matter, which would have entailed consider-

able expense. It is recommended that hereafter this notice be embraced in the report of the Secretary of the Board of Pharmacy and printed in the part of the Proceedings devoted to his report.

The Bureau of Employment of the University of North Carolina School of Pharmacy, which is conducted by your Secretary and which was officially endorsed at the 35th meeting of this Association, has put forth great efforts during the past year to make its sphere of usefulness as large as possible. Approximately 200 inquiries and requests for service have been received by the Bureau and 100 clerks and proprietors have received positions or assistance due to the work of the Bureau. At the present time there are 20 clerks registered with the Secretary who desire positions. The activities of this Bureau of Employment could be greatly broadened if the proprietors as well as the clerks would take full advantage of the benefits offered. That there is a need for this kind of medium in North Carolina pharmacy no one will deny. It remains to be seen whether sufficient co-operation is accorded to the Bureau to make its continuance necessary.

Your Secretary has also been instrumental in establishing a journal of pharmacy, published at the University. This is to be issued quarterly under the title, *The Carolina Journal of Pharmacy*. It will be devoted to the interests of the entire drug trade of North Carolina, and the editor, your Secretary, intends that the cause of this Association shall always be forwarded in every possible way by the Journal and promises to champion every movement this body undertakes. As yet only one number has been issued.

The membership in the Association is not so large now as formerly, there being 46 less members this year than at the same period in 1914. The Association membership numbered in

| | | |
|-------------|-------|-------------|
| 1908 | ..... | 250 members |
| 1909 | ..... | 262 members |
| 1910 | ..... | 267 members |
| 1911 | ..... | 249 members |
| 1912 | ..... | 248 members |
| 1913 | ..... | 262 members |
| 1914 | ..... | 273 members |
| and in 1915 | ..... | 227 members |

The decrease in the past year is very marked and proves not only an unhealthy condition but also the necessity for some radical move to be taken to overcome the falling off in numbers. It is earnestly hoped that the members will discuss means to remedy the situation. Our Association not only has less members than have sister associations of states no larger than North Carolina, but is the only one which shows no increase in membership during the past year, so far as the

Secretary can ascertain from reading various Proceedings. There are 650 drug stores in this State and 950 registered pharmacists, yet the Pharmaceutical Association registers only 227 members, 25 per cent of the registered clerks and proprietors. Alabama and Virginia, states of about the same size as this State and having approximately the same number of registered druggists, possess pharmaceutical associations with double the membership of ours. We have reached a very low ebb in numbers. The Association at present is not representative.

Advance notices of this meeting were mailed on May first to all the members of the Association and to the pharmaceutical press. Copies of the program of the meeting also were sent to the leading State papers with requests that the editors give prominence to the matter.

The following drug journals have been received at this office during the past year.

| | |
|----------------------------------|--------------------------|
| Southern Pharmaceutical Journal, | American Druggist, |
| Druggists Circular, | Midland Druggist, |
| Merck's Report, | Practical Druggist, |
| The Apothecary, | Myer Brothers Druggist, |
| The Spatula, | The National Drug Clerk. |

These journals were sent gratuitously and the Secretary desires to acknowledge his thanks to the publishers for their courtesy.

The expenses of this office for the year just ending are as follows:

| | | |
|------------------------|---|----------|
| 400 copies Proceedings | } | \$303.75 |
| Clasp envelopes | | |
| Stationery | | |
| Printing | | 2.50 |
| Express charges | | 2.56 |
| Postage | | 40.36 |
| Secretary—salary | | 75.00 |
| Total..... | | \$424.17 |

Your Secretary is grateful for the confidence imposed in him by this Association manifested in his election to this office, and wishes to express his thanks for the assistance and co-operation shown him by the members.

Respectfully submitted,

J. G. BEARD,
Secretary.

THE PRESIDENT: What shall we do with this report?

(A motion was made and carried that the report be received and referred to a committee. The President appointed Messrs. Raysor, Shell, and Greyer as members of the committee.)

THE PRESIDENT: We will now have the report of the Treasurer, G. E. Burwell, of Charlotte.

THE TREASURER: According to the rules of the Association, this report is made up to the 31st of May, not to date.

| | | |
|----------|---|----------|
| 1914 | On hand | \$231.78 |
| | Refunded by E. V. Zoeller | 9.95 |
| 1915 | From Advertisements in Proceedings..... | 253.00 |
| | From members | 369.50 |
| 1914 | | |
| June 19 | Hotel Bill of Dr. Beal..... | 2.25 |
| | Stenographer | 30.75 |
| | Secretary, office expenses | 9.36 |
| | Secretary, office expenses, advanced..... | 15.00 |
| | Secretary, Balance due on 1914 salary..... | 29.00 |
| | F. W. Hancock, bill of Uzzell..... | 12.50 |
| June 20 | Telegram | .59 |
| June 23 | Stamps and Express | 2.00 |
| June 25 | Stamps | 1.00 |
| June 26 | Chapel Hill, P. O. | 10.62 |
| | Miss Dawson, stenographer | 12.50 |
| | G. E. Burwell, on salary | 5.00 |
| July 6 | L. C. O'Brien | 5.50 |
| | Seeman Printery, Bal. on Printing | 188.25 |
| July 15 | Pound & Moore Co., Rent for typewriter..... | 1.00 |
| | G. E. Burwell, on salary | 22.50 |
| Aug. 10 | Moore & Price, premium on bond..... | 5.00 |
| Sept. 22 | J. G. Beard | 25.00 |
| Sept. 29 | Postage | 1.00 |
| Nov. 4 | J. G. Beard, draft | 15.00 |
| Dec. 8 | Postage, etc. | 1.00 |
| Dec. 24 | J. G. Beard, draft | 50.00 |
| 1915 | | |
| Jan. 4 | Seeman Printery, on acc't | 100.00 |
| Jan. 11 | Observer Printing House, post cards..... | 6.50 |
| Jan. 23 | Postage and incidentals | 1.00 |

| | | | |
|---------|--|--------|----------|
| Jan. 25 | F. W. Hancock, Exp. Legislative Com..... | 30.00 | |
| Apr. 27 | F. W. Hancock, Exp. Legislative Com..... | 29.18 | |
| | Seeman Printery, on acc't | 30.00 | |
| May 6 | G. E. Burwell, on salary | 10.00 | |
| May 31 | G. E. Burwell, Balance on Salary | 12.50 | |
| | Seeman Printery, Balance | 173.75 | |
| | Postage, envelopes, etc. | 1.00 | |
| | | | \$864.23 |
| | | | \$838.75 |
| May 31 | Balance on hand | 25.48 | |
| | | | \$864.23 |

THE PRESIDENT: Gentlemen, you have heard the report of the Treasurer; what shall we do with this report?

(A motion was made, duly seconded and carried that the report be received and referred to an auditing committee appointed by the President. The committee later appointed consisted of Messrs. Shell, C. J. O'H. Horne, and Henderson.)

P. W. VAUGHAN: I have a communication here which I wish to read while I think of it.

All members of the Traveling Men's Auxiliary are requested to meet at the Malbourne Hotel at 7:30 this evening. All traveling men will be welcomed.

J. G. O'BANNON,
Vice-President.

THE PRESIDENT: I will appoint the following men as members of the Committee on Time and Place of Next Meeting: Messrs. Stowe, Hicks and Justus.

C. D. SEDBERRY: Mr. President, if there are any additional friends who would like to join the Association at this meeting, we will be glad to get their names and have them fill out applications. We want to keep this matter before them all the time.

THE SECRETARY: Mr. President, is it in order that I read a couple of letters from Associations appointing delegates to this convention?

THE PRESIDENT: It is.

THE SECRETARY:

New York, June 2, 1915.

Mr. J. G. Beard,
Secretary, N. C. Pharmaceutical Association,
Chapel Hill, N. C.

Dear Sir:

I beg to inform you that President West has appointed the following delegates to represent this Association at the next meeting of the North Carolina Pharmaceutical Association, which I understand will be held in Durham from June 15th to 17th.

DELEGATES

- H. R. Goodall.....Peabody Drug Co.....Durham, N. C.
- Jno. M. Scott.....Jno. M. Scott & Co.....Charlotte, N. C.
- M. M. Murphy.....Burwell & Dunn Co.....Charlotte, N. C.

I have sent credentials to our delegates, and with best wishes for a large and successful meeting, I am

Yours very truly,
EVANS E. A. STONE,
Assistant-Secretary.

Chicago, Ill., June 8, 1915.

Mr. J. G. Beard,
Chapel Hill, N. C.

Dear Mr. Beard:

I have appointed as delegates to represent the American Pharmaceutical Association at the coming meeting of the North Carolina State Pharmaceutical Association.

- K. E. Bennett, Bryson City,
- C. P. Greyer, Morganton,
- Edward V. Zoeller, Tarboro.

I hope that you will see that the A. Ph. A. is given a place on the program and that one of these gentlemen, preferably Mr. Bennett, is called upon to address the Association in behalf of the A. Ph. A.

I take this occasion to extend to you our most cordial greetings and good wishes for a success of your convention.

I hope that the North Carolina Pharmaceutical Association will have a large attendance and a most successful meeting.

With fraternal regards, I remain,

Very truly yours,

W. B. DAY,
General-Secretary.

THE PRESIDENT: Mr. Bennett, as a delegate from the American Pharmaceutical Association, we shall be glad to have a talk from you.

(Mr. Bennett was not in the hall.)

C. P. GREYER: I have also been appointed a delegate from the A. Ph. A. I had a letter from Secretary Day a few weeks ago stating that he had asked Mr. K. E. Bennett to make a talk on behalf of the American Association, with the object in view of soliciting members for that Association. He stated that North Carolina was very low in its per cent of members in the national body and that he would like to see a material increase made. As Mr. Bennett has not arrived yet I would like to ask any delegates here who are not members of the American Pharmaceutical Association to see me, as I have application blanks which can be filled out for any one desiring membership. It is unnecessary, I believe, to bring before this body of men any of the advantages that A. Ph. A. may have for this Association and for the druggists of North Carolina. Its standing as an Association is the highest of that of any association of druggists in the United States. All that is necessary is a little systematic work in soliciting members so that we may be fully represented in the American Pharmaceutical Association.

THE PRESIDENT: Gentlemen, you have heard Mr. Greyer. If you desire to join the A. Ph. A., he will receive your applications.

What is the further business of the convention?

THE SECRETARY: Mr. President, it seems to me that this afternoon is the logical time to take up the question of the Stevens Bill. The American Fair Trade League that I referred to this morning wants us to take some action in the matter. As there is no further scheduled business to be brought up at this session, perhaps it is a good time to have some one who is familiar with the workings of the bill to explain its nature and we can then be in a better position to intelligently act with regard to the measure.

THE PRESIDENT: We have plenty of time and I think we might as well take up this subject now. We have been in session here for about thirty minutes only, and I believe we ought to do more than thirty minutes' work this afternoon. We ought to hear from representatives of manufacturers in regard to this bill.

C. A. RAYSOR: Mr. President, I think in order to keep the records straight, we should have the Secretary call the roll again. There are several delegates here now who were not here this morning at the beginning of the session.

P. W. VAUGHAN: I suggest that those who were not here this morning stand up now and have their names recorded.

THE PRESIDENT: Please stand up and give your names to the Secretary.

(The members stood up and the Secretary recorded the names of those who had not been present at the morning roll call.)

VICE-PRESIDENT TARKENTON: I would like to make a motion that a committee of three be appointed, to be known as the Membership Committee, whose object it would be to help get new members in the Association. I would suggest that this committee meet with the Traveling Men's Aux-

iliary this evening at 7:30. We want some "live wires" on this committee.

(The motion was duly seconded and carried, the President announcing that he would name the committee later.)

(H. T. Hicks suggested to the members that it would assist the Secretary and the stenographers very much if every member upon rising to address the convention would announce his name.)

J. P. STOWE: Mr. President, I would like to ask Mr. Beard what he knows regarding the Stevens Bill, and in addition ask you to call upon different members for short talks upon this measure.

THE PRESIDENT: I think this is a very important topic and that we all ought to enter into the discussion of it. I will be glad for Mr. Beard to lead out on the matter and bring it before the Association.

THE SECRETARY: As the bill itself is not very long, and as it thoroughly explains itself, do you not think it wise for me to first read a copy of it to the convention?

(Assent was given by the President and the Secretary read the bill in full.)

(A delegate suggested that Mr. Hicks was perhaps familiar with the meaning of the proposed act and asked to hear from him.)

H. T. HICKS: Gentlemen, I am not prepared to make an intelligent talk on this matter at present. I gave it some thought when it was first introduced, and my recollection now is that the conclusion I reached was that the measure was a good one. As I remember, the purpose served by the bill would be to permit the manufacturer to name a price at which his goods should be sold, and that they should not be sold at a lower price except at bankrupt or damaged-goods

sales. The retail druggists all over the country want, and have been talking and looking for some time for, a protective plan, and this comes nearer legalizing such a plan than anything else we have had. I have not looked into the matter recently.

A. E. PHILLIPS, of the Welch Grape Juice Co.: Mr. President, I am not a member of this Association, but I attend the meetings regularly, and if you will permit me, I would like to say a few words about this bill.

(Mr. Phillips explained the measure very carefully, going into details at certain points. Many questions were asked him, to all of which he gave clear answers. This talk, and the discussion which followed, cleared up all misunderstandings concerning the bill in the minds of the delegates.)

C. P. GREYER: Mr. President, I move that the Association pass a set of resolutions endorsing the Stevens Bill and urging its passage in Congress.

(This motion had a second, and was duly carried. The following resolutions were adopted):

Whereas, the abolishment of uniform retail prices on standard goods is directly in the interest of large aggregations of capital operating through systems of chain stores and mail order houses which, whenever possible, have adopted the practice of advertising articles of known merit and established value at cut rates or below cost for the purpose of creating the impression that their entire stocks are bargains, and

Whereas, in this way the uninformed consuming public is attracted to buy large quantities of unknown goods at unwarranted cost, and

Whereas, it is in the public interest that dishonest methods of doing business injuring honest merchants and encouraging a monopoly in retaining should be prevented, and

Whereas, the business welfare of every merchant not in the control of said combinations of capital is threatened, and

Whereas, House Bill 13305, introduced in Congress by Representative Stevens of New Hampshire, is a measure that will protect the

public and give independent merchants an opportunity to do business under legitimate conditions, therefore be it

Resolved, That the North Carolina Pharmaceutical Association heartily endorses the Stevens Bill, and calls on the United States Senators from this State, and the Congressman from this District, to favor that measure, and to use their influence in having it enacted by Congress.

Resolved, That the Secretary be instructed to send a copy of these resolutions to the President of the United States, to each member of the Federal Trade Commission, to every member of the United States Senate, and House of Representatives, to the Governor and to every member of the State Legislature; and be it further

Resolved, That we commend the utterance of President Wilson at Philadelphia, on October 29, 1912, when in defining his policy he said:

"Safeguard American men against unfair competition, and they will take care of themselves. * * * If you make the processes by which small men are under-sold in particular markets, criminal; if you penalize in the same way those discriminations by which retail dealers are punished, if they deal in the goods of anybody except the big manufacturers; if you see to it that raw materials are sold upon the same terms to everybody; if you see that the closed market for credit is opened up by a very different banking system, then you have freed America, and I for my part am willing to stop there and see who has the best brains";

and we pledge him our earnest support in any effort he may make to enforce the principles of equal rights and equal opportunity to honest dealing with the consuming public.

F. W. HANCOCK, Secretary-Treasurer of the Board of Pharmacy: Mr. President, I would like to say for the information of the Secretary that the Beal prize for the best average on the November and June examinations of the Board of Pharmacy was won in 1914 by Mr. Rupert White of Taylorsville, and in 1915 by Mr. A. L. Fishel of Chapel Hill.

(At this point there was an informal discussion as to the manner of awarding this Beal Prize.)

(The Association passed a motion that hereafter the Treasurer should contribute one dollar from the funds of the Association which is to be added to the four dollars

interest from the Beal fund, making the proper amount for a membership in the Association.

THE SECRETARY: Mr. President, while we are on the subject of membership prizes, I wish to announce that Mr. George Byrd of Fayetteville won the J. G. Beard Membership Prize for this year. I offer each year a prize of a membership in this Association to that student in the Junior class at the University of North Carolina who makes the highest general average in class work during the year and who passes the North Carolina Board of Pharmacy. I feel it is due Mr. Byrd to make this announcement and to say further, that he made the high average of 95 on his examinations at the University and also made next to the highest mark before this past State Board examination.

THE PRESIDENT: I will appoint as members of the Membership Committee, Messrs. Greyer, Burwell, and Tarkenton.

C. D. SEDBERRY: Gentlemen, at our meeting of the Auxiliary tonight, we will be glad to have any of our good friends come and meet with us at the Malbourne at 7:30.

S. E. WELFARE: Mr. President, how would it do to call for volunteers to work for new members? I would work, for instance, and try to get every druggist in Winston-Salem, not a member, to join the Association. I will work Winston myself and you could call for other volunteers.

THE PRESIDENT: That sounds good to me, Mr. Welfare, and that would be a better way than to appoint the men here. I think that it is best for every one to volunteer to work his own town.

J. E. SHELL: If Mr. Welfare will take that for his town and some of the rest for other towns, I want to make another suggestion, that is, that they get applications from

the Secretary between times and have them filled out prior to the meeting, because right often you could get the application signed up and paid for six months beforehand, whereas, if you wait you won't get it. So the thing to do is to get your applications now from the Secretary, letting him be in a position to furnish all that are asked for. For instance, Mr. Welfare may want a dozen and someone else may want just three. Just keep them and turn them in to the Secretary, as fast as you get them signed.

TREASURER BURWELL: They could be turned over to the Chairman of the Executive Committee and go through his hands first as they have to be passed on by his Committee.

C. D. SEDBERRY: Well, gentlemen, that would be all right, you know, and you could send the money to me. We couldn't do anything until we got here, however. The Executive Committee passes on them after they are recommended by two members.

J. E. SHELL: Mr. President, I think the Secretary is the man to keep in touch with this, and that is the reason I made the suggestion. The Secretary ought to keep in touch with the applications and the cash and keep it until the meeting. Of course it is necessary to have all the applications passed on later, but most of them pass. I would not recommend a man unless I was sure he would pass.

J. E. WHITE: I think it would be proper to turn them in to the Committee and the Committee come back here with a report.

THE PRESIDENT: I would like to call for some more volunteers—this strikes me as rather a good thing.

THE SECRETARY: Mr. President, how about every man volunteering to bring in one membership next year—more

if he can—but just promise to bring one new application. Have more if possible. Don't try to bring *just* one, but swear you will bring at least one.

THE PRESIDENT: That will mean a decided increase over what we have this year.

J. P. HOWE: I am very much in favor of Mr. Welfare's way of working, so I would like to see you take the members one by one and ask them—"Will you work Washington, or Goldsboro, and so on"—our respective towns. For instance, I promise to work Charlotte. Mr. Raysor will do what he can for Asheville. In that way you will get a good many members and have this membership materially increased if each man will just promise to work his town. So I would ask you to take one at a time. I don't believe any one would refuse.

C. P. GREYER: Not every town is represented here. I suggest, or make a motion, that the incoming President take up this matter with one man in every town and secure his co-operation in securing members from that town. Those that are here will say that they will work their own, but those who are not here won't know anything about it, and unless they are asked, and take the matter up by correspondence, it won't be done.

THE PRESIDENT: I don't see anything wrong with doing both.

C. C. THOMAS: The trouble, I believe, with the Association is that the work of the Association and the appointment of Committee membership is confined to about a dozen or fifteen that are worn out on the job. I think it is high time the President hereafter, in appointing all Committees, select new men. We have got new men here. We know what they will do when they are members, but the time is

ripe to put new members to doing something—get them interested. I believe if this is tried it will have the effect of bringing new members in. Some of the members may be tired of seeing old heads popping up all the time. Why not put in some new blood and let new men get on the Committee? If you take the records of this Association for the last ten or twenty years, you will see names standing there for the entire time. They are good men—no implication on them. But it is time we put new men in harness. These men are going to die some time, and they will still be on that Committee. I think it is time we change our Committees and go to work getting new blood; stimulate the thing and get some good out of it.

(Applause.)

G. E. BURWELL: I want to say this. There will be a conference held tonight with the Traveling Men's Auxiliary. We meet tonight at 7:30 and it is possible that some plan might be suggested that we could submit at the meeting tomorrow that would be in better shape for discussion.

J. T. BOONE: Mr. Chairman, the report of Mr. Burwell's committee seems very good. Why not let this committee think over the matter until tomorrow and offer some suggestion. Mr. Thomas over here suggests putting in new blood. Why, our old blood is all right if we can get it stimulated. What we need is stimulation. And we need to get some form by which to work. A committee sits here in one town and some one else in another town and tries to get them to come to the Association, June 15, next year. They may come and again they may not. We all know how that is, and I think some other plan is necessary. I suggest a contest on membership for our next year's meeting. That would be a good idea,—and have some prize or something to that effect.



E. L. TARKENTON, Wilson
Incoming President



G. C. GOODMAN, Mooresville
Retiring President



J. G. BEARD, Chapel Hill
Secretary

THE PRESIDENT: Any further remarks?

F. W. HANCOCK: Mr. President, would it be in order to make a short report? Are you through with this question?

THE PRESIDENT: There is nothing before the house.

F. W. HANCOCK: Mr. Vaughan, Mr. Hicks, and myself were appointed a committee at the last meeting to secure a speaker for this occasion. We have done our utmost without being successful. We wrote first to Mr. Harry B. Mason of Detroit, editor of the *Bulletin of Pharmacy*, and he declined. It was impossible for him to be here. We afterwards wrote Dr. F. E. Stuart, of Philadelphia, and it was impossible to get him. We thought at one time we would secure him but on account of the American Medical Society, which meets in San Francisco, he found he could not get here and reach California in time for that meeting. We then tried to get Mr. A. Montcastle, of Washington City, and others, but we have been unsuccessful. In talking to Mr. Hicks and Mr. Vaughan, we thought it possible to get Mr. J. W. Bailey, of the Fourth Internal Revenue District of North Carolina, who is speaking today at the State Medical Society at Greensboro, and we have been trying to get him to come here tomorrow and speak to us at such time as the Association might select. I will probably hear tonight and be able to make an announcement. I simply make that as a report.

THE PRESIDENT: Anything else? I think that is very much in order. We would be glad to hear from him and ask questions. Any further business? Don't go to sleep.

C. A. RAYSOR: Well, I move, Mr. President, that you instruct Mr. Hancock to send a telegram from this Association asking Mr. Bailey to stop here tomorrow and address this meeting at his convenience.

(The motion was seconded and put and the President declared the motion passed.)

P. W. VAUGHAN: Mr. President, if he comes here tomorrow he will have to talk in the morning because we have engagements. This evening at 9:30, there will be a dance at Lakewood Park. We will take a car down town direct to the Park at 9:30. We want every member of the Association to go whether he dances or not. You need not bother about a dress suit, but go there for the music and dancing and other attractions. Tomorrow afternoon, at 1:30, there will be a barbecue at Lakewood Park. Now, we don't want a man to leave town without going to this dinner. And immediately before we go to the Park for dinner, we want the members of the Association to assemble at the point we will designate a little later and have a group picture made of the Association. The Secretary wants it for his Proceedings, and others may want to buy copies. We want to adjourn at 1:00 sharp. Immediately afterwards there will be an automobile ride for about one hour before the barbecue at the Park takes place. We will be at the Park until time for the baseball game which takes place at 4:00 o'clock in the Park at East Durham. And you are all invited to see the game of ball between the "Bulls" of Durham, and the "Capitols" of Raleigh, and of course, all who go are expected to root for Durham, except those from Raleigh.

(Laughter.)

F. W. HANCOCK: About Mr. Bailey again: tomorrow night the session will be at 8:00 o'clock. We would like a fifteen or twenty minutes' talk just before the election of officers, if you could make that arrangement for the speaker. I will see if I can do that.

P. W. VAUGHAN: We have all the afternoon engaged—all of tomorrow afternoon. On Thursday afternoon, at 2:30,

the members are invited to make a visit to the manufactories of the American Tobacco Co., and the Liggett & Myers Tobacco Co. Now, I want to say to the members who have never seen a place of that kind, it will be worth your while to go and see what happens in these big places. It is really a sight worth seeing, and I enjoy it every time I go through there. I go every few years.

You will find on the back of the program here a list of the traveling men who are members of the Auxiliary to this Association. I want to make the announcement of the fact that the treasury of this organization has been forwarding funds to the treasury of the local Association in Durham for the purpose of entertaining. We want the members of that organization to get full credit for their part in this convention. They have been of very great benefit and help to the local Association, and it took every cent of money they had to help in this entertainment. I just wanted to let you know that.

C. A. RAYSOR: In view of the meeting tomorrow, I move that when we adjourn today, we adjourn to meet tomorrow at 8:30 A. M. instead of 9:30.

F. W. HANCOCK: It is billed for 10:00 o'clock.

C. A. RAYSOR: Well, 9:00 o'clock instead of 10:00 o'clock:

(The motion was seconded, put, and carried, changing the hour of meeting as above.)

THE PRESIDENT: Any further business?

THE SECRETARY: Mr. President, I move that we adjourn until tomorrow morning.

THE PRESIDENT: All in favor, say "Aye." (Motion carried.) The meeting stands adjourned. (This at 4:17 P. M.)

THIRD SESSION

ELKS' HALL,

Wednesday, June 16.

The meeting was called order to at 9:20, A. M., President Goodman in the chair.

PRESIDENT GOODMAN: I must apologize for being late this morning. I didn't think our Secretary would be on hand but I see he is. We have a very small attendance this morning. I believe in being prompt. We ought to have met promptly at 9 o'clock.

May we have the minutes of the last meeting? What is your pleasure? Read the minutes, please, Mr. Secretary.

The Secretary read the minutes of the first day's session.

THE SECRETARY: If there are any corrections to be made in these minutes, I wish you would let me know now.

THE PRESIDENT: If there are no objections to the minutes, they stand approved. The first thing in order now is the admission of new members. (The Chairman of the Executive Committee did not have any names ready.) If there are no objections then, we will hear the report of the Secretary and Treasurer of the Board of Pharmacy.

(F. W. Hancock read his annual report as Secretary-Treasurer of the Board of Pharmacy. This report will be found in the last part of the Proceedings devoted to the Board of Pharmacy.)

THE PRESIDENT: Gentlemen, you have heard the report. What shall we do with it?

THE SECRETARY: Mr. President, I move that it be referred to an auditing committee.

(The motion was duly seconded, the question was put, and the President declared the motion carried.)

THE PRESIDENT: I will appoint on this committee Messrs. Barnes, Welfare, and Boone.

THE SECRETARY: Mr. President, I have the following communications to read:

Southport, N. C., June 14th, 1915.

The President and Members,
N. C. Pharmaceutical Association,
Gentlemen:

I regret that I will be unable to attend the Durham meeting as I had expected to do. I wish for you all though, a most pleasant and profitable meeting. I hope that I will not have to miss any of the meetings in the future.

Yours sincerely,

GEO. Y. WATSON.

Red Springs, N. C., June 15th, 1915.

Mr. G. C. Goodman,
Pres. N. C. Pharmaceutical Association,
Durham, N. C.

My Dear Sir:

In August 1880 about 100 druggists in North Carolina met in the city of Raleigh and organized The North Carolina Pharmaceutical Association. I was one of that number and am therefore a charter member. I still have my certificate of membership. I was at the time prescription clerk at Chapel Hill with the firm of Robeson & Harriss.

The following March 1881 I graduated in medicine, located at Red Springs, and have been practicing medicine here ever since. I also ran the only drug store in the place from 1881 to 1896 when I sold one-half interest in the business to Hiram Grantham who has managed the business ever since. I am still interested, however, and work more or less every day in the store.

Being more interested in the practice of medicine than in the drug business I did not keep up my connection with the Association. I now desire to know if the Association would reinstate me and upon what terms. I would like to attend the meetings and fully intended to do so at this time but an important engagement on Wednesday of this week prevents.

Fraternally yours,

J. L. McMILLAN.

THE SECRETARY: Mr. President, I would like to make a motion that we take some action upon Dr. McMillan's let-

ter before going ahead with the reading of the other communications.

F. W. HANCOCK: The only action that could be taken on it would be that he should again become registered. He cannot become a member until he re-registers. Once being legally registered he can become re-registered by paying the five dollars under the Act; then he could make application for membership in this Association.

J. E. SHELL: I think he could only become an associate member until he is registered.

E. V. ZOELLER: I move, Mr. President, that we go on with the reading of the communications and leave that point to Mr. Hancock for later report.

THE SECRETARY: I have two letters from Mr. William Niestlie of Wilmington.

Wilmington, N. C., June 14, 1915.

To the Members of the N. C. Pharmaceutical Association:

Gentlemen:

I send you again this year one basket of the Venus Fly Trap Plants, just as they grow in Nature in the woods. You see me again in my best season of this year in bud and bloom, with red and green leaf. This wonderful plant is before you again to show students of old Botany the human side of plant life. Eyelashes inside the leaf, the sensitive nerve of the plant, killing its victim by compression, digesting part of the victim by its digestive fluid, and reabsorption of its own fluid back into its own leaf. Wonderful indeed. Kindly distribute this wonderful plant among your visiting members when they go home, and they will show it to their Botany friends in their own towns. With best wishes to all, from your Old Botany Crank of the Venus Fly Tray,

WILLIAM NIESTLIE.

Wilmington, N. C., June 14, 1915.

To the Members of the North Carolina Pharmaceutical Association:

Honorable G. C. Goodman, President,

Gentlemen:

Greetings to all. Question? Somebody was asleep on the job on the Alcohol Tax and Law. Oh, the trouble we have to go through

Mr. President, I would like to suggest that perhaps it would be only the nice thing to do for us to return some of these fraternal greetings during our meeting here.

(The motion was seconded, and carried.)

C. D. SEDBERRY: Mr. President, I think it would be especially nice for us to send a telegram to Mr. Niestlie expressing our thanks. He always remembers us in this way, and we appreciate his kindness in sending the fly-traps. I think he would appreciate very highly our sending him a telegram expressive of our thanks and appreciation.

THE PRESIDENT: It has been suggested that we suitably recognize these telegrams as well as the fly-traps, by wire. All in favor say "Aye." The motion is carried.

THE SECRETARY: Some more telegrams, Mr. President.

These telegrams were addressed to C. A. Raysor requesting him to use every effort to induce the Association to meet in Asheville in 1916. The Chairman of the Committee on Time and Place of Next Meeting misplaced the telegrams. This accounts for their absence in the Proceedings. The first of these messages was from J. A. Rankin, Mayor of Asheville; the next from Mr. Seely, manager of the Grove Park Inn; W. C. Carmichael; Asheville Board of Trade; A. L. Lyon Drug Co.; Merchants Association of Asheville, and one or two others.

Mr. Hancock was also in receipt of a telegram from R. P. Foster of Morehead City inviting the Association to meet there next year.

Mr. Hicks read another telegram from the Raleigh Chamber of Commerce extending the Association a cordial invitation to select Raleigh as the place of next meeting.

These telegrams were referred to the Committee on Time and Place of Next Meeting.

THE PRESIDENT: The next feature of the program is the Reading and Consideration of Papers and Queries. The chairman of that committee is Mr. Tarkenton.

CHAIRMAN TARKENTON: Mr. President, we will first have a paper by Mr. Raysor; the title of the paper is "Parcels Post."

C. A. RAYSOR: Mr. President, I see by the program, the Chairman of the Committee on Papers and Queries, has announced that I will respond to the dual query—"Parcels Post and how I Made a Success in the Drug Business."

I am willing to give here my opinion of the relation of the Parcels Post System to my business, and what I believe it to be to the retail business in general and the drug business in particular; but to the other query, I do not feel qualified to answer and even if I did so feel, I would not be so presumptuous as to take the time of this meeting in stating something about which there would be serious disagreement. For the purpose of this discussion, I shall confine myself to question No. 32, "How has the Parcels Post Affected Your Business."

THE PARCEL POST

C. A. RAYSOR, Asheville

It is well within the memory of the youngest member of this Association of how, not many years ago, when the Parcel Post was being "cussed" and discussed before Congress, every State and National Journal that represented the retailers of the country was in arms, war to the knife and knife to the hilt, doing all it could to keep public sentiment from seeing any good in the system, liking it to a huge club designed solely for the use of the Big Mail Order Houses in the large centres, to the annihilation of the small retailers in the smaller towns.

Every association in convention assembled, passed resolutions condemning the passage of this Act, collectively and individually. We were all asked to write, 'phone or telegraph our Representatives in Congress the great hardship this Bill would cause the retailers of the country. We all did so, no doubt; notwithstanding the bill was passed and the

Parcel Post System became a Law making a new condition to be reckoned with. It has now been in operation more than two years, sufficiently long enough, I think, to be judged by its merits, whether it be good or evil.

For the purpose of this discussion, I shall take the affirmative. First of all, I believe the Parcel Post System to be a great advancement in our economic life for the great fundamental and democratic reasons set forth in its passage, namely, the greatest good to the greatest number.

I have watched closely the operations of the system and have used it myself in conducting my business with the greatest satisfaction.

With a moment's study, any one can figure the zone rates to their home towns, and by comparison, get many light articles of merchandise quickly and cheaply and count on receiving the goods at almost the calculated time. I know full well that I have made many sales by reason of the faith I have in this service to deliver the goods on time, that I never could have made without it.

Not only is this phase of its usefulness true, but also, how often is it the case that we run short or are out of stock of many light articles of merchandise that we should have on hand to maintain the prestige of our store, that we, now using the service of the Parcel Post, replenish our stock and make profitable sales that under the old system of express and freight, would be out of the question.

The modern retail drug stock is made up, in addition to drugs, of many hundreds of small articles, and we, being jealous of our reputation, are anxious to have our stock as complete as it's possible to make it. It is impossible to know how the demand will be for many items we handle. Right here the Parcel Post steps in and says, Use me, order the smallest quantities you like, I will bring it to you quickly and cheaply. You can keep your stock up continuously and make a profit besides.

Now some one is ready to say that the express companies are ready to perform the same service, that the Interstate Commerce Commission made them lower their rates, so that now they are very little higher than parcel post rates. This is in a measure true, but the express companies saw the handwriting on the wall and in making their present tariff lower, than those asked for by the commerce commission, were forced to do so by competition of the Parcel Post. In this respect, the Parcel Post has been an indirect benefit to the retail drug trade. A comparison will convince most any one of the factor it played in revising the express tariffs *downward*.

This is not all that the Parcel Post does. I have used this service in a most satisfactory way in outgoing business ever since its inception. I am sorry I cannot give exact facts and figures, but I am satisfied it will approximate carrying two to three packages per day, worth

from fifty cents to two dollars per package at an average expense of 7 per cent for cash business,—that is pure velvet.

Who is not ready to say that any system that will help sell from three hundred to five hundred dollars worth of merchandise per year for cash at an outlay of 7 per cent is not a fine thing.

Some may argue that it is not possible to get this business, that the larger mail order houses are soliciting your own customers and use the same system in delivering their goods. This is true to an extent, but not wholly so. "Faint heart never won fair lady," is true also. You can get a portion of the business if you go after it. The American people are getting more and more exacting and impatient. They cannot wait to go to the Post Office, get a money order, and send it to a mail order house in New York or Chicago, wait a week to get something they could most likely get the next day if ordered from their home druggist at just a few cents advance. The merchant that persistently caters to satisfy this class of citizens, who are in the great majority, will win in the end the bright and glittering prize of success.

In my own town, it being a health and pleasure resort, I have many customers whom I never see but one season. If they deal with me and I satisfy them, it's an easy thing to remind them on departing, that if they cannot get exactly what they have bought from me in their home town, I can easily run it to them by Parcel Post free. You will be surprised to see how many cash orders you can get this way, and what is better? The profit on the sales thus made, is so much velvet.

Pardon me a moment in alluding to a personal case to illustrate this point. A customer of mine went to Florida last November to spend the winter. He had been taking the following prescription, having it filled every week and that his physician had advised would have to be continued all winter,

| | |
|-----------------|------------|
| Nitrate of Soda | grs. xxxvi |
| Water qs. | ℥ vi |

Dose Teaspoonful

I charged him sixty-five cents for this prescription. I suggested that he allow me to send it to him by parcel post each week, free delivery. He accepted my proposition gladly. He had this prescription filled twenty times for which he has paid me thirteen dollars, at an expense to me of one dollar and twenty cents. You all know, or can guess, what I made on this transaction besides getting the credit from him of looking out for his interest and his good will afterwards.

In conclusion will say, that I am fully persuaded that the Parcel Post System will greatly benefit any merchant that will use it persistently and I am in as hearty favor of it, as I was against it ten years ago. I thank you.

THE PRESIDENT: The chair will be glad to have discussion on each one of these papers as they are read, and I hope this discussion will be general.

C. A. RAYSOR: I would like to know what you think about the Parcel Post. You were against me about ten years ago.

MR. PORTER: My experience with Parcel Post is that if you will take advantage of it at every opportunity, you will appreciate its value. Everybody cannot go to his stock and get things whenever they are wanted. They will run short at one time or another. With the Parcel Post you can order it and have it in two days' time on your order. I consider it of great value to the retail druggist.

H. T. HICKS: Mr. President, I think that the sentiment just expressed voices the keynote to the men who are in the towns that are not health or pleasure resorts. A customer comes in and says he is obliged to go away and asks for a copy of a prescription. That's all right, but do not fail to tell him that you will send the goods to him free of charge, and remind him that while the druggist in the other town may be just as competent as you are, the same preparations in different towns are made somewhat differently at times, and as it is necessary to have medicines just as his home doctor tells him to have it, that you can put it up and send it to him by Parcel Post prepaid. We are glad to send it and get a profit out of it, although it costs us a few cents to mail it by Parcel Post.

C. P. GREYER: Mr. President, I have had experience with Parcel Post. Its greatest value that I have seen is that I have succeeded in getting two country physicians to write prescriptions instead of dispensing their own medicines. A doctor's patients would much prefer to have their medicine direct from the drug store filled on a prescription than

to have it dispensed for them by the physician. I brought this argument to the physicians and they very readily took to the idea, inasmuch as they saw that it was a matter of necessity that they should do it. So now I have two country physicians writing and mailing prescriptions to us, and we send the medicine to their patients direct by Parcel Post.

THE PRESIDENT: Any further discussion?

(There was none.)

CHAIRMAN TARKENTON: We will now have a paper by Mr. C. P. Greyer, of Morganton, on "Commercial Pharmacy."

COMMERCIAL PHARMACY DEFINED

C. P. GREYER, Morganton

We are living in an age of evolution. From simple beginnings we see sciences and industries developing by a series of steps into mighty processes of complexities. From the confused atoms of this closing period of pharmaceutical events we are to build a broader and greater pharmacy in a new era of things, and it is becoming us to lay well the foundation for the future structure.

Recognizing conditions as they are and looking at it from the practical view point of service to the public, the most successful pharmacist must necessarily be the one who can most perfectly blend the professional and commercial into a happy and profitable union. We are being called upon to point out the ideals and to evolve the principles by which this desired union can best be effected.

We can no longer conduct a pharmacy on the principles that our forefathers ran a drug store. To be successful professionally and financially we must apply modern commercial methods to both sides. The equilibrium between the two must be maintained.

Everything is changing. Our customs and modes of living are changing. Our ways and methods of doing business are changing, and even our thoughts. The very words of our language are carrying with them new ideas and meanings in keeping with new ideals in economic life. And so it is with "commercial". The word is losing its old idea of barter and trade in merchandise and is taking on a new meaning as applying to the business of the pharmacist. An idea impregnated with the spirit of creativeness, a developing and expanding process, by which we serve humanity with efficiency and for profit.

New discoveries, new sciences and new arts have brought about new ways of treating disease. Today we have Vaccines, Antitoxins, Bacterians, Salvarsan, and other forms and arts of healing. Prescription writing is decreasing and prevention treatment increasing. Prescription filling is much simplified. Yet notwithstanding these facts there are many seeking entry into our profession who are deceiving themselves with the thought that to fill prescriptions is the highest goal in pharmacy.

Some will say to apply modern commercial methods to a profession you take away its dignity and place it on an equality with merchandising.

To my mind this is not correct. Is a chemist who makes a scientific discovery the less a scientific man because he finds commercial value for his product and creates a demand for it? The increasing numbers of private sanatoriums dotting this great country every year is but the recognition of modern commercial methods applied to a profession. And who will say that they are not ethical or less professional because they sell board-and-lodging and charge for service? But it is the improper conception of the term "commercial" as applying to pharmacy that has brought about the Mercantile Pharmacy that we have today. And it is this purely mercantile business that public opinion is looking critically upon, deploring the loss of the usefulness of a noble profession—deploring the lack of foresight in our leaders to recognize conditions and to adjust our profession to meet the new and nobler requirements that the changing times demand.

Mercantile Pharmacy is trading in every commodity from automobiles to incubators and for profit solely, disregarding service to the public.

If we are to develop true commercial pharmacy, then there must needs be legislation that will restore unto pharmacy the things that belong to pharmacy and that will bring under pharmaceutical control those evils that are working to crumble down the high standards that we have so proudly maintained from the beginning and which we still hold dear in our hearts. For we can truly say in the words of the mighty Woodrow Wilson that "Some old things with which we had grown familiar, and which had begun to creep into the very habit of our thoughts and of our lives, have altered their aspect, as we have latterly looked critically upon them, with fresh, awakened eyes; have dropped their disguises and show themselves alien and sinister."

The pharmacist is a man commissioned with a public trust and the proper performance of this obligation is what differentiates him from the ordinary merchant. Then to define Commercial Pharmacy let us say that it is the science and the art of dispensing, the buying and selling of drugs and commodities pertaining to pharmacy, in the which service is rendered society.

Now to dispense implies more than prescription filling. It calls for a thorough and practical knowledge of drugs as they are used in the cure and prevention of disease and their commercial uses in the household, on the farm and in the industries. To dispense requires education, scientific knowledge and systematic training.

Good buying is the first principle of successful selling. To be a good buyer requires study and thought. If you are buying drugs, you must be familiar with their characteristics and be able to apply tests for purity and strength. It necessitates a systematic record of costs and frequent reference to market reports. You cannot acquire this buying ability by simply giving orders to salesmen, no more than a soda-water clerk can absorb a pharmaceutical education by sleeping on a quiz compend.

The first fundamental to successful selling is a thorough knowledge of what you have to sell. You will pardon me for using a personal illustration but it brings out the point that I wish to emphasize. A lady bought ten cents worth of cream of tartar at a grocery store and used part of it in a favorite recipe. Her product was a failure. She laid the trouble on the cream of tartar and took it back explaining that something was wrong with it. The groceryman after tasting it said that it did taste a little sour and he suspected that it was made out of sour cream. She came to the drug store and called for five cents worth of cream of tartar and as the package was handed her she remarked, "You are sure now that this is not made out of sour cream?" Of course we explained to her satisfaction that she had been misinformed. Here is where the pharmacist can use his professional knowledge to establish confidence. And confidence must be firmly established before you can successfully compete with department stores and ordinary merchants.

The second fundamental in selling is enthusiasm. To have enthusiasm one must have faith in the product. Without this you cannot make the customer feel as you do about what you are trying to sell him. Enthusiasm gives you courage and a desire to excel over competition. It strengthens you in times of discouragement and helps you to overcome conditions that cannot be avoided.

Now the question arises as to what are the commodities pertaining to pharmacy. This I will leave open with the hope that we may have a spirited discussion of this important question. But permit me to say that it is not the greatest variety of things to sell but completeness of stock of what we do sell that counts for good business and an increasing bank account.

True commercial pharmacy is a service profession. It includes cooperation with the physician and shields the lives of men, women, and children, who of themselves have not the knowledge or power to protect their rights in the struggle for health and happiness.

It stands as a great temple imposing in grandeur with its majestic columns of architectural designs adorned with the lily touches of the professional giving it grace, beauty and dignity.

(Applause.)

THE PRESIDENT: Gentlemen, this paper is now open for discussion.

(No discussion.)

CHAIRMAN TARKENTON: We will now have a paper by Mr. H. T. Hicks, of Raleigh, on "Is the Attendance at Most Pharmaceutical Meetings Due to Lack of Interest or Lack of Time?"

IS THE ATTENDANCE AT MOST PHARMACEUTICAL MEETINGS DUE TO LACK OF INTEREST OR LACK OF TIME?

H. T. HICKS, Raleigh

In discussing this subject, let us first consider why people come to these meetings.

I believe it will not be controverted that some come from a sense of duty, for the purpose of helping to keep the machinery of the association in motion—all honor to them.

Many come because they enjoy the comradeship, and fellowship of others in the same and allied lines of business.

Others come, hoping to receive some benefit and instruction from conversations, addresses and papers read (or expected to be read).

All of these reasons are laudable, and it seems to me that we should try to make our meetings more attractive by fostering the fellowship feature, and so make the new members and visitors feel at home, and enjoy themselves and want to come again.

There cannot be as full fellowship and feeling of comradeship when we do not know each other's names and business and town, therefore, I would suggest that badges or tags be provided on which the wearer's name and town or business be marked very plainly at time of registering, and request him to wear it conspicuously around the meeting hall, so everybody will know each other.

The benefits to be derived from papers may be greatly enhanced by giving reasonable time and attention to the reading and discussion of the papers sent in, and not simply read them by title and pass on, as has too frequently been done. How much encouragement is there to a man to spend time and thought, preparing a paper, or series of

experiments, or pharmaceutical when the paper is not read and discussed or note made of it in the proceedings. We cannot print all communication in full, but we can at least give a paragraph to each paper. The writer of each paper is interested in it, and others probably would be interested and pick up some new ideas.

We waste valuable time at beginning of each meeting waiting to get started, and then rush through other more interesting parts, because we are pressed for time. This should be corrected.

I commend the present Committee on papers for their energy and success in securing an attractive series of papers at this meeting—let the good work go on.

(Applause.)

C. C. THOMAS: Mr. President, on this subject. I have been very much interested in this subject ever since I have been a member of this Association. When I was President of the Association, I believe it will go without dispute, that in our meeting at Morehead City we had decidedly the largest membership and attendance the Association has ever known before or since. Well, I believe, as I suggested yesterday, one reason was that we had members in attendance who had never attended before, and I might say that some of those members were roped in at meetings and have been attending ever since. One thing, I think, is necessary to increase the membership, or rather the attendance at these meetings, is to be more discretionary upon the appointment of the members of these committees. Of course, the head workers of the Association would naturally stay for years among the officers that we have, such as the Secretary and the Treasurer. They, of course, have to become acquainted with their offices by terms of experience. But if the members of our committees and delegates to other Associations were selected from the new men that have just been taken into the Association, it would get them to work and make them feel a part of the Association. A little instance comes to my mind that was given me by a noted evangelist some years ago. He was very successful with his preaching

and his converts took active part in religious exercises after he left. He said that he made it a point, when wayfarers or wanderer would come back to the fold, to put them at a position of duty. He told of a traveling man who had never gone to church before, but was induced to attend a meeting and professed religion, so he called on him to pray. The traveling man had never prayed before, but he knelt and began to pray: "Lord bless this and that, and so on," until he got to the close, when he said: "we ask for Christ's sake," and he could not think of that last word that they always used at the end of a prayer, so he swerved around and prayed a lot more. Then he got ready to stop again but couldn't think of his word, so he drifted around and prayed a little longer. Then finally he said it was "time to stop now, Lord. We thank Thee for the blessings and for past favors. Yours very truly, Simms & Co." Now, I am very anxious that the incoming President select his committees from the new men that are elected. Put them to work and I believe next year we will have a larger attendance.

THE PRESIDENT: Any further remarks?

CHAIRMAN TARKENTON: We will have a paper by Mr. Kolb of Winston-Salem. Mr. Welfare will read this paper. The title is "Why Some Pharmacists Do Not Make More Money."

S. E. WELFARE: My name is down on the program but when I received the letter asking me to write a paper I turned it over to my clerk. (Laughter.)

WHY SOME DRUGGISTS DO NOT MAKE MORE MONEY

R. H. KOLB, Winston-Salem

In considering that average druggists like all other professional or business men have chosen their calling principally for financial gain we wonder why some druggists don't make more money. There are many important ways, one or more of which each of us are no doubt not taking advantage of.

The fact that we have a store brings forward the question whether it is located to best serve those who live in our locality or pass our doors. Possibly a move around the corner or across the street, while increasing our rent, would proportionally increase our receipts and would therefore net us a greater profit. Or have we a Broadway store in a neighborhood of small cheap purchasers, or do we try to run an up-to-date pharmacy in a country-store-appearing building in the heart of town? The "two cent" customer would feel out of place in a Broadway store, and Mrs. Aristocracy would not care to enter a "country store" appearing pharmacy.

To get people and their money into our store it must be made attractive. Keep it well lighted, cover up that old post or chimney with attractive mirrors, repaint the smoked up walls and keep things clean. Ladies especially will walk blocks to sit at a clean soda table, drink from a clean glass, and be waited on by clean, courteous clerks.

Don't have cheap clerks. Cheap clerks are like cheap clothes, they will not last long, nor serve you well while they last. One good man will serve our trade better than two careless cheap clerks. Let us employ salesmen that will work for our interests and not for our money alone.

We may sometimes wonder why we get so few new customers. Do we ever ask a stranger to come again or give a lady a sample of a new face cream when she came to purchase a stamp? Courtesies have brought many a dollar into cash drawers. My plan is to get anything for anyone when not in stock and in so doing I teach people to depend on me for their wants.

Advertising is the barometer of success and the successes of such men as Ford, Kellog, and Wannamaker were not won on merit alone. Advertising was an investment for them and their success has been in proportion to the amount of advertising they have done. Show windows are assets which pay a high rate of interest when properly used in displaying profitable goods. We should let no person or package leave our store without some booklet, card, or sample, advertising something we have to sell. Nearly everyone reads the local newspapers. To bring best results we must change our advertisement often and have a regular space for it.

Buy right. Is our inventory satisfactory or are our cash profits represented by unsold merchandise? The enviable reputation of having the best stocked store in town is often bought at a surprisingly high cost. Statistics show that over 90 per cent of all retailers over-buy, but this does not sound so alarming as does the statement that 30 per cent of all retail failures are due to this same cause. Stock must be turned over oftener. As a rule the slight advantage in price accruing from quantity purchases are swallowed up in the inactivity of cash invested. One of the greatest evils that the average druggist must

side-step is that of making profits to buy merchandise instead of selling merchandise to make profits.

With the problems of price cutting, increased salaries to clerks, and the gradual rise in the cost of living and price of drugs, came the demand for new legitimate goods that would bring larger profits. Following this demand for greater profits many co-operative drug concerns were organized offering us lines of non-secret goods on which we could make a living profit. Enemies of these projects, and there are many, contend that these goods are inferior and of little merit. The non-secrecy of formulas, attractive packages, and liberal quantity of goods offered gave the druggist confidence with the result that thousands of retailers have joined one or more of these organizations and are pushing their goods. Some druggists sell a line of goods bearing their own label which brings good profits. This makes a competitor of our neighboring druggist to such an extent that he will do all he can to belittle our products in the eye of his and your customer.

The fact that in union there is strength makes me a believer in co-operation instead of competition. It has been said that "competition is the spice of trade" but is not co-operation the life of trade. Therefore to live, and live well, we must strive to sell profitable goods, always considering quality first. There are still many druggists and their clerks in North Carolina to-day who are recommending secret-formula, or patent goods, costing over the two, four, and eight dollar schedule for no other reason than because the customer knows of them through their extensive advertising and it will take less talking and tact to make the sale.

Let us not continue to be the clearing-house for these over-priced patents that do not net us a living profit. An agency for a reliable co-operative line seems our only financial salvation.

Let ethical and commencial pharmacy go hand in hand by selling non-secret and profitable goods to the satisfaction of our customers and to the financial satisfaction of ourselves.

THE PRESIDENT: Any remarks or discussion on this paper? I would be glad to hear remarks on each paper that is read.

CHAIRMAN TARKENTON: Mr. President, we will now have a paper by Mr. C. C. Seawell on the "Advantages and Disadvantages of Buying in Large Quantities."

ADVANTAGES AND DISADVANTAGES OF BUYING
IN QUANTITIES

C. C. SEAWELL, High Point

To compress into a short paper such as I have attempted to write, the advantages and disadvantages of buying in quantities, has proved a more formidable task than I anticipated with the result that I shall present chiefly the disadvantage of buying in quantities.

There has been considerable discussion in drug journals of buying clubs designed to meet cut-price competition of chain stores. The object of such clubs to buy in quantities in order to obtain a better price; also Mr. Remington tells us in his book, that "being out" of articles regularly called for is the bane of the drug business.

I am of the opinion, however, that buying in quantities does not eliminate the habit of being out; and that the popular notion that chain and department stores can undersell because they buy in quantities is a fallacy.

The commercial agencies tell us that 90 per cent of the retailers in America over-buy. Department and variety stores, as well as dry-goods, haberdashers, and many others are able to reduce their stock and get rid of "stickers" by cutting the price until the goods move. This the retail druggist cannot hope to do. Even the successful cut-rate druggist knows that he cannot unload dead-stock in this way, but with his expenses well in hand and a view to quick sales and advertising value makes his cuts on best sellers.

All of my experience and all the statistics which I have been able to glean show that the retail druggist's stock of merchandise is constantly on the increase. Many a retailer finds that this burden of stock, together with accounts due him from customers, for which he has made no allowance, seriously handicaps his capital; so much so that it is by no means uncommon for him to find difficulty in meeting his bills and impossible for him to discount, although his gross sales are larger than ever before.

But even if our retailer has all the capital that is necessary and more than is necessary, if year after year his inventory shows that he has made four or five thousand dollars and two or three thousand of it is shown in increased stock, he is not getting by half the amount of money out of his business that it can be made to pay.

I cannot but look with growing alarm on the number of agency lines that are coming so rapidly into prominence. In the first place, I like to see the druggist marketing his own preparations. Then there is the evil of counter-prescribing, which these lines undoubtedly encourage; but my serious objection is based on the tendency these lines create to overstock. The old plan of various pharmaceutical houses to force the retailer to buy certain quantities within the year in order

to get on their preferred list did the same thing these lines are doing.

The greatest advantage of buying in small quantities, however, lies in the much discussed and too frequently misunderstood value of turnovers.

Net gains climb when the expenses are cut—the turnovers increased—the totals owing from customers reduced or the gross profits lengthened.

Every man knows that his net gain will be benefitted if he can reduce his expense, but suppose that his expenses are already cut to the last notch. He also knows that to collect some money from customers would help, but this cannot always be accomplished. He cannot very easily lengthen his profits while his competitor across the street is working for a strangle-hold on his business. How then can he widen his profit margin, meet competition and hold his customers? Increased turnovers is the answer of the man with modern ideas of merchandising.

Of course turns may be increased by enlarging daily sales, but getting more orders usually means added expense. If then to simply buy in smaller quantities will increase the turns in your business just as it stands is the plan not worthy of your serious consideration.

I have elaborated a scheme of figures showing how much more is made by buying a given article in dozen or quarter dozen quantities at the regular price with allowance for transportation, than by buying in half gross lots at ten or fifteen per cent discount because of decreased turns. Believing that figures make mighty uninteresting reading, I have omitted them, but I have convinced myself whether I succeed in convincing any one else or not, that any average drug store—unless the manager has a reliable method of determining how quickly his goods move; had better pass up discount and free goods deals every day in the week.

Turnover is the measure of the work each dollar in your business does for you. Don't misunderstand me to say that your profit has nothing to do with it. Certainly you must have a profit! But a great many retailers seem to feel that unless an article is sold at a mark-up exceeding his expense of doing business, the article is handled at a loss,—which doesn't necessarily follow. Your gross profit is ascertained by multiplying your profit on sales by the number of turnovers. You can sell an article at five per cent profit and by making seven turns get a resulting gross profit of thirty-five per cent. The rule is a good one inasmuch as it works both ways. If your money has only yielded half of one turnover your gross profit must be divided by two. This is no unique way of figuring. Many department stores handling yearly sales of half a million or more have a larger percentage of expense than the average retail drug store, which is estimated to be about 24.5 per cent. Their percentage of profit on individual

sales does not account for the fortunes they have accumulated. How do they do it? They are working the entire brains of their organizations on the subject of increased turnovers.

We see a great many laborious and rather unconvincing articles on "my best paying side line." Unconvincing because the author has failed to give his purchase and sales records from which could be computed his turns. He has usually selected his pet line, or his hobby, and "guessed" it was his best paying line, when in nine cases out of ten the best paying line could have been located by finding the line with the greatest number of turnovers.

There are two dangers which might result from buying too close, the danger of being "just out" and the danger of cutting down your assortment. Successful merchants report four known and tried methods of increasing turnovers, namely: finding out the lines that move rapidly, weeding out slow sellers, finding a safe minimum stock limit, and concentrating purchases with a few manufacturers or wholesalers.

With these things in mind then eternal vigilance is the price of liberty. A daily verifying of wants on the want book—making it a criminal offense, punishable by fine or imprisonment or both for any clerk including the proprietor, to fail to enter thereon last sales of articles—a preserved want book, dated and with amounts written on margin—a consistent and persistent going over of stock, are some of the means which enable the careful buyer to keep his minimum stock limit. Alexander the Great was reputed to be able to call each one of his soldiers by name by constant association and application. Alertness and thoroughness, however, are largely a matter of temperament and training. And no matter how you are constituted you cannot stay on your toes all the time. Generally speaking, the man following a guess work policy will be beset by snares and pitfalls. Mr. Sammons, statistician, tells us that retailers go to the sheriff at the rate of thirty a day because they guess!

To buy intelligently it is as necessary to have a system for knowing accurately your demand as it is a record of expense to figure costs.

Few accountants would undertake to systematize your business unless you would agree to keep both a stock and sales record.

I have a plan for a stock record which I believe will render unnecessary an itemized sales record. It consists of a store index in connection with a stock record ledger. An alphabetical index of each article in the store shows its location by lettered sections and numbered shelves as well as ledger page, of stock record. If the store index seems superfluous then a loose-leaf ledger may be used on which is entered an accurate indexed inventory of merchandise—giving each article a portion of a page or column. When a new invoice is checked up each item is posted on this ledger showing the date, the amount pur-

chased and the price. This may seem at first to mean too much work and I have no doubt that the plan is crude. But an average invoice will not contain more than fifty items and its a very small business that does not have more than fifty credits to post on the customers ledger every day.

The larger retail establishments employ a force of book-keepers who are constantly compiling, arranging, condensing, tabulating figures, records of purchases, records of sales, all for one purpose—for the purpose of comparison. Such records as I have briefly outlined would serve this purpose. With no more effort than turning to a customer's account you could find how much of any article you used last month and last year. From it you could figure your system of averages which would become more valuable and more accurate with each succeeding month. With it the retailer could not only locate the fast moving lines, but could know which were the best selling sizes. If he could not succeed in weeding out the slow sellers he could at least prevent any more good money being tied up in them. Having found a definite stock limit he could use the budget system on certain departments and ought to feel jubilant over every safe stock reduction he could make.

The fourth reported method of increasing turnovers—that of concentrating your buying—is only another method of keeping down purchases. It is claimed to be helpful because it eliminates the danger of over buying through duplicating, and that the manufacturers or wholesalers are naturally unusually interested in the retailers who buy heavily from them. That's if they feel they are getting the bulk of the business they will instruct salesmen to assist these retailers and guard them against overstocking. That on the other hand you need not blame the salesman if knowing that you are buying here and there at random, he proceeds to load you up.

He concludes that if he does not, some one else will.

After all, records and systems are valueless if not accompanied by a sufficient degree of moral courage to say, no, when you know that you are properly stocked. What do you think about it, Gentlemen?

Vice-President Tarkenton took the chair at 10:50. The President resumed his place at 11 o'clock.

C. A. RAYSOR: Mr. President, Mr. Seawell has read a very fine paper, but I think I will take issue with him on one thing. Of course what he says is largely true but the average druggists haven't the money to buy in large quantities. Therefore, the smaller quantities appeal to them. But

by his very statement, he wants to keep a record of how the stock goes and, if he can see that there are certain items of stock that move out every four or five months and he has the money to pay, he can buy four or five or six dozen and get 10 per cent discount, then is the time for him to determine whether it is better to buy that quantity or not. Of course, it is up to every man to decide that question for himself. But, if he has the money or can borrow easily and can buy according to his index sheet, if this article sells readily, and he has regular calls for it, that is, if it is salable and a standard preparation, and one he can turn over in three or four months, I think he is silly if he doesn't buy a quantity that will net ten per cent discount more than if he bought half a dozen. I take issue with him there and think it is up to every man in business to see how that stock goes for the six months at least. Then it is his business to do it—to make that ten per cent. It is making ten per cent or even more than that. But Mr. Seawell has a fine paper otherwise, and I approve of it.

THE PRESIDENT: Any further remarks on the paper? Say what you think about it, gentlemen.

CHAIRMAN TARKENTON: We will have a paper from Mr. H. W. Layden on "Reciprocity."

Mr. Layden, after recounting the glorious deeds of our soldiers in the War between the States, and praising Mr. Remington for his work in Pharmacy, strongly advocated reciprocity between the various state boards of pharmacy. He believes the time has come for North Carolina to exchange licenses with other states in order that registered pharmacists living in neighboring states can come here and practice without having to stand an examination.

H. T. HICKS: I would suggest that some of the members of the Board of Pharmacy talk on "Reciprocity."

(Mr. Zoeller was called upon to give his opinion on "Reciprocity.")

E. V. ZOELLER, President of the North Carolina Board of Pharmacy: Of course, the tendency is towards reciprocity today, and it will be eventually that way until the various states can standardize their examinations and requirements. It is becoming more and more so. Anyone who is acquainted with the work of the Board of Pharmacy would see that. It is not going to be many years before reciprocity will be the rule. We only require three years of practical experience in this State and that the candidate be eighteen years of age. One of the main conditions of the reciprocity with other states is that the party be not less than twenty-one years old and have four years' experience. With the amendment that has been passed at this last Legislature I have no doubt that when it is in operation, those States who conform to the same requirements that we have, will have no trouble in recognizing one another. Why reciprocity is not all that it appears to be.

For instance, a number of States have trouble with reciprocity. Tennessee has an examination of a higher standard than one of the states down south. The young men who go to Tennessee and fail on the examinations there, go down to that state further south, take the pharmacy examination, pass, and come back to Tennessee to be registered. The same thing occurred in another adjoining state. We are associate members of the National Association of Boards of Pharmacy, and being associate members of this organization permits us to reciprocate with other states just as soon as we are in a position to do so. We are not active members for the reason already stated.

THE PRESIDENT: Is there any further discussion?

CHAIRMAN TARKENTON: A paper by Mr. J. E. Shell. Subject, "Are You Preparing Satisfactory Help?"

J. E. SHELL: Mr. President, our Vice-President is so modest that he has substituted my paper in the place of his. I'd like to have the Vice-President read his own paper and let me read mine by title.

CHAIRMAN TARKENTON: You had better read your paper first.

ARE YOU PREPARING SATISFACTORY HELP?

J. E. SHELL, Lenoir

So long as we depend upon help to run our stores, (and this cannot be avoided,) just so long must we consider our employment of the small boy, if, we are to secure satisfactory registered help.

Might I not ask, what are we doing in a pharmaceutically patriotic way? Are we using the same efforts to elevate pharmacy and the entered apprentice, (formerly called,) from a patriotic standpoint as we look to the interests of our town and state? or do we overlook the fact that our future help depends upon the training of some one?

That commonplace old adage, "Every tub stands on its own bottom," applies forcibly to the majority of us in this age, for truly we earn all gain, and so soon as we pass away we are forgotten, only by a few, except for some particular accomplishment, so let that be a gem in your pharmaceutical crown, train your help and start every boy you employ so that the man who hires him can see you have given each one a start toward an ambitious qualified pharmacist, and if such is the result, the young man will some day give you the praise, if he is worthy, and if not he can do you no harm, as his influence will be limited.

May I ask further, are the pharmacists today as well educated, trained and qualified as in former years? I fear the tendency is not forward, (and I am not a pessimist) neither do I care to reflect on any young man of today, I speak of the general rule not the exception.

Thus the question arises, is it not the rule today to an extent, "from the soda clerk to the registered pharmacist," rather than "from entered apprentice to licentiate in pharmacy,"? and can we not be the means of this?

You may ask why I use the above expressions, to which I partially explain, the tendency is for the boy to spend a few years at a soda fountain, do some work in a drug store, realize he has spent a few

years at the fountain that he should have at any rate spent alternately in school, therefore he wants to hurry and become registered because he is old enough to do so, and thinks it necessary to take a short course in Pharmacy so as to pass the Board.

I wish to say I am not meaning any reflection on the short course, but want the young men to see the necessity of a full course, and the short course will not be a necessity. Am I not correct in making this last assertion? Consider the age the boy begins working in a drug store at the fountain, the age he registers, and see if such is not the rule, that some of these years should have been spent in a high school. I will grant that this opportunity to work in a drug store in this manner, is to an extent sufficiently fascinating, to make it an excuse for the boy to neglect preparatory school at correct age, and he gains a knowledge of business and an experience so he does not care to re-enter with a much younger crowd in school.

My sympathy is with the young man or boy, who under present conditions and without sufficient finances to pay through College, will attempt to work his way through and equip himself thoroughly as a pharmacist. I would encourage rather than intentionally say ought to prevent him doing so, but I want him to do so in a manner that will make him valuable to himself and employer as well. He is the one to whom I appeal for your personal help and that responsibility be placed upon him.

Impress upon the young man the opportunity to become worth more to themselves, it is the qualified, high priced man who is in demand. Even in times of depression the high salaried man has his salary reduced, the cheap man loses his job, qualify to hold the better position.

Now as to the expression "Entered Apprentice to Licentiate," I mean one who no matter where he starts qualifies himself as he goes, he may have to spend intervals in school and in store alternately, but when he has worked his way up, possibly through school, possibly through literary and pharmaceutical colleges, he not only deserves the credit, but he can command a better salary and a more responsible position, and has practical and experimental qualification sufficient to meet the business requirements. As we have different demands on account of different conditions in business, in competition with cut rate-mail order departments and other channels, there is a lacking if the young man hastens too fast to register and take charge of a store without thoroughly qualifying and mastering the entire profession.

The store in the comparatively small town with a satisfactory amount of business if you will notice, is the reserve fund for help. The store that specializes or departmentizes does not fit many for all around proportioned help, and therefore we sometimes stand aside and question our motive in giving this help from a rather selfish

standpoint—selfishly we feel inclined to allow the other fellow always to fit and prepare our help, but we should be willing to undergo a little missionary work so to speak, for the elevation of pharmacy, and the encouragement of the young men. Another question arises what per cent will take advantage of this help, and what per cent will be disposed to disregard it as any favor. But no matter what undertaking we may begin or upon what condition, there are those who will not see the motive that prompted same, therefore this objection can be met in this undertaking as in all others, there are some worthy cases and some unworthy and experience only can reveal same.

The proposition that confronts us, is not what is the trouble regarding our clerks, but how to qualify them thoroughly, and yet get the service in the mean time, without too much expense and time lost to us. But you say, all of these questions, and all of these admissions are as to our faults. Name some remedy. I contend that, "Direct personal efficiency in training your help," is the only sure solution for desired results.

The day is here when we are more selfish and less inclined to do anything unless we see the results directly benefit us, therefore I have tried to mention some points for consideration so that they may cause us to think some, at any rate, and decide whether we are deceiving ourselves or what at first appearance may seem like false economy, but on the other hand shows itself to be purely a matter of eventual benefit to all, in that mutually we are preparing some young man fully equipped, while some one else is preparing one for us.

If we spend more time in training our help, we do not have to say when we leave home, "I must hurry back to the store, for everything goes wrong when I am away." Such a statement admits that we do things we should not have done, a lack of managerial ability. Take as an example the department store. They often run a drug store, or the chain stores, does the manager of these run the drug store? No; he has competent help. The majority of North Carolina druggists, are prone to make themselves too necessary to his subordinates. Teach them independence, not dependence; give them the petty duties, but see they are well done. You take the larger tasks. Allow the boy or the porter to take the petty jobs that you, I fear, oft times do. Give your better help the important tasks and you look for still greater.

The test of business ability is the measure of executive power, and the man who can command only through his own presence is not a good executive. Put your personal teaching before your clerks so strong that when you are away, you still run your business as if present. As your direct personal efficiency drilling has made them independent, unknowingly they do what you have taught.

(Applause.)

THE PRESIDENT: Any remarks on this paper?

CHAIRMAN TARKENTON: Gentlemen, we have a paper by Mr. P. W. Vaughan on "The Retail Pharmacist and the Traveling Salesman."

P. W. VAUGHAN: I scribbled this paper off late last night between twelve and one o'clock, and I turned it over to a stenographer this morning but she couldn't read my notes very well. However, I will go through it the best way I can. I think this subject has been before the Association on one or two other occasions and it has never been responded to. I accepted this topic because I occupied a position that I thought would enable me to discuss it possibly somewhat intelligently.

THE RETAIL PHARMACIST AND THE
TRAVELING SALESMAN

P. W. VAUGHN, Durham

From the writer's long experience behind the drug counter, and his limited experience on the road as a salesman, he should on the one hand be able to discuss the subject intelligently and on the other not quite so intelligently, but the long experienced druggist from his contact with all kinds of salesmen knows their troubles and trials, and the hard-ships they have to undergo. Before proceeding further with this paper I prefer the name "Representative" or "Traveling Ambassador" in place of "Drummer" or "Salesman." The man on the road should be a true representative of his house, and not merely a seller of goods, or an order-taker. All traveling men know that order-takers are not in demand; but the progressive house wants men who can represent, men who can do this, as well or better than a member of the firm. If a man starts out on the road without having had any business experience, unless he be a diplomat, he will have a hard road to travel for awhile. A great many fail because they do not possess the tact and diplomacy and knowledge of the line represented, so essential to the success of any business. The success of your house, "Gentlemen of the Grip" depends upon you, on your characters, on your qualifications and your standing. These essentials are necessary for the success of your house, and naturally for your success. Men are wanted who can procure business, who can send in orders, and not weather reports. It is absolutely necessary to do the greatest volume of business at the

smallest expense to the house you represent. The maximum amount of the business of the United States is done through representatives, so fellow representatives you play no small part in the commercial industry of this great country. On your shoulders rests in a large measure the success of the manufacturing and jobbing business of this progressive age. It will be well for you to think on these suggestions and represent your house as though it was yours. The men who succeed have to be in consistent touch with their fellow-men. It's get together; it's fraternity and club; it's brotherhood and unity everywhere. Some are more familiar with the price-book than the Bible, some mourn more over lack of orders than their sins, but generally speaking, I don't believe there is a more clean set of men than the traveling men; they are great disseminators of the latest news, and you will find in every room in the prominent hotels a Bible, not placed there by the management, but by the traveling fraternity. Man for man, we can safely depend on the number of this great fraternity of splendid men more than any other calling on earth; they always give the glad hand and carry sunshine in the dark corners.

The retail druggists of North Carolina, and elsewhere, are generally men of education and refinement, well qualified by choice, and *inadvertently* by law to conduct the retail drug business. For the last two or three years I have come in contact with a majority of the retail pharmacists of the two Carolinas, and if any one has treated me discourteously I have never been able to find it out. In South Carolina where I was not known I have received the most gracious cordiality, so characteristic of Southern hospitality. The salesman who calls on the retail pharmacist should always be given as prompt an interview as circumstances will allow, and after the interview should be dismissed in a courteous manner. Promptness at times is very necessary, whether you buy or not, as very often you can assist the representative in making time, as trains do not wait. Sometimes a representative calls on the druggist at an unreasonable hour and this occurs often, other times he calls when his liver is out of order; then again he calls when the druggist has had trouble with the clerk or with the collector of an account, or the porter, the traveling salesman will think he is a grouch, but not so. If there is a set of business men who have troubles of their own and who are entitled to be grouches not from choice, it is the retail druggist. No representative should judge the retail druggist harshly, but should extend to him that courtesy which he deserves. Unless it be necessary to refuse, the North Carolina druggist does and will give an interview to the representative. They do it because it pays, for often the traveling man is in possession of information that will be worth many dollars to you; the two should cooperate along lines that will be beneficial to both.

CHAIRMAN TARKENTON: A paper now by Mr. John L. Henderson of Chapel Hill. The title is "Deterioration of Pharmaceutical Preparations."

J. L. HENDERSON: The full title is "Variability of Digitalis Preparations and Standardization."

VARIABILITY OF DIGITALIS PREPARATIONS AND THEIR
STANDARDIZATION BY BIOCHEMIC METHODS

BY JOHN L. HENDERSON

Though there has been much and extensive work on physiologic testing carried out in laboratories of medical and pharmacologic research, and voluminous records of this work published, the retail pharmacist amidst the swirl of commercial and professional obligations has not given ear to a cause which stands out as one of great practical importance to his profession.

It is to be regretted that this work is limited to scientific laboratories connected with institutions of learning and with manufacturing houses.

Within the scope of this paper it is my purpose to point out certain experimental evidences regarding the biologic assaying of the heart stimulants and more especially as a type of that group its leading member, digitalis. On account of its liability to variations and of its practical importance, it is an especially suitable object for biologic or biochemic testing.

Since Fagge and Stephenson in 1866 attempted to determine the relative activity of several members of the digitalis group by their toxicity to frogs, the subject has been slowly but steadily developed. But not until the past fifteen years and more particularly during the past five years, has drug standardization by biochemic or pharmacodynamic methods been put into actual practice. Gradually, along with the adoption and publication of the National Pharmacopoeia, the organization of the American Pharmaceutical Association, with the object of improving and regulating the drug market, the adoption of the Purity Rubric and of assay processes for galenical preparations by the Pharmacopoeial Convention of 1890, and the Pure Food and Drug Act of June 30, 1906, by which the standards of the Pharmacopoeia were made Law for interstate commerce in drugs and medicines, this branch of pharmacologic work was made necessary. And finally, the scientific interests on the subject was manifested by the Pharmacopoeial Convention of 1910 in recommending that the Revision Committee adopt biochemic methods for standardizing certain preparations of drug not amenable to Chemical Standardization.

Foremost in the group of drugs requiring this method is digitalis. Our chemical knowledge of it is extremely deficient. There has been much work done in isolating its active principles in an effort to assay it chemically. Numerous bodies have been isolated, namely: digitalin, digitopyllin, digitoxin, digitalein, etc. At one time we thought digitalin was the active principle, but now it is thought that digitoxin furnishes its activity. And many attempts have been made to outline a method by which its physiologic strength may be ascertained chemically. But as yet no satisfactory method has been worked out. It is needless to say here that various specimens of digitalis leaves, as well as their preparations, are liable to wide variations in potency. The conditions under which they are grown, the time at which the leaves are collected and the conditions under which they are kept have a distinct influence upon their relative potency. It has been repeatedly stated that only the second-year digitalis leaves should be used, and in recognition of this the Pharmacopoeia prescribes leaves of the second year's growth. Focke, a German investigator, reported, however, when compared with digitalis leaves of the second year, gathered at the time of seeding, that first-year leaves were about 20 per cent more active, although at the time of flowering the order was reversed. I quote from Pettinger:—"Variability in the strength of digitalis leaves has long been a matter of common knowledge, and following as a certain corollary is a greater variability in the pharmacodynamic power and therapeutic usefulness of their preparations." Edmunds and Hale quote Faulkel as having reported a variation of from 100 per cent to 275 per cent in the strength of infusions of digitalis and 100 per cent to 400 per cent in the strength of tinctures of digitalis obtained by him in and around Heidelberg. This shows that the strongest sample of tincture may be four times as potent as the weakest. And many of these variations have come not only from common unstandardized preparations but from preparations which were at one time standardized and have deteriorated with age and unfavorable conditions. Understanding these conditions, we have attempted in the Pharmacologic Laboratories of the University of North Carolina to ascertain evidences by which we might know just exactly the degree of variability in the preparation we see dispensed daily throughout our State. On a number of preparations, namely: tinctures of digitalis obtained from drug stores in several of our North Carolina towns, we made a series of biochemic assays. Type methods for this work were taken from Pettinger's Biochemic Drug Assay Methods which follow:

1. Toxic method in which guinea pigs, frogs, or some of the higher animals are used, the value of the drug or preparation depending upon the amount required to cause the death of the animal. Examples: (a) Reed and Vanderkleed's guinea pig method; (b) Famulner and Lyon's one-hour frog method; (c) Houghton's twelve-hour

frog method; and (d) Hatcher's cat method for the standardization of digitalis.

2. The amount of drug or preparation required to produce some specific effect upon the intact animal. Example: the blood pressure method.

3. The amount required to produce a definite effect on an isolated organ. Example: the perfusion method. To my mind the most accurate and at the same time practical methods for this standardization are the toxic methods, in which the physiological strength of the preparation may be ascertained by the amount required to produce death. Of these, the methods I have used in the work and found to be most practical are Houghton's twelve-hour frog method and Reed and Vanderkleed's guinea pig method.

Houghton's "twelve-hour" Frog Method by which the strength of the drug is determined by finding the minimum amount per gram body-weight necessary to cause the death of the animal within twelve hours, consists in injecting into the abdominal lymph-sac by means of an all-glass syringe or sharp-pointed pipette, a known amount of the prepared solution. With this method many precautions are to be considered. The frogs should be of the same species and of medium size not varying more than five grams in body-weight. They must also be healthy, carefully handled, and kept in wet moss or in laboratory tanks with running water. These tanks should be kept at a temperature of about 15 degrees C. This is an important factor because frogs are very susceptible to heat and die rapidly at ordinary summer temperature while, if the temperature of 10 degrees or 15 degrees C. is maintained, death rarely occurs.

Procedure.—The preparation to be tested is freed from alcohol by evaporation and made up to the original volume by adding 75 per cent Salt Solution. The frogs are weighed and placed in wire baskets which are then placed in a galvanized iron tank partly filled with water, and having hose connection with spigot, so that fresh water may be run in to keep a temperature of about 20 degrees C. This temperature is preferable because it is nearer ordinary room temperature and can more easily be maintained. Having weighed and placed a series of five frogs in this order, the injections are made through the mouth into the abdominal lymph-sacs by means of an all-glass syringe or sharp pointed pipette. First, a series should be injected with the standard preparation (usually a solution of ouabain) to determine the resistance shown by the species of frogs in use. Then, a series should be injected with the preparation to be tested, using 9-10, 10-10, 11-10, 12-10, and 13-10 times the M. L. D. of standard preparation. Then the M. L. D. being the amount per gram body-weight required to produce systolic death of the frog. At the end of twelve hours the results are recorded. The thorax of the dead frogs may be opened

and condition of the heart noted. Contracted ventricles with distended auricles are evidences of death due to digitalis. Then from the recorded results, the strength of the preparation used is easily calculated.

Reed and Vanderkleed's Guinea-pig Method which consists in determining the minimum dose per 250 gram body-weight of guinea-pig that will prove fatal within twenty-four hours when a solution of the drug is subcutaneously injected. To quote Pettinger:—"This is perhaps the most convenient and generally serviceable method of valuating digitalis. The guinea-pig is especially well adapted to assay purposes because of its relative slight variation in susceptibility due to age, sex, temperature, seasons, etc. as compared with the large variation found in frogs."

As taken from Pettinger's Manual, the operation consists of the following:

Apparatus necessary for experiment.—One Hitchens syringe, pipettes graduated in 1-100 c. c., scissors, scales and set of weights.

Animals.—Guinea-pigs in good physical condition and weighing from 180 to 400 grams.

Preparation for experiment.—The guinea-pigs are prepared for the injection by clipping a shaving of hair from about one square inch of the skin over the abdomen, and painting the exposed portion with 5 per cent tincture of iodine. The pigs are then weighed and records kept.

Preparation of Solutions.—If the preparation to be tested is a tincture or fluid extract, it should be freed from the greater part of alcohol by evaporation on the water bath and diluted with normal saline solution to the desired volume. Extracts should be dissolved in a sufficient quantity of a suitable menstrum to render the doses accurately measureable. In all cases the preparation should be sufficiently diluted or concentrated, as the case may be, to make the dose injected measure not less than 5-10 c. c., nor more than 4 c. c.

Method of Injecting.—The injections are given subcutaneously in the abdominal region. The Hitchen's syringe is especially adapted for this work because it allows no possibility of loss while inserting the needle and may be washed with water without being withdrawn.

Pipette the desired dose of the preparation to be injected, into the side arm of the syringe; while holding the syringe with the side arm down, insert the needle as for any hypodermic injection; invert the syringe to allow the liquid to run from the side arm down to the apex; insert rubber bulb into the neck of the syringe and inject liquid by applying pressure to the bulb with the thumb; remove bulb; wash the side arm with about 1 c. c. of water from a wash bottle; rotate syringe several times, replace bulb and inject wash water; massage injected liquid away from the point of injection; withdraw needle.

Actual Standardization consists in injecting into a series of four guinea-pigs 9-10, 10-10, 11-10, and 12-10 of the standard dose of the preparation to be standardized for each 250 gram body-weight of the guinea-pig. The animals are then placed in cages and allowed to remain twenty-four hours; when they are examined and a note made of those living and those which are dead.

The results of this preliminary test, in which the range of dosage is quite wide enables the investigator to form some idea as to the strength of the preparation. Basing the dosage upon these results, other series of guinea-pigs are injected with progressively increasing or decreasing doses, as the case may be still further diminishing the variation between doses, until the smallest amount is found which will prove fatal within twenty-four hours. The probable minimum lethal dose of the preparation, unless it deviates considerably from that of the standard, is generally obtained by one or two series of injections. In order to determine whether or not this is the true M. L. D., this result is checked by carefully injecting a new series of four pigs; two with the smallest dose that was found to kill and two with the largest dose that did not kill. If, however, any of this last series show irregularities, further corrections must be made.

The chart here shown gives a convenient method for recording the data pertaining to experiments. It shows data recorded for one specimen of tincture of digitalis whose minimum lethal dose was found to be 1.57 c. c. This conclusion being reached after the third series had been injected. Then, after thus determining the M. L. D., the relative strength of the preparation under experiment and the standard can be calculated by simple proportion as follows:

The M. L. D. of the unknown preparation—1.57 c. c.

The standard M. L. D. for tincture of digitalis—1 c. c.

Therefore the percentage strength of the unknown would be:

$$\begin{aligned}
 &1.57 : 1. :: 100 : x \\
 &\quad 1 \times 100 \\
 &x = \frac{\quad}{1.57} = 63.6\%
 \end{aligned}$$

This means that the unknown tincture had but 63.6% of the Pharmacologic action it was supposed to have, or by deterioration or improper preparation, it was less than two-thirds as strong as it should have been to occupy its place on the druggists' shelf. By carefully working out and checking the frog and guinea-pig methods, I found the latter much more accurate. In no case with the guinea-pig did I find an error of as much as 10 per cent, though with the frogs much wider variations were noticed. The frog method proved unsatisfactory for several reasons. The difference in resistance shown by the frogs and the season, for at this, the coming summer season, they were dy-

ing rapidly. At a different season, however, this disadvantage might not be met. Then the figures which follow are based on results obtained by use of the guinea-pig method in assaying a number of digitalis tinctures.

| | |
|---|-------|
| Tincture digitalis (unknown age) | 63.6% |
| Tincture digitalis No. 2 (one year old)..... | 66.6% |
| Tincture digitalis No. 3 (from fluid extract).. | 59.9% |
| Tincture digitalis No. 4 (one month old)..... | 85.1% |
| Tincture digitalis No. 5 (very old)..... | 42.5% |

These preparations were taken from representative drug stores in our State and show the variations which actually exist. We never consider, when filling a physician's prescriptions with tincture of digitalis, that the preparation may be half strength or three-fourth strength; but, like the physician, we take it for its face value and expect a definite, physiologic action from a definite volume of the tincture. However, on the part of the druggist this is not ignorance at all; because, though he may not stop to consider it, he knows of the existing variability and also the conditions which bring it about. But with the physician it is different, he knows well and in detail the pharmacologic action of the tincture and for its therapeutic value banks on it as a standard preparation of constant strength. In some cases, though, the good physician specifies standardized tincture, and in every case should be given standardized tincture. Then must we permit inferior preparations of digitalis to remain in our prescription departments?

Recognizing these conditions, are we going to buy from the manufacturer such preparations or are we going to prepare and standardize them in our own drug store laboratories? This brings us to consider the practicability of biochemic assaying. The druggist, usually having an excess of energy, says the only disadvantages are time and equipment. Now, when we term the methods "twelve-hour" or "twenty-four hour" methods, we do not necessarily mean that the experimenter must spend that much time watching the animal under experiment. It is only necessary for him to make the injections and give the animals an occasional passing glance of his attention and then, at the end, record his results. So the element time, which we most often and correctly think of in terms of money, can be considerably discounted. As for equipment necessary, the only piece of apparatus which the druggist may not have in stock is the Hitchen's syringe, and it can be bought for about 30 cents from any laboratory supply house. Frogs and guinea-pigs can be conveniently obtained at a small cost.

Some brother druggists may be antivivisectionists while others may say they can't use their prescription department for a pharmacologic laboratory; and of them I ask by what means other than buying standardized preparations from the manufacturer can they hope to furnish their prescription trade with a worthy and meritorius product?

| No. | Substance | Dose per 25.09 Body Wt. | Dilution | Description | Weight | Actual Dose cc. | Time | Result |
|-----|-----------------------------|-------------------------------|----------|------------------------|--------|-----------------------|-------|-------------------|
| 1 | Tincture Digitalis No. 1 | 9. | None | Black and White | 657 | 2.36 | 11:30 | Alive |
| 2 | " | 1.0 | " | Brown and White | 622 | 2.48 | 11:30 | Alive |
| 3 | " | 1.1 | " | Black with White Nose | 619 | 2.73 | 11:30 | Alive |
| 4 | " | 1.2 | " | White | 510 | 2.45 | 11:30 | Alive |
| 5 | " | 1.3 | " | Brown, Black and White | 582 | 3.03 | 11:30 | Alive |
| 6 | " | 1.4 | " | Black | 450 | 2.52 | 3:30 | Alive |
| 7 | " | 1.5 | " | White and Brown | 424 | 2.55 | 3:30 | Finally Recovered |
| 8 | " | 1.6 | " | Black and White | 375 | 2.40 | 3:30 | Dead |
| 9 | " | 1.7 | " | Brown | 425 | 2.89 | 3:30 | Dead |
| 10 | " | 1.55 | " | Black | 440 | 2.73 | 4:00 | Finally Recovered |
| 11 | " | 1.57 | " | White | 460 | 2.89 | 4:00 | Dead |

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Mr. Raysor took the chair at 11:48.

CHAIRMAN RAYSOR: I see by the program here that we were just about half through the papers. Is it the pleasure of the convention to keep on with the papers—they have been fine—or take up some other business? We cannot possibly get through with them by the time we adjourn.

C. P. GREYER: Mr. Chairman, I know the members would like to hear the paper on "How to Stimulate a Sick Drug Business."

CHAIRMAN TARKENTON: I would like to have my paper printed in the Proceedings. I have two other papers here, one by Mr. Watson that I would like to have Mr. Beard read. It is on "Kodaks and Kodak Supplies, and News Stands for Drug Stores."

THE CHAIRMAN: Mr. Beard will read Mr. Watson's paper.

THE SECRETARY: You will pardon me if I read rather fast.

TWO SIDE LINES

GEO. Y. WATSON, Southport

Great changes have come about in all lines of business and in every profession during the past twenty years. These changes—some of them progressive in different vocations, and some the reverse, have no doubt all been caused by the changes and progress of the years that have passed. Every profession has undergone some changes in this time, until today business is conducted somewhat differently in all of them.

No profession has undergone more complete changes in business conduct than that of Pharmacy. The ways of doing business of the pharmacists of twenty or more years ago would not be an entire success in most localities today. Competition, and cut prices, and reduced profits on all classes of merchandise handled by the druggist, have forced him to add almost an unlimited list of side lines. Articles that we would not handle in a drug store twenty years ago are today found in all up to date pharmacies and are almost the main-stay of our living. It has not been a question of expansion of stock but that of profits that has forced us to add this and that side line in order that we could

derive a little more profit, thereby enabling us to keep up with the increased cost of living. No one regrets more than I do what we might call the "Commercializing of Pharmacy." I believe in practical pharmacy from a professional standpoint but no profession—even the medical, dental, or others, can make a success these days unless they conduct their professional practice in a semi-commercial way.

Now as to side lines—I started out to tell about two of my best side lines—these are, Kodak and photograph supplies, and periodicals, or a news-counter. I will take up first

PHOTOGRAPH SUPPLIES

The first thought is the name of the manufacturer of the line you will handle. We handle Eastman's. It is nationally advertised and is well known the country over. It is not necessary to put in a large stock to begin with. Fifty dollars will easily cover an initial order which can be added to as found necessary. We carry in stock Kodaks or cameras selling at from \$1.00 to \$20.00 and once in a while we run across a customer who has a small camera and wants to invest in a larger and more expensive one. We always have plenty of nicely illustrated catalogues with our imprint on them furnished to us by the manufacturers, and usually give the prospective customer one of these and offer suggestions in regard to the kind and size of camera to invest in, and as an inducement, where the margin of profit will permit, we give a little discount off and a further discount off for cash. This is not allowed on the smaller cameras and Kodaks. Sometimes when the customer desires we allow a reasonable amount for the used camera in exchange for a higher priced one. We handle the different supplies that are necessary for Kodak work, such as developers, fixing powders, printing papers, etc., and find a ready sale for them. If you sell a customer a camera, that customer will make many more trips to your store for films, papers, etc., to work with.

We make frequent window displays of the line, and when we can, include views of local interest taken by amateurs. These window displays are a great help. Once in a while we rent to responsible patrons our lower priced cameras for the day or a few days at a nominal sum. This adds a little to the profit on the camera as well as enabling us to sell a few rolls of films.

Most of our customers do not develop their films. We have the work done for them by a responsible house at a reasonable sum. This saves us the expense and trouble of a dark room, etc., and as the time consumed in sending them off to be finished is only a few days it works very satisfactory. We also get about 20 per cent commision from the house that does the work.

The advertising matter that the manufacturers send out or furnish dealers with is very attractive and will assist greatly in selling the

goods. Some knowledge of the practical working of the cameras and the use of the developers, fixing powders, etc., is necessary, of course, to be able to make satisfactory sales.

The profits on the line is as much if not more than on many other things that we sell—on cameras the discount is 33 1-3 per cent, while on the supplies it is only a little more than 25 per cent with a little extra discount for cash in 30 days. During the past year our sales on this side line have been very satisfactory. I think we have taken in between \$500 and \$1000 on this line alone, which speaks well for this side line in a small town.

PERIODICALS

Most towns have news-stands. In these places a news-counter in a drug store is hardly worth while. About eight years ago there being no news-stands in my home town, we began on a small scale to get a few of the best and most popular weekly and monthly magazines and display them on our cigar show case. From the first the line took and we found a ready sale for them. We have pushed this line during the past several years until today we have the only news-counter in town and are selling all of the leading and most popular magazines and a few papers. We keep a list of regular patrons and make deliveries as the issues come to hand. We have over a hundred periodicals—magazines and papers engaged for daily, weekly and monthly delivery. We carry a full line but keep our orders for each magazine just above our orders for regular delivery, so as to have a few extra over all engaged copies, for strangers and irregular customers.

Although most all the popular magazines are returnable for full credit in from thirty to sixty days, it is only advisable to keep a full but limited stock so as to cut down the expense of postage on returning unsold copies. The return charges by mail is four cents a pound. Sometimes express is less. Occasionally the news-wholesalers send different magazines that you do not order. This is termed "forced shipments." On all of these that you do not dispose of the publisher's agent will allow return charges. The margin of profit on the line is fair. In fact it fully compares with profits on many other articles that we sell in different lines. Periodicals to a great extent sell themselves. We display ours in a revolving display rack in the front part of the store and everybody that comes in usually looks over the magazines. When they see one that they desire they wait on themselves and the clerks in nearly all instances only accept the money. There is no time lost in wrapping up, no twine bill to pay, hence the sale of magazines and periodicals in general is a profitable one for the druggist to handle.

In mentioning periodicals I mean some of the news-papers also. We handle a few daily papers, such as the local papers, and New York

and Philadelphia papers, and have a good demand for them. These, like the magazines are returnable for credit if you cannot dispose of them all. The return postage on the news-papers is less than the magazines because we only have to return the newspaper headings, whereas with the magazines we have to return the entire magazine, and then the percentage of profit on the papers is more than on the magazines.

The publisher's agents furnish us with plenty of subscription catalogues. These are distributed and an effort made to get as many subscriptions for the publications as possible. You can give as low a subscription price in clubs as any house in the country. We take in quite a large number of subscriptions each year. Some for several in a club and others for only one or two magazines. In clubbing several together the customer saves a dollar or two at least, and he can thereby get suitable reading matter for all the family if he desire at a minimum cost. When we send in a subscription we make a record of the name of the customer, name of publications, and date of expiration, so that when the date of expiration draws near we can approach him for a renewal of the order. The discount allowed for renewals is in most all cases the same as for original orders. We have found that it paid to pay attention to this line and keep plenty of the best magazines on display at all times. During the past year we have done especially well with this side line and hope to continue to give it proper attention. We have found that it paid us about as handsomely as the kodak line and requires less time and trouble to dispose of.

If there is any one in our Association that would like to know more of the details in starting either of these side lines, I would be glad to give them what assistance I can.

President Goodman resumed the chair at 12:55.

THE PRESIDENT: Any remarks on this paper?

THE SECRETARY: The Secretary has taken the liberty, at the suggestion of several members, of reciprocating the kind greetings of other Associations by telegraph. At the advice of these members I also sent Mr. Neistlie a telegram thanking him for his contribution.

THE PRESIDENT: We will be glad to have the report of the Membership Committee.

C. D. SEBERRY: Members may also be admitted at any time by making written application to the Secretary, which

must be approved by two (2) members and accompanied by the fee of Five Dollars (\$5.00). Said application to be approved by the Secretary, Treasurer, and Chairman of the Executive Committee, when the membership certificate will be issued. Those members so admitted between June first and January first to be considered as being paid up to May thirty-first of the following year. Those admitted between January first and June first to be considered as being paid up to May thirty-first of the following year. .

G. E. BURWELL: Mr. President, in addition to that I want to make a special point. I think one way to increase the membership, as he says in the report, is to empower the executive committee with authority to approve members and accept members' dues so that these certificates can be issued without delay.

C. P. GREYER: Just a word, Mr. Chairman; this question was brought up yesterday. So we discussed that matter and came to the conclusion that since the different arrangement of holding the examinations of the State Board of Pharmacy in Raleigh all the time, the Executive Committee, whose business it has been to secure new members, does not meet the men that pass the examination, never comes in contact with them. Therefore, they do not have the opportunity to get new members. The newly registered men, many of them, do not come to the Association meetings after they pass the examinations. This explains why the membership has not increased so rapidly during the past two years. By this new method, they could become members any time during the year. Otherwise we can only receive members at our meeting.

THE PRESIDENT: What is your pleasure, gentlemen, regarding the report of the Committee on Membership?

C. P. GREYER: If you will pardon me, we discussed the matter last night, as to whether or not it would be a violation of our Constitution and By-Laws and what resolution would have to be passed to empower the Secretary to issue these certificates and I would like to move that we hear from Mr. Hancock or some one else who is familiar with the rules or by-laws on that point and to have them give the Association some light on it.

F. W. HANCOCK: The by-laws may be amended by a vote of three-fourths of the members present, voting thereon. You can amend the by-laws at any time.

TREASURER BURWELL: Well, now, Mr. President, as Mr. Greyer said, and as our committee reported this morning, we wanted to meet last night and bring this matter up in some shape this morning so that it could be discussed.

C. P. GREYER: I move that the Secretary of the North Carolina Pharmaceutical Association be given permanent instructions from the Association to issue membership certificates any time the Association is not in convention.

THE PRESIDENT: Does that motion have a second? (The motion was duly seconded.) Any further remarks?

P. W. VAUGHAN: I think that would be the best way to do it.

E. L. TARKENTON: I would like to make a motion that we amend the by-laws.

F. W. HANCOCK: You had better get up that in writing.

E. L. TARKENTON: We will just take a few minutes.

H. T. HICKS: Mr. President, I would like to move that this motion be handed in in writing and be voted upon at the next session.

The motion was seconded, the question put, and the President declared the motion carried.

P. W. VAUGHAN: Mr. President, our automobile ride is at one o'clock. We have thirty minutes and I hope you will see that we adjourn promptly at that hour, because we want to be on time. We have two or three engagements for this afternoon and it is thirty minutes now before the hour. And immediately after the adjournment we want a picture taken, and want everybody in that picture. We will assemble across the street. Everything is arranged and ready for us now.

THE PRESIDENT: The next thing in order is the report of delegates to the American Pharmaceutical and other Associations. Anyone present who attended the meetings?

C. P. GREYER: I had the pleasure of attending the meeting of the American Pharmaceutical Association, but was not a delegate. The meeting was a very interesting one, and I am sure that had any of the members here attended they would have enjoyed it very much.

THE PRESIDENT: The Tennessee Association delegates? We would like to hear from them. (No response.) South Carolina Association? (None present.)

P. W. VAUGHAN: Mr. President, I did not go to that convention, although I intended going. I think the Secretary forgot to send my credentials to me in time for the meeting as I fully intended going.

THE SECRETARY: Mr. President, the credentials were sent to the South Carolina Association. I did not send them to him.

P. W. VAUGHAN: Well, isn't it the usual custom to send them to the delegate also?

THE PRESIDENT: Delegates to the Virginia Association? Maryland Association?

I would like to state that if anyone has not registered, we would like them to come forward. Any further business?

THE SECRETARY: Mr. President, I would like to say in reference to the rebate on the tickets, that Mr. Fitzgerald, who is Railroad Commissioner for the two Carolinas and Virginia, advised me that we could only secure reduced rates if there were two hundred members in attendance. This matter was first taken up with Mr. DeButts, of the Southern, and another man of the Seaboard, and both referred me to Mr. Fitzgerald who handles these kinds of matters. We have not two hundred members, certainly not over a hundred and fifty members in attendance, and even those who are here came without getting their certificates when they left home, and they cannot get any refund any way. If our attendance swells this afternoon, which seems unlikely at the present time, until we reach two hundred delegates, then we can get a half of the return fare rebated. Otherwise, "nothing doing."

F. W. HANCOCK: Mr. President, I would like to say in regard to the communication which we received from Dr. McMillan, read by the Secretary this morning, that if Dr. McMillan is eligible to registration, he can become a member of this Association without being a registered pharmacist. The section reads: "Every pharmacist and druggist residing in the State, of good moral standing, who is registered, or who is eligible to registration as a registered pharmacist under the Pharmacy Act of this State, of which satisfactory evidence should be produced, or shown to the Executive Committee, they may become a member of this Association." So Mr. Zoeller was right and I was wrong this morning in my interpretation of that section.

P. W. VAUGHAN: Has the Secretary been instructed on what action to take regarding Dr. McMillan's application?

THE PRESIDENT: No, sir. The Chair will entertain a motion.

C. A. RAYSOR: I move that the Secretary be instructed to write Dr. McMillan that he can become a member of this Association by paying the balance of \$6.00.

THE PRESIDENT: Any further motion? Does this have a second?

The motion was duly seconded, put, and the President declared it carried.

TREASURER BURWELL: Before closing this, I want to say that some of these new members are due to the traveling men's work. Mr. Reinheimer brought in two (2) new applications.

(Applause.)

E. L. TARKENTON: I have two more papers that I don't know whether the Association wishes to hear or not. Shall we read those papers later, or at the next session? One is from William H. Blauvelt—"How Does the Laity Learn the Use of the Newer Synthetic Remedies and the Best Method of Getting the Physician to Prescribe N. F. Preparations." Another from Burney S. Warren,—“Relation of the Physician and Pharmacist.”

P. W. VAUGHAN: I move that you leave these papers off until later. The time is only about fifteen or twenty minutes now. These photographers are ready and we are going to meet tonight, aren't we? We can then call up the extra papers—there are only three or four. I move we dispense with the papers for the present.

The motion was duly seconded, put, and the President declared it carried.

THE PRESIDENT: Any further business?

H. T. HICKS: Mr. President, between doses, I would like to offer the motion that the President next year appoint before the meeting at least one member to speak on each paper

that is read. This, I think, will contribute very materially to the interest and subsequent discussion on that consideration. I believe the Medical Association has something of that kind and believe it would be very good here. At the point where the Chair calls for comments on the paper, let him call up the man who is appointed to speak on it. He can speak two words, or two hundred words if he wishes.

THE PRESIDENT: I think that is a good suggestion.

P. W. VAUGHAN: That is a splendid suggestion.

THE PRESIDENT: I would like to have a second.

The motion was duly seconded, the question put, and the President declared the motion carried.

THE PRESIDENT: Any further business?

J. P. STOWE: I want to offer another suggestion. The Treasurer, Mr. Burwell, says he has a good deal of trouble in collecting money. I want to offer a motion to instruct Mr. Burwell to draw on members who haven't paid, say after two years, and if they don't come across—don't honor the draft—why, then they will be taken off the books. A great many people are not going to turn down a draft. I don't put that as a motion; I make it as a suggestion. I would like to hear the thing discussed. There should be some way of deciding when a man is out and when he is in. After a certain time it seems he should be drawn on or declared not a member.

P. W. VAUGHAN: Mr. President, I think that is a very good suggestion, but I don't think it is worth while to make it as a motion. Mr. Burwell will do all he can to collect the dues by draft, letter, post card, or any other way. It is a very good suggestion, and I am highly in favor of it.

TREASURER BURWELL: I will say that the Treasurer will take that as instruction without further action if so desired.

C. A. RAYSOR: Mr. President, as Chairman of the Committee on the report of the Secretary's address, we find it all correct, but we just want to ask the Secretary, he being here, if he had the power of having the Proceedings printed, and if he did so, in getting the bids, did he get competitive bids. We thought that \$303.00 for the printing of four hundred Proceedings was a little bit high, and would like to know if he got competitive bids and who from, and if that was the lowest, or if he has a regular man to whom he gives this work.

THE SECRETARY: Mr. President, I have been asked about that twice this morning. Year before last I submitted these bids to Edwards & Broughton and Uzzell & Company of Raleigh, and to the Observer Printing Company of Charlotte, and to the Seeman Printery in Durham, and the last was 15 per cent lower than any other bidder. Seeman had been doing the work for a number of years and was very satisfactory, and last year he promised the same rates as the year before, so I accepted his offer without again asking for bids. The thing to do is not to wonder perhaps at the cost of this Proceedings, but to compare our own Proceedings with the Proceedings of other Associations, and then compare the bill for each. I think, Mr. Raysor, that you will find that this work is really done rather cheaply. That is my idea. I will be glad, however, this year to suggest to whoever is elected Secretary, that he get competitive bids on the work.

THE PRESIDENT: What is the further pleasure of the Convention?

F. W. HANCOCK: I move that we adjourn, to meet to-night at 8:00 o'clock.

The motion was duly seconded, the question put, and the President declared an adjournment until 8 o'clock. This at 12:36.

FOURTH SESSION

ELKS' HALL,
June 16, 1915.

The meeting was called to order at 8:55 P. M., a heavy rain storm having delayed the arrival of the members. President Goodman in the Chair.

THE PRESIDENT: The first thing is the election of officers.

C. A. RAYSOR: Mr. President, before you take up the regular election of officers, I would like to get the permission of the convention to elect one officer before the next president comes in. My reason is this: We have as Chairman of the Committee on Papers and Queries one of the best men we have ever had, as is shown by the subjects he has selected and the responses he has gotten from the subjects that he has proposed. We have had some splendid papers here. He is a good man, and I would like to have you elect him—appoint him, for the incoming year, because I believe he will be President and could not appoint himself. I refer to Mr. Tarkenton. I want to make a motion that you appoint him for next year and let him hold dual office, if I have a second for that motion. (Seconded.)

THE PRESIDENT: Gentlemen, you have heard the motion. Are there any remarks?

(The question was put and the President declared the motion carried.)

F. W. HANCOCK: Mr. President, wouldn't it be better to postpone the election of officers and go into other matters for the present, as a great many other members are coming, and probably all would like to take part, and we might have the election a little later.

TREASURER BURWELL: There are committee reports, and more papers to be read.

J. P. COLE: Mr. Chairman, we have a resolution that the first business of this meeting tonight would be the election of officers.

THE PRESIDENT: Before going into that, I take pleasure in naming Mr. Tarkenton Chairman of the Committee on Papers and Queries to continue in office for the next year.

Now, what is your pleasure as to what business we shall take up first?

G. W. WATERS: I move that we have the balance of the papers read first tonight—right now. (The motion was seconded.)

E. L. TARKENTON: Well, we have a resolution here for an amendment to the by-laws to come up before the reading of the papers.

THE PRESIDENT: I will rule that in order then, if there is no objection.

TREASURER BURWELL: Do you want this report now, then?

THE PRESIDENT: Yes, sir.

TREASURER BURWELL: As most of the members are aware, the by-laws in regard to new members read as follows:

Any person eligible to membership may apply in writing with the endorsement of two members in good standing, to any member of the Executive Committee, who shall report his application to said Committee; if after investigating his claims, they shall approve his election, they shall, at the earliest time possible, report his name to the Association, and he may be elected by two-thirds vote of the members present on ballot.

We propose this resolution to supplement that:

Members may also be admitted at any time by making written application to the Secretary, which must be approved by two (2) members

and accompanied by the fee of Five Dollars (\$5.00). Said application to be approved by the Secretary, Treasurer, and Chairman of the Executive Committee, when the membership certificate will be issued. Those members so admitted between June first and January first to be considered as being paid up to May thirty-first of the following year. Those admitted between January first and June first to be considered as being paid up to May thirty-first of the following year.

THE PRESIDENT: Gentlemen, you have heard this amendment. What is your pleasure?

C. A. RAYSOR: I think they all understand that, and I don't think there is any use to discuss it.

THE PRESIDENT: All in favor of that resolution, say "Aye"; opposed, "No." The motion is carried.

TREASURER BURWELL: Right in connection with this membership business that we have been talking about—nothing was said today about any expense that this committee might incur in carrying out the work, such as postage, stationery, and maybe a little stenographic work. Of course the committee will spend no more money than necessary, but I think they ought to be given permission, or authority, to spend a small amount of money to prosecute this work.

C. A. RAYSOR: I think we can very well afford to spend a little money getting new members.

THE PRESIDENT: If there is no objection, I rule that this expense be allowed. I suppose we are ready to proceed with the papers and queries.

CHAIRMAN TARKENTON: We will have a paper from Mr. William H. Blauvelt on "How Does the Laity Learn the Use of the Newer Synthetic Remedies and the Best Methods of Getting the Physicians to Prescribe N. F. Preparations," and I will ask the Secretary to read the paper.

(The Secretary read the paper.)

HOW TO INTEREST THE PHYSICIAN IN THE U. S. P. AND
N. F. PREPARATIONS

WM. H. BLAUVELT

The question, "How to Interest the Physician in the U. S. P. and N. F. Preparations," must of necessity be handled as a sort of an experience meeting. The only way one can get good from it is in telling what has been attempted and the results obtained.

The first essential to getting the physician interested in the U. S. P. and N. F. work is to become thoroughly interested oneself, wonders can be accomplished when one is thoroughly aroused and enthusiastic about any thing. Why then should we be enthusiastic about these preparations?

Because it means more profits, better goods, and enhances the reputation of your store.

I know it is easy to make assertions but harder to give the proof. We have tested these, however, and know whereof we speak. I will give an instance of each.

We have used in our store quite a quantity of Elixir Glycerophosphate of Lime and Soda, were buying it at four dollars a gallon, we found by making it ourselves the cost was two dollars a gallon, saving exactly one half.

Iron and Manganese Peptonate costs \$2.75 in 25 gallon lots, we are making it at \$1.75 a gallon, do not have to keep a large stock on hand and by using Squibb's Iron have a much nicer preparation.

Now as to the better goods, I know that is just the argument used by the large manufacturing houses. Their facilities are so much greater, their experience so much larger that they can make better preparations at less cost than the average druggist and therefore they should be bought and not made.

We are making an Elixir Iron, Quinine, and Strychine. Recently we have been asked by the representatives of four large manufacturing houses to try theirs, but upon seeing a sample of ours they have admitted frankly they could not duplicate it and gave as the reason that to put the material in it the cost would be such they would not be able to sell it, yet ours with the best material does not cost more than it would for us to buy theirs of inferior material.

Then it gives prestige to the druggist who can go to the physician and say these preparations were made in my store, compare them with those made by the pharmaceutical houses. This impresses him with the efficiency of the store and the ability they have to fill prescriptions so that more and more the doctor sends his prescriptions to that store because he feels they will be filled better there than in the other stores.

Believing these things to be true and being willing to try the experiment we started in the work eleven years ago. The first question

was of course how an interest could be awakened. We have a progressive Medical Association in our town holding meetings twice a month. By talking with some of the officers we obtained an invitation to read a paper before said association. The subject was "Why the Physician Should Prescribe U. S. P and N. F. Preparations." The room was crowded and it was gratifying to see the interest awakened, questions came pouring in and before the meeting was over most of those present had pledged themselves to prescribe these preparations.

The interest had been awakened, now how could it be kept up? We began sampling the doctors each month with some one of these preparations, writing a description of each, setting forth what pharmaceutical it would replace, and while the response was immediate, still we did not rest there, for each year some druggist is invited to read a paper before the Medical Association, so the subject is presented afresh by a new man and from another man's viewpoint.

Now as to results. When we began this work 50 per cent of our prescriptions were for proprietaries or partially composed of them. Today 10 per cent would cover it. Then the call over the counter for Gude's Peptomangan (cost \$9.00 a doz.), was a dozen in 2 days; now it is hardly a dozen a month, while we make thirty gallons of N. F. Iron and Manganese Peptonate a year (cost \$1.75 a gallon.) Then the call for preparations of Sharp and Dohme, Wyeth, or Parke Davis and Co., were of constant occurrence, today though occasionally called for, the detail men of any pharmaceutical house will confess that Asheville is one of the hardest towns to work, and the results of their work are very meager.

THE PRESIDENT: Any discussion on this paper?

H. T. HICKS: Mr. President, I want to call attention to one point Mr. Blauvelt made there. He uses superior materials and produces a product fully as good, if not better, both in appearance and in effect. *There* has been the stumbling block of a good many druggists who have attempted to put out a preparation of their own. They did not get up as good looking or as good smelling or as good tasting preparations as the manufacturers, and then expressed their surprise because the physicians did not use it. Another thing. They did not follow up the work. Mr. Blauvelt brings that out. He keeps it up every month, and I think it would be well for all of us to bear this in mind.

C. A. RAYSOR: I want to say right here that one of these preparations is the Elixir of I. Q. & S. phosphates, and it is a beautiful preparation. I showed it to several people, among them one of Sharp & Dohme's men, and he made the statement that it would not hold its color for six months, and the boys in the store bet him it would. They laid a bottle aside, locked it up in a drawer, and gave this man the key, and he was to look it at in a year. A year from the time, this salesman for Sharp & Dohme examined the preparation, and it was the same beautiful color, with no discoloration and no precipitation at all. He said: "Gentlemen, that is better than I can do, and you just go along using that."

THE PRESIDENT: Any further remarks? If not, we will hear the next paper.

CHAIRMAN TARKENTON: I will ask the Secretary to read a paper from Mr. Burney S. Warren on the "Relation of the Physician to Pharmacist."

THE RELATION OF THE PHYSICIAN TO THE PHARMACIST

In attempting to discuss this subject, "The Relation of the Physician to the Pharmacist," I will give you briefly a few of my thoughts along this line.

The physician and the pharmacist are both professional men, and should be looked upon as such by the people among whom they live. The relation of the physician to the pharmacist is indeed a close one. In fact they are so closely allied that neither can exist as professional men without the other. The minute the physician ignores the druggist, and begins to do his own dispensing, right then professionalism ceases to exist, and he is no longer a real practitioner. In doing this, the physician lowers the profession of pharmacy.

The same applies to the pharmacist who ignores the physician, and begins a campaign of counter-prescribing, giving the patient the cheapest product that he carries in stock. As I see it, the physician and the pharmacist should stand shoulder to shoulder, both working for the good and uplift of humanity. In my mind humanity has received no

greater gift than that of the services of real physicians and real pharmacists.

The connecting link, or the real chain that binds the medical profession to the profession of pharmacy is the Prescription. The physician should be extremely careful in writing prescriptions, as I fully believe on this very thing hangs the estimation placed on the physician by the pharmacist. The physician lowers himself in the estimation of the real pharmacist when he hurriedly writes a prescription in a way that the pharmacist must figure it out the best he can. I will state that I believe that fifty per cent of the prescriptions of today are read by the patient. They are asking themselves questions about it. What does this mean? They are beginning to awaken to the fact that scientific knowledge has played no part in its composition.

The full awakening of the lay citizen to the situation will be a sad one for the professions of medicine and pharmacy, unless steps are taken to remedy this present growing tendency toward easy but unscientific administration via the prescription route.

How often have I for purely ethical reasons had to sear my conscience when the patient has asked my opinion of some proprietary called for by the prescriber. This question presents itself. How can I be honest to the prescriber and to the patient also? I can answer it as most druggists would. They would protect the prescriber every time, although it might not be to their credit to do so.

I must state frankly that I believe that in many places the medical profession is undermining pharmacy, instead of upholding the dignity of the profession. A pharmacist's training is intended to fit him accurately and intelligently to fill physicians' prescriptions. Our schools of pharmacy are established for this purpose. But of what value is this chemical or pharmaceutical training, if the physician sends in the bottle, with these directions, "Rebottle et sig"? Why does he not send such an order to the butcher or grocer? Such things as this, fellow pharmacists, have a tendency to lower the physician in my estimation, thereby straining the professional relations between him and me.

I will state further that I believe that the physician should enjoy full confidence in the pharmacist, if the relations are to be beneficial to the community in which they live.

The unethical practice of the prescriber jumping on every new proprietary that comes out, his erroneously and carelessly writing prescriptions, and his accepting rebates from the pharmacist, are the very things that are undermining and eating the very heart out of professional pharmacy.

We have but to look about us, and see the pharmacist finding his scientific training of no value to him, and seeing that the physician does not demand and seemingly does not appreciate the standard and standardized products, and finding that the application of the pure food

and drug tests curtails his profits, and we see why he naturally must turn to side lines as an avenue of profit. Under the present system any one may become a pharmacist, in the sense that they may dispense prescriptions of the "re-bottle, et sig;" type, for that requires no knowledge of scientific principles. The pharmacy of today is far different from what we wish it to be.

There is no man trained in the sciences underlying the practice of pharmacy who does not desire to see real practitioners, and purely ethical drug stores, discarding all patents, and other side lines, and confining their efforts and talents toward ethical medication.

If the physicians would confine their prescriptions to drugs, combinations of drugs, and chemicals endorsed by the U. S. P., National Formulary, and other authorities of this type, you would see ethical drug stores all about you. In a strong co-operation between the physician and the pharmacist, the so-called patent medicine evil will be solved. But so long as the physician ignores standard and standardized products, so long will the pharmacist recommend and sell patents. And there is no reason why he should not.

I long to see the time when the physicians and pharmacists will stand as giant dreadnoughts side by side, guarding the harbors of health, and defying even the submarines of disease and destruction that attempt to enter and destroy humanity. Will this time come? Not until the motto of the physician and the pharmacist is this, "In unity there is strength and power."

Let us combine and work together and minister to the needs of humanity.

C. J. O'H. HORNE: Mr. President, Mr. Warren is from my town and wishes me to extend his greetings to the Association and his regrets that he is unable to be here.

THE PRESIDENT: Any discussion on Mr. Warren's paper.

Mr. Tarkenton, are there any other papers?

Chairman Tarkenton requested that his paper, "How to Stimulate a Sick Drug Business," be read by title and printed in the Proceedings.

HOW TO STIMULATE A SICK DRUG BUSINESS

E. L. TARKENTON, Wilson

I have selected this subject not because I think you will gain in knowledge, but I believe we all should be reminded occasionally of every day occurrences that will help to keep us out of the rut.

Of course all of our drug businesses are not sick, but we have a few, no doubt, that need a good tonic.

Wouldn't you give a great deal to be able to see yourself as you meet other people and see yourself as you appear to them. Why not take an inventory of yourself? Why not credit yourself with all the good qualities you know you are possessed of and charge yourself up with your weaknesses, faults and failures.

If we have faults let's go home and throw them in the waste basket.

A most serious mistake that some of our druggists make is the continual lowering of prices. I believe no other profession indulges in this evil. Our brother physician has had no difficulty in advancing his prices. Why is this? It is because the physicians are well organized, the druggists are not.

If you want to become a slave to your business and get in a rut, don't organize and don't attend the pharmaceutical meetings.

Happy is the man who believes in organization, reads his drug journals, attends the Pharmaceutical Association and believes in the policy of living and letting live.

How are you to know your brother pharmacist and get his ideas and apply them to your business unless you attend our pharmaceutical meetings? We don't have county organizations like the physicians where we could discuss our professional and commercialized ideas, the majority of us stay right in our place of business and we get so narrow that life itself almost becomes monotonous.

In this golden age of opportunity will you not help seek out those that never get out of their place of business and open their eyes to the dawn of a new era.

The business world will soon be one vast laboratory. How are we going to employ our time? Are we going to be alert, watchful, alive to the important activities going on all about us, or will we sleep on?

In the past eight or ten months we have seen some of our most important drugs advance from fifty to five hundred per cent. How did you keep up with the advancing prices? Did you co-operate with your fellow druggist and make a standard price and keep posted as to the changing prices or did you sell at a loss and keep your competitor from advancing?

The up-to-date pharmacy, with its hustling business methods will stand out as a beacon light for future generations of pharmacists.

Our new drug store has quite a different appearance from the old

corner drug store of fifty years ago where the apothecary sat down and waited for business. The old time drug store with its dingy walls and funereal furnishings has gone down oblivion way.

The new druggist has come to feel the needs of a new humanity. We are not living in an age of the past but we are upon the dawn of a new age, and we are inclined to devote ourselves and our time to the commercial part of the drug business more and more.

No matter how deep we get into the tradesman end of the business we should in no wise let the professional end drift away from us.

I have no doubt that we have some druggists in the state who would not care to fill a prescription, who have no love for Pharmacy as a profession.

What we want in our drug store of today is a druggist who stands for higher professional proficiency, with commercial ideas. In this day and time it's impossible to separate the two; we want to combine them and get the "happy medium."

I know, you know, the world knows, that we are not in business to gain distinction as professional men. If we were to open up a drug store and keep surgical supplies, and make all of our pharmaceutical products and do a strictly prescription business perhaps we might feel that we were living up to our ideals of our profession. But how long could we live up to that? Not very long I'll assure you.

What we want is concentrated effort on the part of the druggist to gain the confidence of the physician and the people. To help us do this we must have competent clerks and system in the commercial end and registered pharmacists to fill the physicians' prescriptions.

If some one were to ask you what is the greatest problem in your business of today, no doubt you would say getting good clerks. It is comparatively easy to develop plans and methods, but without clerks of the right sort all of these plans are of no avail. The foundation of our business of today is young men.

If we are going to hold our business and win more trade we must go after it, not wait for it to come to us. Going after business is a long way of saying advertise. Advertising is the best insurance that you can take out on your business. You can buy fire insurance on your stock of goods but no company will issue a policy covering your business. Constant advertising kept up for a number of years gives you something that no firm can take away. If you have advertised and advertised right, hard times will not take that business away from you as it will from the man who gets some trade only because he is there, and has been there, and depends upon that simple fact for business. Don't advertise by spurts. Get in to stay or stay out. If there is one business on earth that a quitter should leave alone it is advertising.

I'm a great believer in advertising and the man who neglects it

will soon find himself with a business that needs not only a tonic three times a day, but one every three hours.

Give your business the best tonic you can find; if you do not know how, get some one to prescribe who has had experience. From my own experience I have found newspapers the best medium to reach the greatest number of people. If you do not want to lose new customers, interest on invested capital in stock unsold, time waiting for customers who do not come, clerk hire for the same period of waiting, dust collecting stock, you will have to advertise.

If you have been slumbering, wake up. Never before in the history of the United States was there such a time and incentive for contemplation.

Climbing to the top in the retail drug business is no commercial joy ride. You can't be saturated all the time with commercialism in your business and expect to get the full beauty of the professional side. You will hear some druggist say "What do I care for the beauty of the professional side just so I am making money."

The modern pharmacist must be both a professional and a business man, he must neglect neither the professional nor the mercantile side. We do not want to slight our profession and be mere tradesmen, neither do we want to slight the mercantile side. We want to grasp every opportunity of serving the public. The druggist who knows exactly what to say to each person who comes into his store has already gained for himself a goodly part of this world's goods.

Mere hard work won't save you in the retail drug business; faithfulness to daily routine duties won't save you. The business battle of today is a battle of ideas and system. Your competitor with money alone will do you no harm; but the competitor with a keen creative brain, who is planning new ideas all the time will make for you a sick drug business.

No pharmacist of today can afford to ignore new ideas, and the most satisfactory way to keep up is to subscribe to three or four good drug journals and attend the North Carolina Pharmaceutical Association and see what your brother druggist is doing.

The pharmacist who makes a success of the retail drug business must feel that pharmacy is his life's work. To have found one's life work, and to be in love with it, carries one a long way toward future reward.

Each year in the United States there are many business failures. Various reasons are given for these. Did the young man when employed at the fountain think seriously of studying Pharmacy, or was it mere fancy or attraction that placed him there? If he had in the beginning analyzed himself and found out his vocation in life he would have been a success. Sorry am I for the young man who chooses for his life's work the wrong vocation.

Day after day young men persist in placing themselves in positions for which, by nature, they are wholly unfitted. Unhappiness spells *Failure* in the drug business. Young men who choose Pharmacy as a profession should be of sound physique. The long hours and close attention to business demanded of the pharmacist is not conducive to good health.

If you enter the drug business and feel that you can put 100 per cent self in your task you can expect to succeed. Success in the drug business means that you must understand yourself; you must know that you are fitted for this vocation.

Mothers and fathers are often to blame for encouraging their sons to enter some profession that spells dismal failure to those unfitted for it. No one knows better than the boy himself what his future career should be. In all professions, not only pharmacy, young men should select their profession according to natural endowments, and when they reach years of discretion if they have found their right calling, they should be very happy. There is no luck in the retail drug business, it is pluck and the right man in the right place.

Are we not drifting into too much extravagance for the good of our profession? Are we not setting a bad example for the future generation of pharmacists. Not only do I believe this is so in North Carolina but in every state. Right through North Carolina you will find in drug stores a prescription room scarcely large enough to turn around in, glance at the front and you will find it fitted up with mahogany fixtures and an onyx soda fountain trimmed in gold; with perhaps \$15,000 invested, \$10,000 in fixtures and fountain, and \$5,000 in stock. I would rather have \$5,000 in fixtures and \$10,000 in stock with plenty of good night and day advertising and good clerks, who are interested in their work and can carry a smile and "thank you."

Confidence of the people and the physician is what we want and how can we expect to gain this if we turn our store into an eating house, and our prescription department into a social gathering place? If you want to make a sick drug business encourage loafing behind your prescription counter.

If you want to get business and hold it give the people quick delivery service, and in every package going out of your store let your name be represented, not on "cure all" advertising, but on seasonable slips advertising your own preparations and the professional side of your business. By all means have a slogan of some kind.

I know of no better lesson for a young man engaged in the drug business than doing favors. To have a growing business you must have for yourself and clerks, exercise and rest, study and laughter, work and recreation.

Decide to get the most out of your drug business by watching leaks. A clerk who gives 2 oz. Pepsi-Cola or Coca-Cola cuts your profit in

half; a clerk who gives 16½ oz. of a 50 cents pound of an article throws away 1 1-2 cents. You will never be in a position to figure your loss if your clerk wants to gain in popularity at your fountain at the proprietor's expense.

You will never make a big success in your business, you will never have as much fun as you might have, you will never make the money you are entitled to, and you will always be a number 2 if not a 23, unless you love your work and cultivate a happy disposition. If your business fits you you are happy, and you can get better service from your clerks.

With a past behind us, from which we have learned many good lessons, let us press on toward future opportunities and greater achievements. We will soon belong to the spirit of the New Age. We have always been considered the child of Europe but the time is at hand for the child to become the father. The wreckers are now at work in Europe; the preparers, America, must conceive and preserve the plan of the new standard. We must take advantage of the times by making the days yield larger sales and larger profits.

Let us not dream out the new age, let us not be lost in the romance of our business, but with untiring energy and persistent endeavor, let us have this in mind to uplift the drug business to such a standard that, in the future, a young man will be proud to admit that he has chosen as his life work the profession of Pharmacy.

THE SECRETARY: I have received a letter from P. A. Mandabach, Secretary and Treasurer of the National Association of Drug Clerks, and he has asked if I would read a paper for him at this meeting. If I have permission to do so, I will.

THE PRESIDENT: Yes, sir.

(The Secretary read the paper.)

PROSTITUTED SUBSTITUTION

BY P. A. MANDABACH, *Secretary-Treasurer*

To the North Carolina Pharmaceutical Association in Convention Assembled:

In the work of the field men of the National Association of Drug Clerks some of the most lamentable things have been discovered during the past three or four years within the sphere of pharmacy relative to substitution and piracy which embraces some of the most common and nationally advertised commodities and products sold over the drug

counter. Because of these conditions it is the purpose of this article to again call the attention of the druggists and drug clerks of this State to the great wrong that is being done daily to many of the legitimate manufacturers within the sphere of medicine and pharmacy, a wrong which we term "Prostituted Substitution."

Legitimate and reliable manufacturers are spending thousands of dollars to drive the American public directly into the retail drug stores of today. Through this national publicity they have won the admiration and confidence of the buying public. Through this publicity they have made the patent and proprietary line of the retail drug store of today more profitable, as they are constantly advertising their products at a given price. The druggist in many instances, in the face of all of this, is guilty of prostituting his own business by selling many of these articles for much less than what the manufacturer has advertised them for.

As a rule the customer comes with 25 cents or 50 cents or even \$1.00, fully expecting to pay this price for the specific article called for through the publicity that has been given this special or particular preparation. Yet many druggists prostitute their very life's work by selling this article for 17, 34, or 69 to 71 cents. Again, there are many who attempt substitution of inferior products when specifically advertised and legitimate preparations are called for. They do so with a view of increasing their profits. They never stop to consider the wrong that is being done the legitimate manufacturer in an act of this kind. Through their greed and avarice for increased profit they lose sight of the detriment to themselves of work of this character. They do not consider the loss of the confidence of this customer in trying to change the customers' fixed mind.

A close analysis of the practice of this "prostituted substitution," as we may legally and justly call it, will show any well reasoning druggist and clerk at first glance that it is a serious and dangerous practice, as hundreds of customers have allowed the dealer to accomplish his ends the first time—but what of the second and future ones? The customer, in many instances is silent; he leaves the store with an unsatisfactory purchase, he leaves it with a question of doubt in his mind as regards to the honesty of intent and purpose of this druggist, he questions the efficacy or value of the preparation for which it is indicated or for which it has been purchased. This within itself invariably brings failure of the product producing the proper results, as the customer is skeptical from the start and he naturally looks forward to greater results than what the product could give.

This now means what? It means that the customer becomes a walking delegate in condemnation of this particular druggist and his method of doing business. He goes out among his friends and relatives telling them not to go to this particular store because they cannot

secure what they want; that this particular store invariably and always has something "Just as good." He tells them that the druggist does not respect the opinions of his customers—all of which means a great financial loss to any store. It means that no man with a sane, sound mind or good judgment could be found who would practice this "prostituted substitution." It is sincerely hoped that there is none within the fold of the National Association of Drug Clerks who are guilty.

In taking up this matter we of course acknowledge that there are thousands of customers entering the retail drug stores of today who are not fixed in their minds for the purchase of preparations and specific remedies, and in cases of this character the druggist has the legitimate right to sell his own products, but in covering the matter in question and in acknowledgement of these latter conditions we are not including calls of this character under any consideration when we speak of "prostituted substitution," but we refer, as stated before, to down outright piracy and dishonesty which is all that you can call an act of this character, taking your own interest into consideration from a just and honorable standpoint as well as that of the other fellow.

THE PRESIDENT: Gentlemen, are you ready for the election of officers—the next thing in order?

J. P. COLE: Mr. President, I would like to ask if there is very much "cutting" going on among the druggists in the State?

THE PRESIDENT: We would like to hear from any one on that subject. It is a very important one.

GEO. MATTON: Mr. President, along that line I would like to say that the profession of pharmacy is honorable and just as respectable as any other profession, and anything that can elevate and improve this profession, we would like to hear about. One way of doing that is by cultivating and improving. Every druggist should resolve at the beginning of the year that his service and quality will be of the best and make a great effort to keep his resolution, and if he makes a great effort in that direction, giving service and quality, I think the other end will take care of itself. Now, there are two other elements that are demoralizing and affecting the business—and it is getting worse every day.

That is price cutting and coupon giving. Now, I have had some occasion to look up the matter of coupons. They are giving a coupon on the sale of everything from a tooth brush to an automobile or a piano, and for my own protection I have had some idea of putting such a system on and investigating a little bit, thinking possibly there was some law in the State covering that matter. So I wrote the Attorney General and he referred the matter to the State Treasurer, and I received a letter yesterday morning stating that there was such a law on the Statute Books and he quoted, I think, Statute 51, S., 1915, in which there is a tax on an individual of \$25.00 State, \$25.00 County, and whatever the City chose to impose. I, of course, at once turned it down. I had no contract but other towns are getting that system and to protect our business I think it well for the Association to go on record opposing such coupon-giving, rate-cutting, or anything of that kind, and I just throw this out for others to contemplate. They tell me that there is a tax in the State upon coupon giving.

C. A. RAYSOR: Right along that line, I think the Merchants' Association of the State is already on record and doing all it can to keep not only the druggists but all other classes of merchants from any kind of rebating system, such as giving out checks. Of course they can't prevent them from doing it, but they can discourage them, but as Mr. Matton says, there is a tax on it, and if a merchant insists on giving them out, his competitors will do the same thing, and all they can do is to see that these taxes are imposed. I don't think any merchant would give out coupons if taxed \$25.00 for the State and \$25.00 County and as much as the City will put on. Wherever it springs up in any town, if they will just interest the Retail Merchants' Association, that will, or ought to, cure it.

J. P. COLE: It has been just a few days since I read an editorial in one of our papers giving a report of several states throughout the West that had put a tax on coupons of any description to the extent of \$1,000.00 a year. This article went on to say how detrimental to the retail business of every description coupon-giving is, and how it has grown to be such a detriment that the legislatures over the country have put a tax of \$1,000.00 on each particular dealer who gives coupons, and in those states—Iowa is one of them—the coupon system has been entirely abolished by legislation. Last winter we made a little effort along that line, but we couldn't get them interested, and I would like to see this Association go on record as being opposed to anything of that kind, for the reason that at each session the legislature is going to be petitioned from one section and another to bring about legislation against this coupon business. It has started. In several of the states they have already voted on it, and it will be here next year.

E. W. O'HANLON: As I understand the coupon proposition, to pass that kind of resolution here and petition the Legislature, there are several people that might easily pay that tax which would give them still a great leverage over the average merchant. I think it is one of the worst things in the country, but there are tobacco stores, cigar stores, etc., that might afford to pay a thousand dollars easily to have a monopoly coupon business.

J. P. COLE: I didn't mean to intimate that every man who does these things is a mean man; I only wanted to bring the matter up for discussion. I think it is proper to discuss these matters.

THE PRESIDENT: Any further discussion on that topic?

C. C. SEAWELL: I thought you wanted to pass a resolu-

tion to discourage and condemn the practice of giving coupons.

The motion was duly seconded.

C. C. SEAWELL: I would like to make a motion that the Association go on record as condemning this practice.

C. A. RAYSOR: It is purely a commercial matter. I don't see what good end would be gained by it. The Retail Merchants' Association can take it up as Mr. Greyer suggested.

F. W. HANCOCK: I believe that it would be unseemly now for this Association to go on record in a matter of that kind.

THE PRESIDENT: There is a motion before the house and it has a second. Any further discussion? If not, Mr. Matton, will you state your motion again, please, sir?

G. A. MATTON: That this Association go on record as discouraging the use of rate cutting and coupon giving, as it tends to demoralize the trade and does handicap competition and is not a strictly legitimate method to attract trade—to discourage the giving of coupons and cutting of rates.

The motion was duly seconded, the question put, and the President declared the motion carried.

THE PRESIDENT: Gentlemen, new officers must be elected.

J. P. STOWE: I nominate Mr. E. L. Tarkenton for President for the coming year.

The nomination was seconded by C. A. Raysor.

THE PRESIDENT: How shall you vote, gentlemen, by ballot or acclamation?

C. A. RAYSOR: I move that the nominations be closed and that the Secretary be directed to cast the ballot.

THE PRESIDENT: You have heard the motion; all in favor say "Aye."

The President declared the motion carried.

THE PRESIDENT: Mr. Secretary, cast the vote of the Association.

THE SECRETARY: The Secretary takes pleasure in casting the ballot of this Association for the election of Mr. Tarkenton for the office of President for the ensuing year.

THE PRESIDENT: First Vice-President.

F. W. HANCOCK: Mr. President, I rise to place in nomination Mr. Edward G. Birdsong of Raleigh for First Vice-President, and move that the Secretary cast the vote in the affirmative.

The motion was duly seconded, the question put, and the President declared the motion carried.

THE PRESIDENT: Mr. Secretary, cast the vote of the entire Association for Mr. Birdsong.

THE SECRETARY: The Secretary takes pleasure in casting the ballot of this Association for the election of Mr. E. G. Birdsong for the office of First Vice-President for the ensuing year.

THE PRESIDENT: Second Vice-President?

P. W. VAUGHAN: Mr. President, I would like to place in nomination Mr. G. A. Matton, of High Point.

J. P. COLE: I take pleasure in seconding the nomination.

H. T. HICKS: Mr. President, I am delighted to vote for Mr. Matton, but I would like to know why the custom of advancing the Third Vice-President should be changed.

E. G. BIRDSONG: Mr. President, the Third Vice-Presi-

dent is slated for another job. That is the reason his name wasn't mentioned.

THE PRESIDENT: You have heard the nomination of Mr. Matton for Second Vice-President. Any other nominations.

F. W. HANCOCK: Mr. President, I move that the Secretary cast the vote for Matton for Second Vice-President. The motion was carried.

THE PRESIDENT: Mr. Secretary will you cast the ballot?

THE SECRETARY: The Secretary takes pleasure in casting the ballot of this Association for the election of Mr. Matton for the office of Second Vice-President for the ensuing year.

THE PRESIDENT: The next is Third Vice-President.

E. W. O'HANLON: Mr. President, I rise to place in nomination Mr. Sam Welfare, of Winston-Salem, for Third Vice-President.

The nomination was seconded by I. W. Rose.

THE PRESIDENT: All in favor say "Aye." The motion is carried. The Secretary will cast the vote of the Association and place it on record.

THE SECRETARY: The Secretary takes pleasure in casting the ballot of this Association for Mr. S. E. Welfare for the office of Third Vice-President of this Association for the succeeding year.

THE PRESIDENT: The next is Secretary:

S. E. WELFARE: Mr. President, I move we retain the present Secretary, Mr. J. G. Beard.

The motion was seconded.

A MEMBER: I move the nominations be closed and the President cast the ballot.

THE PRESIDENT: The motion is carried. It gives me great pleasure to cast the vote of this Association for Mr. J. G. Beard, of Chapel Hill, as Secretary for the ensuing year.

THE PRESIDENT: Treasurer?

C. P. GREYER: Mr. President, I nominate Mr. G. E. Burwell of Charlotte as Treasurer for the ensuing year.

The nomination was seconded.

THE PRESIDENT: Any other nominations? (None.) All in favor say "Aye." (The motion was declared carried.) The Secretary will cast the vote.

THE SECRETARY: The Secretary takes pleasure in casting the ballot of this Association for the election of Mr. G. E. Burwell for the office of Treasurer of this Association for the ensuing year.

THE PRESIDENT: Nominations are in order for the members of the Executive Committee?

TREASURER BURWELL: Our old chairman has served faithfully and well, and while he says he doesn't want it—in fact he says he won't have it—I don't think we can do better than to re-elect Mr. Sedberry, whether he wants it or not.

C. D. SEDBERRY: I hope you won't do anything like that. For ten or fifteen years I have not missed a meeting, but I really think it is due you to let the younger crowd come in and shoulder some of the work and have an opportunity. And I really can't serve. I am much obliged.

C. A. RAYSOR: I nominate Mr. Hicks.

A MEMBER: I nominate Mr. C. L. Hayward.

E. L. TARKENTON: I nominate Mr. Carter.

These nominations were duly seconded.

THE PRESIDENT: You might as well prepare your ballots.

C. D. SEDBERRY: Have five been nominated? I will be glad to nominate Mr. Charles O'Hagan Horne.

The nomination was seconded.

THE PRESIDENT: Is it the pleasure of the Association to vote on all five members of the Executive Committee at once? What is the custom?

H. T. HICKS: Is there another Mr. Hicks? If someone nominated me, I thank them for the honor, but really I couldn't allow my name to go before the Association, as I have had several offices and am getting to be an old man, having been before the Board just thirty years ago.

C. A. RAYSOR: I beg leave to withdraw my nomination. The four highest will be voted on.

THE SECRETARY: Mr. President, we have but three names since Mr. Raysor withdrew the nomination of Mr. Hicks.

E. G. BIRDSONG: I nominate Mr. P. A. Lee of Dunn. That makes the fourth man.

THE PRESIDENT: Mr. Secretary, please read the names that you have.

C. J. O'H. HORNE: Well, Mr. President, I would like to withdraw mine.

THE PRESIDENT: Sit down, sir. (Laughter.)

THE SECRETARY: The names that I have here now are Mr. Haywood, Mr. Carter, Mr. Horne, and Mr. Lee.

G. E. BURWELL: Well, you have four names now.

J. E. SHELL: I move that the Secretary cast the vote of the Association for those four men whose names have just been read as members of the Executive Committee.

The motion was seconded, the question put, and the President declared the motion carried.

THE PRESIDENT: Mr. Secretary.

THE SECRETARY: The Secretary takes pleasure in casting the ballot of this Association for the election of Mr. Haywood, Mr. Carter, Mr. Horne, and Mr. Lee as members of the Executive Committee of this Association for the ensuing year.

Mr. President, the first name on my list is Mr. Haywood. That would naturally mean that he is chairman. Am I correct?

J. E. SHELL: I think that Committee has the right to elect its chairman.

C. A. RAYSOR: Ordinarily the first man is supposed to be the Chairman of the Committee.

F. W. HANCOCK: It has been the precedent for years that the first man named be chairman. Of course, if you don't want that, the Committee has a right to select some one else.

THE PRESIDENT: I think that we are not ready to elect a local secretary.

F. W. HANCOCK: No. We ought to select the place of meeting first.

THE PRESIDENT: The next in order is the election of a member on the Board of Pharmacy.

E. G. BIRDSONG: Mr. President, I would like to put in nomination Mr. C. P. Greyer of Morganton. (Applause.)

The motion was seconded.

THE PRESIDENT: Are there any any other nominations?

E. G. BIRDSONG: I move that the nominations be closed—that Mr. Greyer be voted on by acclamation.

The motion was carried.

THE PRESIDENT: The Secretary will cast the ballot.

THE SECRETARY: The Secretary takes pleasure in casting the ballot of this Association for the election of Mr. C. P. Greyer of Morganton, to fill a vacancy on the Board of Pharmacy for the next five years.

THE PRESIDENT: The next is the selection of time and place of next meeting. That committee is composed of J. P. Stowe, H. T. Hicks, W. H. Justus. Is the committee ready to report?

J. P. STOWE: Mr. President, the Committee on Time and Place of Next Meeting recommends the seaside resort of Wrightsville. (Applause.) Mr. Raysor offered us a number of inducements to come up to Asheville. We all wanted to go and I am sure everybody here wants to go, and we want to insist on Mr. Raysor doing that same thing next year so that we can go up there in the year 1917. I would like to ask every member here to impress on Mr. Raysor's mind that when we say good-bye, we are coming up there in 1917. Next year, Wrightsville is what we recommend.

F. W. HANCOCK: I'd like to substitute for Wrightsville, Morehead City. I think we could get some advantages from Morehead City we don't get at Wrightsville. We have good fishing, and good sailing, which we don't get at Wrightsville. Now, Mr. President, I am willing to go anywhere, but I think we would have a larger crowd at Morehead, and I would like to substitute Morehead City for Wrightsville.

C. A. RAYSOR: Mr. President, I am not willing to take the recommendation of the Committee on Time and Place, and I want to substitute for Mr. Hancock's motion that the Committee recommend Asheville. The Board of Trade has sent you a telegram asking you to meet there. Several of the druggists have sent you telegrams, the Mayor of the

Town has sent you a telegram, the manager of Grove Park Inn has sent you a telegram, asking you to meet there, and I ask you to meet there. And I have a meeting place already picked out at the Langren Hotel. They will give you as nice a room as you have here at one dollar a day, with bath for a dollar and a half. They have a large meeting place, a dance hall that has windows all around—if you were meeting up there tonight you would have to take your overcoats along because it would be so cool, and I believe (laughter)—I believe the Langren, being centrally located would be a fine place to meet. I have no authority for this statement, but I believe it can be arranged, and believe Mr. Seeley would have said so if I could have talked with him before,—I feel sure Dr. Grove and Mr. Seeley, having the finest resort hotel in the country at Asheville, would take great pleasure in giving a complimentary banquet to the retail druggists of North Carolina, and I almost feel sure in offering that, but I don't do it. If *they* don't, I believe the retail druggists of Asheville will do that thing anyhow, but I feel pretty safe in making that statement. Anyhow, we want you to come. You have these telegrams.

You have not received a telegram from any man in Wrightsville asking you to come. You have been entertained here so pleasantly and nicely that I think you would hesitate to start off to some place where you haven't been invited, and I want to insist on your making this change to Asheville. (Applause.)

H. T. HICKS: Mr. President, I have here a telegram from the President of the Chamber of Commerce of Raleigh, saying: "Please invite pharmacists in the name of the Chamber of Commerce to meet in Raleigh next year, and aid us in every possible way in securing this convention." I didn't read this before the committee announced its recom-

mendations because I was on the committee, and also for the reason that it has been decided some years ago that we would meet one year at the seashore, one year in the mountains, and one year in the middle of the State. Last year, in the mountains; this year in the middle of the State, and I felt that next year would be in due course for us to go to the seashore, giving each and everybody a chance to take a choice—sea, middle of the State, and mountains, when the time comes around. If you decide that there is a deadlock between the other places, we would like to have you in Raleigh, but for the reason that I have just stated, I think it is time to go to *Wrightsville*.

C. C. THOMAS: Mr. President, I have never believed in going to a place where you are not invited. We have not been invited to *Wrightsville*, *Winston*, *Morehead City*, but we have been invited to *Asheville*.

F. W. HANCOCK: You are invited to *Morehead City*.

C. C. THOMAS (continuing): *Asheville* is ideal. You have all been there and, I believe, we will get greater entertainment there and have the best time we can have anywhere in *North Carolina*. The druggist wants a little recreation, and what is there that braces you more than good, pure, mountain air, especially during the summer time? You have been down to *Morehead City*, you have been to *Wrightsville*, and you fought sand flies and mosquitoes the whole time. You only get off once a year, I believe, and the time we go is rather uncomfortable down at the seashore, for we generally go when the moon is either hid, or it is raining, and we don't get much sailing or much fishing. We are either too early, or too late, or the fish have gone, but at *Asheville*, gentlemen, it is pretty the whole year—in summer, simply beautiful! And Mr. Raysor has more offers this time than

we have ever had, and I think we will make a great mistake if we go elsewhere.

J. E. SHELL: Mr. President, do you think it is necessary for me to say I am a mountaineer? I look it, and I take sides with Mr. Raysor as I want to go to the mountains, but next year I want to go to *Wrightsville*. Between that time I hope my good friend, Mr. Raysor, will see *Doctor Grove*, and see if he is going to give us that banquet. (Laughter.)

F. W. HANCOCK: Mr. President, I think I could safely withdraw *Morehead City*. The matter has been left with me, and I withdraw *Morehead City* in favor of *Wrightsville*.

(Applause.)

C. A. RAYSOR: Mr. President I just want to rise and ask the man who proposed *Wrightsville* to withdraw in favor of *Asheville*. We have no fishing in *Asheville*, but lots of breezes and lots of mountains, and can give you a fine time, and hope you will come.

THE PRESIDENT: If there are no further nominations, prepare your ballots.

Here ballot slips were distributed, collected, and count taken.

MR. WATERS: Mr. President, *Wrightsville* received 22 votes; *Asheville* received 17; total 39.

THE PRESIDENT: I will declare *Wrightsville* the place of next meeting. I suppose the date will have to be voted on—should be the next thing in order.

C. A. RAYSOR: I move the second week in June.

J. P. STOWE: Mr. President, I suggest we consult the almanac, find out how the moon will be, and we will have good fishing.

C. A. RAYSOR: I move that it be the second week in June

next year—Tuesday, Wednesday, and Thursday—just like this year. The 13th, 14th, and 15th of June.

The motion was seconded.

J. P. STOWE: I would like to make it the third week in June. Generally those hotels open up about the first of June. Now, after the first of July they are too crowded for a convention. Any time up to the first of July, and in the third week in June there is more doing than in the second week. Wrightsville has grown to be quite a place.

A MEMBER: How about the fourth week?

A MEMBER: I think that does not in any way interfere with the Board of Pharmacy, who hold their examinations usually about the second week in June. And it is customary always for the Association to meet just after.

THE SECRETARY: Mr. President, I would like to second Mr. Stowe's motion that we have the meeting the third week in June.

C. A. RAYSOR: The reason I suggested the second week was that the mountaineers like to get down to the seashore as early in the summer as is possible, and if we wait too late in the summer we will not all be able to be there. There are a few who will try to go even in July.

Mr. Raysor's motion was seconded, that the dates be the 13th, 14th, and 15th of June next year.

THE PRESIDENT: You have two dates to vote upon. How shall you vote?

C. D. SEDBERRY: Mr. President, we met once at either Wrightsville or Morehead City and went there so early we were the only people there and nearly froze to death. Most people that go to our meeting when we have it on the coast like to go in the surf, and if we go too early, we can't go in the water. That is a fact.

C. A. RAYSOR: The hotels open the first of June and you all know the first is the best, and if you go the first week in June you will have a big crowd from the mountains. The middle-state people and the seashore people can go any time. They go all the time, and I insist on my motion.

THE PRESIDENT: What is your pleasure—standing vote, rising vote, or ballot?

J. P. STOWE: I thoroughly appreciate why Mr. Raysor wants it at that time, because I know how it is up in their country, taking summer visitors, but he might slip off later.

C. A. RAYSOR: Oh, I am going if you have it in July, just to be there with you.

J. P. STOWE (continuing): But I really believe everybody will have a much better time the third week on account of the different amusements installed there that won't be there the second week. Besides that, you are likely to find the weather better. I have been there early in June and have struck some pretty cold weather. In fact, I was once there with an oil stove in the second week in June. You know the thing is pretty well under way the third week.

C. A. RAYSOR: Mr. Stowe's reasoning is so compelling that I withdraw my time.

THE PRESIDENT: All in favor of meeting the third week in June on Tuesday, will say "Aye"; opposed, "No." The motion is carried.

THE PRESIDENT: The next will be the Local Secretary.

C. A. RAYSOR: I nominate Mr. Watson of Southport. The motion was seconded.

F. W. HANCOCK: Wouldn't it be better to have someone in Wilmington, nearer there? I would suggest Mr. D. A. Elvington, who has attended a number of our meetings, and is a member of the Association.

G. E. BURWELL: That is a big job for one man. Why not appoint two?

F. W. HANCOCK: Any other you would suggest? I have no special one.

C. D. SEDBERRY: I move we appoint Mr. William Neistlie.

F. W. HANCOCK: I will substitute Mr. Neistlie in place of Mr. Elvington.

C. D. SEDBERRY: I would rather you have both of them. I will tell you why. Mr. Elvington is a new man and thoroughly enjoyed the last few meetings he attended and is taking a great deal of interest in pharmacy, and I think the two together would be fine.

G. E. BURWELL: For this reason, too. Mr. Elvington is a young man and Mr. Neistlie an old man, and the combination would be very nice in arranging the program. I would suggest Mr. Neistlie and Mr. Elvington. Mr. Neistlie first. I believe that is really the best arrangement.

C. A. RAYSOR: It is a very embarrassing situation. It looks as if we are going to a place we are not invited and asking people to become local secretaries that are not attending meetings, and we usually select those who have written papers here every year and have come most of the time. I suppose it is all right.

C. D. SEDBERRY: Another thing, don't forget that the Traveling Men will propose to do something too. We are still alive. We will try to make it interesting.

J. E. SHELL: The Traveling Men told me they had a \$75.00 start already.

THE SECRETARY: In view of the fact that we are not allowed but one local secretary, I should like to put it forth

as a suggestion that the Traveling Men's Auxiliary elect their own local secretary, and let that local secretary and our own local secretary combine their efforts and both together will do the work.

C. D. SEDBERRY: That wouldn't work very well for this reason. It is hardly necessary to have two gentlemen on this case. All they have to do will possibly be to make arrangements with the hotel for our coming, get rates, railroad rates possibly, and rates at the hotel. Just whoever was appointed would be expected to look out for it.

THE PRESIDENT: Will somebody please tell me where we stand now?

F. W. HANCOCK: I would like to make a motion placing Mr. D. A. Elvington in nomination as Local Secretary, and move that the Secretary be instructed to cast the ballot of this Association.

There being no discussion, the President put the question and declared the motion carried.

THE PRESIDENT: Mr. Secretary?

THE SECRETARY: The Secretary takes pleasure in casting the ballot of this Association for the election of Mr. D. A. Elvington, of Wilmington, as Local Secretary for the 1916 meeting of this Association.

H. T. HICKS: Now, Mr. President, while we are talking about the Traveling Men's Auxiliary, I wish to say it might be in order to offer a resolution of thanks for their assistance and interest in past, present, and future meetings.

Motion was seconded by Mr. Raysor. A rising vote was taken and every one stood up.

THE PRESIDENT: The motion seems to have carried without further count.

C. A. RAYSOR: Let me make one more resolution of thanks, especially to the Local Secretary of this meeting, and to the citizens and druggists of Durham, for the elegant entertainment that they have given us. You know Mr. Vaughan was very insistent upon the convention coming to Durham. He said he would give us a whole lot of things that none of us believed, but we have come here and seen, and found that all he said was true, and we certainly do appreciate it. I want this Association to go on record as thanking the City of Durham and its local men.

F. W. HANCOCK: May I not second that motion and ask that we vote on it by rising?

The motion was duly carried.

J. E. SHELL: Mr. President, we have a little confliction in our list of members, and I think it would be well to make a change. I have two resolutions, one regarding that, and one regarding another matter.

"Whereas, the North Carolina Pharmaceutical Association, in order to show courtesy to the Traveling Men, recognizing the Traveling Men's Auxiliary to the Association, and recommending continuance of the same: Therefore be it resolved that that part of Article 3, Section 7 of the By-Laws, referring to Traveling Men being made Associate Members, be stricken out as the 'Auxiliary Members' covers the same." That is only to get their names as members of the Auxiliary instead of as Associate Members.

The other is this:

"Whereas, the North Carolina Pharmaceutical Association recognizes the National Formulary as standard authority, and discusses same at its meetings, and further recommends the encouragement of the use of these preparations by physicians: Therefore be it resolved that the code of ethics,

Article 1, line 1, be amended to read United States Pharmacopœa and National Formulary.”

THE PRESIDENT: Gentlemen, you have heard the resolutions.

F. W. HANCOCK: Would that change the Constitution or By-Laws?

J. E. SHELL: The By-Laws.

C. D. SEDBERRY: Do you mind reading that in regard to Traveling Men again?

(Mr. Shell read again the resolution.)

C. D. SEDBERRY: We have labored very much and very hard to get the traveling men to join our Auxiliary. Not all the traveling men who call on druggists are members of our Auxiliary. We cannot persuade them to come in for different reasons, just as we cannot get some pharmacists to join the North Carolina Pharmaceutical Association. If you were to take in a traveling man as an associate member, that would not make him a member of the Auxiliary because we have dues that he would have to pay.

J. E. SHELL: It wouldn't cut a single man out that is in there.

THE PRESIDENT: What is your pleasure in regard to these resolutions?

(The matter was temporarily dropped.)

THE SECRETARY: Mr. President, during this little intermission I want to announce that eighty members are registered at this meeting, with twelve others who are not members.

P. W. VAUGHAN: I would like to know how many were present, including all that were here—including everybody who came. Have you that list?

THE SECRETARY: This register here includes the names of those who have been in the hall at one time or another, and there are eighty of them.

THE PRESIDENT: Any further business?

F. W. HANCOCK: While we are waiting here I would like to state that I sent a telegram to Mr. Bailey at Greensboro early last evening. And this afternoon I found a notice from the Western Union stating that the message was not delivered,—that they could not find him in Greensboro. I wanted to make that statement to show that I really complied with the request of the Association and sent a telegram. While I'm on my feet I want to offer the following resolution if it meets with the approval of the Association in reply to a letter which we received—a communication from the Inspector under the Federal Act. The resolution is this: "Resolved that we, the members of the North Carolina Pharmaceutical Association, now in session, put ourselves on record as protesting against the sale of paregoric, Batemen's drops, Godfrey's Cordial, and similar weak opium preparations for any purpose other than legitimate medicinal use. We further protest against the same being done by the general dealers."

B. S. BARNES: Mr. President, I have the Auditing Committee's report. Are you ready for it?

We, your Auditing Committee, have carefully examined the books and vouchers of the Secretary and Treasurer of the North Carolina Board of Pharmacy, and find them correct.

BEN S. BARNES,
D. L. BOONE,
SAM E. WELFARE.

(Mr. Tarkenton took the chair at 10:25 P. M.)

E. L. TARKENTON: What shall we do with the Auditing Committee's report?

W. H. JUSTUS: I move that we take it and file it with the Secretary—the usual course. The Committee on the President's Address is ready to report. We haven't a written report, but we are unanimous in approving it. There is only one thing we have to suggest—we think the President ought to be reimbursed for what money he spent in his trip to Washington. There was some little expense in telegraphing and traveling expenses, and we think he ought to be reimbursed for the outlay.

(The Association unanimously voted to reimburse President Goodman for his expenses.)

E. W. O'HANLON: Mr. Chairman, with permission, I would like Mr. Hancock to explain to the Association—I guess it would benefit some of them—how a druggist can fill a prescription for alcohol for drug purposes. It used to be a very legitimate matter.

F. W. HANCOCK: You can get a license from the Government, but under the Prohibition Act you can't sell it. And you couldn't sell it on any prescription unless you can denature it.

E. W. O'HANLON: Well, how would you denature it?

F. W. HANCOCK: The Government furnishes a list of the substances you can use for denaturing purposes, and I would be very glad to send this list to anybody in this District, or the Western District. If you write the Collector of Internal Revenue, he will be very glad to send you the list.

A MEMBER: Mr. Hancock, how about witch-hazel and half alcohol; is that permissible?

F. W. HANCOCK: The Government holds that none of those preparations can be sold unless they are combined with other preparations that make them so they cannot be used as beverages.

R. A. McDUFFIE: Mr. Chairman, if there is nothing else before the house, I would like to make a motion that the Association go on record as endorsing the *Carolina Journal of Pharmacy*, and recommend every druggist in the State to subscribe for that Journal.

The motion was seconded, the question put by the Chairman, and the motion declared carried.

W. W. HORNE: Mr. Chairman, I would like to second Mr. Shell's motion in regard to the change in the By-Laws. I think as he does that traveling men are covered by that part of the By-Laws he proposes to strike out. A great many traveling men come to the meetings and are regular members of this Association, and of the Traveling Men's Auxiliary, and I second the motion he made that the By-Laws be amended.

The question was put and the Chairman declared the motion carried.

This resolution reads as follows:

"Whereas, the North Carolina Pharmaceutical Association, in order to show courtesy to the traveling men, have recognized the Traveling Men's Auxiliary, and recommend the continuance of the same. Therefore be it resolved that that part of Article 3, Section 7, of the By-Laws, referring to Associate Members be stricken out, as the Auxiliary Membership covers the point."

W. W. HORNE: Mr. Chairman, I would like to ask Mr. Hancock if the Government license runs out the last day of this month. After that time, do you have to take out a Government license to sell alcohol that is denatured on prescription?

F. W. HANCOCK: No.

S. E. WELFARE: But you can sell denatured alcohol?

F. W. HANCOCK: You can; yes, sir.

W. W. HORNE: I don't know whether a move is ready or not, but a doctor may write for denatured alcohol and one druggist may use one formula, and another may use another formula, and there is an awful lot of mix-up. I would like to see a committee appointed to have a uniform method, and, if necessary, I would like to make a motion that the President be empowered to get from the Internal Revenue Office some formula that could be standardized so that all druggists would be giving the same thing.

The motion was seconded and carried.

R. A. McDUFFIE: Mr. Chairman, I would like to state in behalf of the *Carolina Journal of Pharmacy* that we wish every druggist in the State to feel he is part owner. The *Journal* is published in Chapel Hill for the druggists of the State, and we want every druggist to have a vital interest in the magazine, and if he has anything of interest to the other druggists, such as personal formulas, we would be glad for him to send it in and have it published. I would like to ask you gentlemen to go back home and "boost" our *Journal*, and get every druggist to send in a subscription of fifty cents a year. We would appreciate this very much.

THE CHAIRMAN: I think, gentlemen, if we could formulate some plan by which they could send this *Journal* to every pharmacist in North Carolina, it would be a good plan—to members of the North Carolina Pharmaceutical Association, anyway, even though the members of this Association have donated. I would like to have some expressions from some of the members.

R. A. McDUFFIE: Mr. Chairman, the plan is to publish this *Journal* quarterly, and the first issue is just out. We sent a copy to each druggist listed in the Proceedings of this Association, and I think every one of them has that copy.

G. E. BURWELL: I would like to ask if the *Journal* is going to give a complete write-up of the Association meeting in the next issue?

R. A. McDUFFIE: Yes.

G. E. BURWELL: I don't mean like our Proceedings, but a good report of it in your next issue. If you do, it would be worth something to the Association to get it in the hands of all registered druggists, and it is possible the Association might be willing to aid in getting it out. That's why I asked the question. What I am getting at is this. To try to impress the men who don't come to the meetings with the fact that they are missing something by not coming, and make them feel they ought to be here, not so much from the standpoint of the Association, but to make them feel they are missing something themselves.

C. A. RAYSOR: That is not a bad suggestion, and also let us hope that the papers read here will be published. It will be a fine thing.

E. V. HOWELL: Mr. Chairman, may I say a word about this *Journal*? This *Journal* is gotten out by the students in the Department of Pharmacy, or rather, members of the William Simpson Pharmaceutical Society, and this Society is run by the students. They meet and read papers every Saturday night during the session. This year it has been particularly active. The head of the Chemistry Department delivered a lecture to the Society, and the Professor of Organic Chemistry, and the Professor of Law, delivered lectures. That is, we have lectures within the departments,—exchange lectures within the University. I am particularly proud of this *Journal*. The first issue is exclusively the work of the members of the William Simpson Pharmaceutical Society of the University, assisted by Mr. Beard, who has it in charge. They inaugurated it, initiated it, and are pushing it. We

hope to try to make it a medium of exchange between the druggists of the State.

Now in regard to the papers that you just brought up, I don't know that it will be necessary to publish those in this *Journal*, as they will be in the Proceedings, except certain little things that we would like to stress in the *Journal*. Of course our main thing now is to work to get a sufficient number of subscriptions so as to get the lower second class mailing rates. We sent out one to every druggist in the State, but they won't allow that as bona fide subscriptions. That is why we are so keen after numbers so as to revise our mailing list. The *Journal* will be financed on the revenue from subscriptions, plus advertisements of certain kinds that we want to have.

F. W. HANCOCK: I would like to express personally my appreciation of the work that is being done by these young men at the University of the State of North Carolina, and all that haven't subscribed to this *Journal* at this meeting, I am sure that these gentlemen would be glad to have you do so tonight, or before you leave.

THE SECRETARY: Mr. Chairman, may I say just a word about this *Journal*? We seem to talk right much about it, but as I said in my report, it is my purpose and it is the purpose of the Society that is editing the *Journal* to always have the welfare of this Association at heart, and we intend always to push this Association's interests in every way that we possibly can. While we are talking co-operation from the standpoint of giving your subscriptions, I want to emphasize what Mr. McDuffie said—that every one consider this to be his own *Journal*, and you ought to assist the editorial board by sending in local items and papers that you feel would be of interest, any kind of papers, and if you can help out in any way along the line of contributing articles, we will appreciate it more than we would your fifty cents.

F. W. HANCOCK: I rise to ask for information. Is it the intention of this Association to adjourn tonight sine die? If so, I have my report here—the Legislative Committee's report. It is in a somewhat rough state, but I can give it, and if the Association is not to adjourn tonight,—I mean sine die—I would be very glad to hold this over until tomorrow.

G. E. BURWELL: Mr. President, I know personally there are quite a number of gentlemen present tonight who will not be here tomorrow. They are compelled to leave on the night train, or very early morning train. I believe we had better stay here and get through with this business than to have a morning session only half attended.

THE PRESIDENT: What is the will of the Association?

P. W. VAUGHAN: Mr. President, remember that we have a visit to the tobacco factories tomorrow which will be very interesting to the members here. It will pay them to stay over and see the sights. If you will kindly find how many of them will stay over, we would like to know. If there are not enough, it will hardly be worth while to open the factories.

C. D. SEDBERRY: The program announces this visit at 2:30 tomorrow afternoon. Couldn't we go in the morning?

P. W. VAUGHAN: We could do it in the morning at 9:00 o'clock or 10:00 o'clock. We want to decide tonight whether we are going through or not, because we have to let the management know at what hour to expect us. They want to make a little preparation and have their men in charge of the different parties to show them around. If you decide to go, you will find it very interesting and every man here would enjoy it. You can make it tomorrow at 10:00 o'clock if you get through the work tonight, provided there is a sufficient number.

H. R. GOODALL, President of the Peabody Drug Company, Durham: Mr. Chairman, it seems to me we can finish the business of the convention tonight. There seems very little more of it to transact, then those of us who can, stay and take the trip over the factories.

J. E. SHELL:

Having carefully gone over the books of Mr. G. E. Burwell, Treasurer, we find his records of receipts and disbursements carefully kept, and same are correct.

Respectfully submitted,

J. E. SHELL, *Chairman*,
C. J. O'H. HORNE,
J. L. HENDERSON,
Committee.

THE PRESIDENT: What shall we do with this report?

It was moved and seconded that the Treasurer's report be accepted.

THE PRESIDENT: Is it the pleasure of the organization to hear Mr. Hancock's report tonight, or wait until the morning?

MR. HORNE: I move that we hear it tonight.

The motion was duly seconded, put, and the President declared the motion carried.

Mr. Hancock then presented his report.

REPORT OF LEGISLATIVE COMMITTEE

Durham, N. C. June 16, 1915.

To the Members of the North Carolina Pharmaceutical Association:

Your Legislative Committee takes pleasure in submitting the following report:

Pursuant to the resolution passed at the meeting held last year at Hendersonville, your committee met at Raleigh on January 14, 1915, for the purpose of drafting a Bill to be introduced into the Legislature then in session and of using our best efforts to have it enacted into law.

All the members of the Committee were present except I. W. Rose of Rocky Mount and C. B. Miller of Goldsboro.

After a thorough discussion by the members of the Committee as to the best Bill to be drafted and presented to the Legislature—the only difference of opinion among the members being as to whether or not the Bill should embody two grades of licenses—Mr. E. V. Zoeller made the following motion:

That the Chairman of this Legislative Committee communicate at once with the Secretary of the Association and urge him to carry out, immediately, the motion of Mr. E. G. Birdsong passed at the Hendersonville meeting, printed on page 103 of the Proceedings of that meeting, and that as soon as these Resolutions have been mailed to every licensed Pharmacist in the State, the Chairman of this Legislative Committee be hereby instructed to have introduced in the Legislature a Bill embodying the instructions of the Association and that he and his Associates make earnest and diligent effort to secure the passage of said Bill.

Mr. W. W. Horne offered as a substitute the following:

Whereas it appears to the Legislative Committee that an attempt to secure the passage of the Pharmacy Bill embodying the two grades license feature might defeat all efforts to procure legislation, at this time, for advanced requirements, the Committee favor the passage of the following Bill:

SECTION 1. That section four thousand four hundred and eighty of the Revisal of nineteen hundred and five be stricken out and the following inserted in lieu thereof:

"SECTION 14. That in order to become licensed as a pharmacist, within the meaning of this act, an applicant shall be not less than twenty-one years of age, he shall present to the Board of Pharmacy satisfactory evidence that he has had four years of experience in pharmacy under the instruction of a licensed pharmacist, and that he is a graduate of a reputable school or college of pharmacy; and he shall also pass a satisfactory examination of the Board of Pharmacy: *Provided, however,* that the actual time of attendance at a reputable school or college of pharmacy, not to exceed two years, may be deducted from the time of experience required."

SECTION 2. That the provisions of this act shall not affect any one now licensed as a pharmacist or who may become licensed before January, nineteen hundred and seventeen.

And that the chairman of this Legislative Committee have said Bill printed and three copies thereof sent to every licensed Druggist in the State with a circular letter requesting that they write their representatives in the General Assembly asking their support in the passage of said Bill.

A vote being taken, the substitute was agreed upon by the following members of the Committee: W. W. Horne, J. P. Stowe, Rawley Gallo-way and F. W. Hancock, Messrs. Zoeller and Birdsong voting for the Zoeller motion.

After the said Bill is drafted the Chairman of this Legislative Committee is requested to have the same introduced in the Legislature and the Committee to do all in its power to secure the passage of said Bill.

The chairman of the Committee in carrying out the above instructions had 3,000 copies of the proposed Bill printed with 1,000 circular letters of explanation—sending 3 copies of the Bill and one of the letter to every registered pharmacist in the State.

The Bill was introduced in the Senate by Senator Giles of McDowell County and in the House by Representative Brummitt of Granville, and was referred to the joint committees on Education of the Senate and the House. After the hearing by the Committees we were given, unanimously, a favorable report upon the Bill, only making one slight amendment thereto—namely, that it was not to go into effect until January 1, 1918.

When the Bill came up in the House, Representative T. N. Hall of Redell offered an amendment that the word graduation be stricken from it. This was fought by us through Representative Brummitt and our other friends in that body, but the Hall Amendment passed by a vote of 55 to 37 and the Bill was tabled.

Through the efforts of Representative Hall the Bill was taken from the table and a substitute Bill offered in place thereof. This latter passed both the House and Senate. We are especially indebted to Senator F. P. Hobgood, Jr., of Guilford for its passage in the Senate.

The following is the Bill which passed and which goes into effect January 1, 1918:

AN ACT TO AMEND CHAPTER NINETY-FIVE OF THE RE-VISAL OF ONE THOUSAND NINE HUNDRED AND FIVE, RELATING TO PHARMACISTS.

The General Assembly of North Carolina do enact:

SECTION 1. That section four thousand four hundred and eighty of the Revisal of one thousand nine hundred and five be stricken out and the following inserted in lieu thereof:

“SECTION 14. That in order to become licensed as a pharmacist, within the meaning of this act, an applicant shall be not less than twenty-one years of age, he shall present to the board of pharmacy satisfactory evidence that he has had four years of experience in pharmacy under the instruction of a licensed pharmacist, and that he has attended a reputable school or college of pharmacy or medicine for

not less than nine months and he shall also pass a satisfactory examination of the board of pharmacy; Provided, however, that the actual time of attendance at a reputable school or college of pharmacy, not to exceed two years, may be deducted from the time of experience required.

SEC. 2. That the provisions of this act shall not affect any one now licensed as a pharmacist or who may become licensed before January, one thousand nine hundred and eighteen.

SEC. 3. That this act shall be in force from and after January first, one thousand nine hundred and eighteen.

In the General Assembly read three times and ratified this the 8th day of March, 1915.

The following Bill letting down the bars in regard to the sale of narcotic drugs was introduced by Dr. A. A. Kent of Lenoir, Representative from Caldwell County:

A BILL ENTITLED "AN ACT TO AMEND CHAPTER 77 GENERAL LAWS SESSION OF 1907, RELATING TO THE SALE OF NARCOTICS.

The General Assembly of North Carolina do enact:

SECTION 1. That section 1 of Chapter 77 of the Public Laws of the session of 1907 be and the same is hereby amended as follows: Strike out the words "Opium, morphine and heroine" in line three; and that section 2 be amended by inserting in line 10 after the word "being" and before the word "provided", the words "and it shall be unlawful for any person, firm or corporation to sell, give away or furnish any of the foregoing substances for the use of any person known to be a habitual user of the foregoing substances."

SEC. 2. This act shall be in force from and after its ratification.

This Bill was referred to the House Committee on Health, and through the efforts of your Committee was defeated.

The Joint Committees on Finance, of the Senate and the House, reported, recommending that a professional tax of \$5.00 be levied upon every registered Druggist in the State.

We bitterly opposed this tax and issued a circular letter to the Druggists throughout the state, showing the various taxes they were now paying and asking them to send, *at once*, letters and telegrams to their Senators requesting them to oppose its passage into Law, the House having already passed it as included in the Revenue Act, in spite of our earnest protest.

The Senate struck it out of the Revenue Act when that Bill came to them and when it was referred to the Conference Committees of both Houses it was left off. Your Committee by this work saved the licensed Druggists of the state \$5,000 annually for two years, making a total saving of \$10,000.

We did everything in our power to have stricken out of the Prohibition Bill those sections which required each druggist of the State, before being able to order grain alcohol for manufacturing purposes to apply to the Clerk of the Superior Court, in the County in which he is located, for an order from him, paying 50 cents therefor, said order to be sent to the wholesale druggist and pasted on the container in order that the said alcohol may be shipped in the state. It was impossible to get this stricken out of the Bill, but we did succeed in getting the fee reduced from 75 to 50 cents.

The Sections referred to are as follows:

SEC. 10. That manufacturers of medicine, duly licensed physicians, hospitals, dental surgeons, college, university, and State laboratories and druggists may make written application to the clerk of the superior court of the county for a permit to receive by transportation by a common carrier grain alcohol intended to be used for surgical purposes and in compounding, mixing, or preserving medicines and medical preparations. Such permit shall then be granted by the clerk or his duly appointed deputy, who shall affix the seal of his office thereto, and said permit shall contain the name of the applicant to whom the shipment is to be delivered, the place from which the shipment is to be made, the amount to be shipped, and the date of the granting of the permit. The said permit shall be executed in duplicate. The original shall be delivered to the applicant to be sent by him to the shipper, to be pasted on the outside of the package containing alcohol.

SEC. 11. That a permit, issued as above, when attached to and plainly affixed in a conspicuous place to any package or parcel containing grain alcohol transported within this State shall authorize any common carrier within the State to transport the package or parcel to which such permit is attached or affixed, containing only alcohol mentioned in said permit, and to deliver the same to the person, firm, or corporation to which such permit was issued.

SEC. 12. That the duplicate copy of said permit, together with the application therefor, as hereinbefore provided shall be filed in the office of the clerk of the superior court chronologically and alphabetically with regard to the name of the applicant, and the application and permit shall at all times be subject to the inspection of any citizen or officer of the State, county, or municipality; and for his services the clerk of the superior court shall be entitled to a fee of fifty cents, to be paid by the applicant.

SEC. 13. That any person, firm, or corporation violating any of the provisions of this act shall be guilty of a misdemeanor.

We thought it unwise just at this time to ask for any appropriation.

Respectfully submitted,

F. W. HANCOCK,

Chairman, Legislative Committee.

(Applause.)

THE PRESIDENT: What shall we do with Mr. Hancock's report?

It was moved and seconded that the report be accepted and the motion was carried.

It was also moved and seconded that a rising vote of thanks be given to Mr. Hancock.

E. G. BIRDSONG: I want to bring up the matter about the badges. I make a motion that these badges be procured from the funds of the Association. It seems proper that each one shall have a badge at the next convention. I suggest that a committee be appointed to secure them.

The motion was duly seconded and carried.

C. P. GREYER: Mr. Chairman, if there is nothing before the house, Mr. Vaughan is very anxious to know how many will stay over to go through the rest of the entertainment that the local committee has provided, and I think it is a matter of courtesy due the local committee on entertainment that this Association have a short session in the morning for the installation of officers and finishing up of business which will only take a few minutes, and then go through the tobacco factories. Mr. Vaughan, you do not see any use in having a short session tomorrow?

THE PRESIDENT: All in favor of staying over will please rise.

A MEMBER: The rising number looks to me too few—about twelve.

P. W. VAUGHAN: I don't quite understand it either.

A MEMBER: Mr. President, you know you can leave here tomorrow afternoon and go anywhere by leaving at five, six, or eight. You can go in any direction, and you won't be delayed much. And you will enjoy this visit to the factories, and special souvenirs have been made for this very occasion.

I think you had one phase of that by the souvenir from Liggett & Myers, and I think the other people also have a souvenir prepared for each one in the party.

A MEMBER: Mr. Chairman, I would like to ask Mr. Vaughan if it would be possible to go through the factories in the morning?

P. W. VAUGHAN: Yes; at ten o'clock. It was on the program for two-thirty or three, but we can go at ten o'clock. It would suit the management of the two factories to have us at any hour we may designate. Ten o'clock would be all right, I should think.

MR. GOODALL: These factories are very glad to have us all go through because we handle their goods and they want to show us the way their products are made. I make a motion that we meet at nine tomorrow morning and see what number we can secure who will go through the factories between nine-thirty and twelve o'clock. It will take about two hours to go through both factories. I will say here that I have been through one within the past week, and it is certainly interesting.

The motion was duly seconded and carried.

It was moved and seconded that an adjournment be taken.

E. G. BIRDSONG: Just a minute, please. I have been noticing Mr. Beard and Mr. Burwell all the time they have been here, and I want to make a motion that we make Mr. Beard's salary \$100.00 and Mr. Burwell's \$75.00. That is an increase of \$25.00 for each one for the year.

The motion was seconded.

P. W. VAUGHAN: Mr. President, I wish to concur with Mr. Birdsong that the work of the Secretary is worth more than \$75.00 a year. I have been Secretary and I would have worked just as hard for nothing. Nevertheless, the Secretary ought to be paid, and I think \$100.00 is little enough, and I

second the motion. As for the Treasurer, of course I don't know, but if there is a member here who has been Treasurer—

TREASURER BURWELL: This was a matter entirely voluntary on Mr. Birdsong's part. He came over and asked us questions. We had nothing to do with it. We are satisfied, but if they want to do it—

C. A. RAYSOR: You don't oppose it?

TREASURER BURWELL: Oh, no; but we want it understood that we did not ask for it.

The motion was carried.

THE PRESIDENT: Any other business?

THE SECRETARY: Mr. President, may I bring up one point? May I detain this crowd, that I know is already sleepy to speak of the Proceedings for this coming year? We are always talking about revenue. We need funds. I have been working pretty hard on advertisements since I have been Secretary and the tendency is more and more for the manufacturer to drop these publications from his advertising list, but I do have letters from certain manufacturers who say while they make it a practice never to advertise in any annual periodical, yet if they would be permitted, they would like to make a contribution. It is not against my wishes at all, but I don't want to go ahead on my own initiative and accept a contribution. Will you empower me to say in my letter of inquiry to them that we will accept contributions? I notice other state associations do it.

A MEMBER: No, I wouldn't.

THE SECRETARY: Well, if they offer the money, shall I accept?

C. A. RAYSOR: I think the Association ought to take some stand in the matter.

E. G. BIRDSONG: I think we might instruct the Secretary to accept any donations and to give them a space and say they have donated so much to the Association Proceedings.

J. P. COLE: I move that the Secretary be instructed to use his discretion, and if they want to give something, he can give them some space and a little squib. That would be the thing to do.

The motion was duly seconded and carried.

E. L. TARKENTON, newly elected President: Gentlemen, and fellow members, I want to thank you for the honor bestowed upon me in electing me President of the North Carolina Pharmaceutical Association. I appreciate the honor and hope to contribute the best I may in upbuilding the pharmacy of the future. (Applause.)

THE PRESIDENT: The motion is made and seconded that we adjourn until nine o'clock tomorrow morning.

The motion was carried.

Adjournment was taken at 11:40 P. M.

FIFTH SESSION

ELKS' HALL,

Thursday Morning, June 17, 1915.

Mr. Hancock made a motion that the President be reimbursed for the actual amount spent on the Washington trip in the interest of the entire retail trade of this State, in regard to the Proprietary Medicine Act.

The motion was duly seconded and carried.

The President stated that the next business in order was the election of delegates to the American Pharmaceutical Association, and Mr. Hicks asked if it would not be wise to pick out those who were going. Mr. Hancock suggested that what the President wanted to know was who would go to the meeting in California. The Secretary stated that some of them might hesitate because they are not members of the A. Ph. A., and said that he thought if anyone were going to the exposition and would like to join the Association, he could be made a delegate and we could send his credentials.

The President called on Professor Howell who stated that he doubted if he would get to the Exposition, but that if he should go, he would be glad to go as a delegate. The President then appointed as delegates to the American Pharmaceutical Association E. V. Zoeller, of Tarboro; Professor E. V. Howell, of Chapel Hill; C. P. Greyer, of Morganton; Jesse Carter and K. E. Bennett.

THE TREASURER: I am supposed to travel to Tennessee for my territory, and if the Tennessee society meets, it is possible I might arrange to get there—would if I could. The Virginia Association will meet at Natural Bridge this year, the 6th, 7th and 8th of July, and it will be right in my path, and if the President wants to appoint me to go there, I can do it.

The President appointed G. E. Burwell delegate to the Tennessee and Virginia meetings. He also appointed for the Tennessee Association, E. P. Purcell, and K. E. Bennett. The President then stated that the next order of business was the Installation of Officers, and asked Mr. Goodman to take the chair.

G. C. GOODMAN: Gentlemen, it has given me great pleasure to serve you the past year as President of this Association, and it has been a work of pleasure to me. I have appreciated the honor very much, indeed, and it gives me pleasure now to induct our next President, Mr. Tarkenton, into office, and he will now take the chair.

E. L. TARKENTON: I suppose I haven't anything more to say than I said last night. Members of the Pharmaceutical Association, I want to thank you for electing me President of the North Carolina Pharmaceutical Association, and I hope to contribute as best I may toward the pharmacy of the future.

On motion of Mr. Hancock, Mr. P. W. Vaughan was appointed a committee of one to escort the other officers up to the platform so that they might be installed.

The First Vice-President, E. G. Birdsong, was then installed in office. The Second and Third Vice-Presidents were not in the room when their names were called.

The Secretary, J. G. Beard, of Chapel Hill, who had been elected to succeed himself, was then introduced by the President, and spoke as follows:

Gentlemen, I want to thank you for again reposing this honor in me. I assure you it has been an honor and a pleasure to serve you for the past three years. The work of this office is rather laborious, but there is more pleasure to it than labor, and I am always glad to be of whatever assistance I can.

The President then introduced G. E. Burwell, who had been elected to succeed himself as Treasurer:

G. E. BURWELL: All I have to say, gentlemen, is, that the bag is not difficult to hold, but I hope you will help me fill it.

The Chairman of the Executive Committee, C. L. Haywood, was then introduced, followed by the introduction of the "Baby of the Convention," C. P. Greyer, who had been elected a member of the Board of Pharmacy. Mr. Greyer thanked the members and stated that he would attempt to be "their humble servant" to the best of his ability.

Messrs. Lee and Haywood, the new members of the Executive Committee were then introduced jointly, and both made short speeches.

Mr. Greyer made a motion that the Pharmaceutical Association extend a rising vote of thanks to both committees for the elegant entertainment provided, but was informed that that action had been taken the night before. He suggested that it be repeated, and all the members present stood up.

Mr. Beard moved a vote of thanks to the manufacturers and their representatives who had been kind enough to furnish refreshments, including the Cliff-Weil Cigar Company, the Welch Grape Juice Company, the Pepsi-Cola Company, the Nunnally Candy Company, and the John Jr. Cigar Company, also the Elks' Club, for the use of their Hall, and the Peabody Drug Company who furnished the badges for the Convention.

The motion was seconded and carried.

P. W. VAUGHAN: I want to express my personal gratitude for your coming to this City in your Annual Convention. It has been a great pleasure for us. The invitation

has been offered you three or four years, and I want to express my appreciation of your coming. You say you have had a good time, and we hope you mean it. But you have had no more pleasure than we have had in having you with us. I am also glad you elected Mr. Haywood to office. He will make a good officer and when he becomes President, I hope to see an attendance of five hundred members.

THE PRESIDENT: Fellow Members, I want to thank the Traveling Men's Auxiliary for their hearty co-operation, courtesy and good fellowship. (Applause.)

It was moved, seconded, and carried, that the North Carolina Pharmaceutical Association adjourn to meet at Wrightsville in 1916. This motion was made by Mr. Hancock.

Adjournment was taken at 9:40 A. M.

Don't Overlook our Next Annual Meeting!

Wrightsville Beach, June 20-22, 1916

Help to make the Meeting a success by your presence!

Present a good paper of interest to pharmacists!

Remember the Slogan "500 for 1917."

Bring in a New Member!

To the Members

Our Association is greatly in need of a larger membership, not only for the increased revenue which a larger membership would bring, thereby enabling the Association to do more and better work for the pharmacists of the State, but especially for the prestige and the increased power and influence which would accrue from a larger and more fully representative membership.

There are over 900 registered pharmacists in the State. All of these are eligible to membership. Only 250 have availed themselves of this privilege. This is a condition which should be remedied. Will you not personally undertake to secure at least one new member before the next meeting? The initiation fee and the dues are but \$5.00. An application for membership is printed on another page of this book. Clip it out and use for securing a new member.

\$5.00 APPLICATION FOR MEMBERSHIP

Received payment Secretary 191.....

Secretary

Approving of the objects of

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

I am desirous of joining it in membership, and having read its Constitution and By-Laws, I hereby signify my approval of the same and subscribe to them.

Name

Place.....

I hereby agree to return my Certificate of Membership in the North Carolina Pharmaceutical Association to the Secretary-Treasurer of that body, if I shall hereafter cease to be connected in membership with it.

INITIATION FEE, \$3.00
DUES, IN ADVANCE, \$2.00

The undersigned members in good standing, being personally acquainted with.....
..... of
testify to his moral character, his skill as a practical Druggist and Pharmacist, and his professional probity and good standing, and they recommend him for membership in the North Carolina Pharmaceutical Association.

Name Name

Residence..... Residence

Please fill out application and send to J. G. Beard, Sec retary, Chapel Hill, N. C.

The Pharmacy School of the University of North Carolina has been conducting for the past year a Bureau of Employment for the proprietors and clerks of the State. This Bureau meets a long felt need of the druggists in that it offers an opportunity for proprietors to secure clerks and for clerks to locate positions without any expense or publicity.

Two hundred druggists and clerks have been directly benefitted by the offices of this Bureau and it is hoped that the druggists of the State will make free use of the services which the Bureau offers to them. This movement on the part of the University Pharmacy School was heartily endorsed by the North Carolina Pharmaceutical Association at their 35th and 36th Annual Sessions. Anyone desiring the services of this employment medium should address the Secretary of the Bureau of Employment, Chapel Hill, N. C., and enclose an addressed, stamped envelope.

APPENDIX

APPENDIX

THE HOUSE OF DELEGATES OF THE A. PH. A.

(IN RE ITS BETTERMENT)

To My Associates and Others:

The forty and more well organized and active state pharmaceutical associations which are most satisfactorily and efficiently protecting and promoting general pharmaceutical interests in the several states of which each is a part, are a positive pride and especially gratifying to all loyal and ambitious pharmacists.

All these state associations, you may be reminded, have exactly the same comprehensive character of membership. They include all the different phases of pharmacy and the basis of organization and the objects to be obtained are practically the same in all of them. So far as their diversified membership and the work they are doing is concerned, they are also in exact accord with the American Pharmaceutical Association of which they are proudly accepted children.

These state associations are in no way justly subject to adverse criticism, yet, they, like many other good things, should progress naturally, and their usefulness and helpfulness should be steadily extended. Indeed, notwithstanding all that has been accomplished by them, these organizations may be made of still more value to their local constituents and of immensely more assistance, nationally. How?

By giving them equal, uniform and exclusive representation in a national body composed of their delegates. This may be done by giving them sole control of the House of Delegates of the A. Ph. A. Why?

Because, owing to the character of their membership, which is catholic, pharmaceutically, and not restricted to any special branch of pharmacy, the A. Ph. A. is the only national body with which they can consistently be connected, and the only one with the objects and work of which they can perfectly harmonize. In fact, they are now practically state divisions of the American Pharmaceutical Association; certainly, they are more possibly so and more nearly so than are any other class of local associations.

What advantages would follow correlating these state associations and more closely attaching them to the A. Ph. A.? Any one giving a moment's open thought to the subject will see. The assistance and interest of other state associations may be secured to further progressive measures originating in any one of them, if the measure is not strictly local. The accomplishments and the helpful experiences of one

may be passed on to the many. The voice of each local association may be heard by the others on national issues and the greatly desired uniformity of state laws and state measures may be more quickly secured; for instance, state pure food and drug acts, mercury bichloride regulations, poison labeling, weight and measure laws. There will always be interesting and helpful suggestions coming from the local bodies, regarding subjects that have been intelligently discussed "at home."

Representation in a national body will greatly stimulate and encourage these state associations by giving them an outlet for their views and conclusions regarding national questions. It will give them vastly increased opportunities for action, such opportunities as they are seeking and must have.

To the A. Ph. A., the advantages of this more formal and more orderly connection will be manifold and far-reaching; the establishment of such a House of Delegates will at last make the American Pharmaceutical Association truly the national representative of pan-pharmacy, geographically and otherwise, and pan-pharmacy needs such representation just now to enable it to present a dignified, worthy and effective front when co-operating with other comprehensive representative bodies, such as the American Medical Association, the American Public Health Association or the American Chemical Society. Such a house of delegates will undoubtedly increase interest in the parent body and must, of necessity, bring greater loyalty for the A. Ph. A. in all state associations that have become an integral part of it through the House of Delegates. This greater interest will surely add individual members to the A. Ph. A., especially if such membership is made a prerequisite to the office of delegate. It would be a happy sequel, indeed, if, finally, all members of the state associations should feel, in duty bound, to become members of the mother body, whose House of Delegates is composed solely of their delegates. It is safe to predict that these state associations WILL, sooner or later get together just as the state boards have already become correlated. Why should it not be now and with the A. Ph. A.? This would be good for them and for it.

Now, then, what are the difficulties in the way? None, the getting rid of which would not greatly benefit and more consistently place all those involved. The disposal of the delegations that have been taking part in the transactions of the House of Delegates is absolutely all that is in the way of making it a creditably consistent, unusually useful, deservably desirable body.

Ninety-nine organizations appointed delegates and forwarded their credentials to the A. Ph. A. last year. Of these, six were purely local associations of retail druggists, which may have or should find national representation, like other such organizations in the National Association of Retail Druggists. Eleven sending credentials were local branches of

the A. Ph. A., which already have full representation in the Council. Two were women's organizations, one of these an auxiliary of a national association, the other a local body; both could find agreeable placement in the Women's Section. Thirty were schools of pharmacy for which splendid national representation is offered in the American Conference of Pharmaceutical Faculties. Three were college alumni associations, which could more properly secure national representation through their respective schools or through the state association of the commonwealth in which their organization is located. One, only, was a medical school, which is effectively represented, nationally, by the American Association of Medical Schools.

Delegates, representing the Executive Department of the United States Government, the Republic of Cuba and the American Medical Association should, without question, be accorded much more respectful recognition at the General Sessions and should not be placed on an equal footing with delegates from very small local associations, college alumni associations, local branches, *et cetera*.

There now remain but the six national pharmaceutical bodies, each specifically representative of some particular phase of pharmaceutical pursuit; these were N. W. D. A., N. A. R. D., N. A. B. P., A. A. P. C., A. M. M. P., N. A. D. C., and the thirty-six uniform state associations.

It is contended that the *National Associations* representing, nationally, the different phases or divisions of pharmacy should be given recognition at the general sessions or should be formed into a congress to themselves, where they may equally discuss such matters as are of general interest to such national bodies as a whole.

Attempt has been made and it is hoped that the attempt has been successful, to show that the already organized fully equipped state associations, which represent localities and not phases, so many as thirty-six of which appointed delegates last year, are the only bodies of the many, which can orderly and equally take part in such a house of delegates, also to show that such a body of delegates would be most helpful to the state associations and equally as helpful to the American Pharmaceutical Association and to American pharmacy as a geographical whole. What is your verdict?

Changes in the By-Laws. The only necessary change required in the By-Laws of the House of Delegates of the A. Ph. A., to accomplish that which is herein suggested, will be a change of Article 1, Chapter 11, which reads as follows:

"ARTICLE 1. Representation. The membership of the House of Delegates shall consist of three regularly elected or appointed delegates from the Local Branches of the American Pharmaceutical Association, State and Local Societies, Colleges and Schools of Pharmacy and delegates from the National Association of Retail Druggists, National

Wholesale Druggists Association, American Medical Association, National Association of Boards of Pharmacy, Women's Organization of the National Association of Retail Druggists, National Association of Manufacturers of Medicinal Products, American Chemical Society, Association of National and State Food and Dairy Departments, Association of Official Agricultural Chemists, and from the departments of the Army, Navy and Public Health and Marine Hospital Service, the American Association of Drug Clerks, the credentials of whom shall be approved by the Council; together with the member of the Council, appointed by the chairman of the Council. The President, President-elect, Treasurer, General Secretary and the Chairman and Secretary of the Council shall be members ex-officio."

With the greatest possible respect for the incongruous mass of organizations named in the Article, it is thought no harm or discourtesy will be done to any of them and much greater respect will be shown for a number of them, by changing the Article to read:

"ARTICLE I. Representation. The membership of the House of Delegates shall consist of three regularly elected or appointed delegates from the several state pharmaceutical associations and from associations of a similar character regularly organized in the several territorial and insular possessions of the United States, provided such delegates are members of the American Pharmaceutical Associations at the time their credentials are signed."

It will probably, be desirable to have it understood and stated in the By-Laws that any action of the House of Delegates will be an expression of the sense of the assembled delegates of the state associations, also that the House of Delegates may appoint committees to execute its orders, but that no action of the House of Delegates will be binding upon the A. Ph. A., unless endorsed by the Council.

Messrs. F. H. Freericks, Joseph L. Lemberger, W. C. Anderson and F. M. Apple, members of the Committee appointed, with myself, at Detroit, "to investigate the House of Delegates and see if its usefulness could not be improved," are especially requested to make comment upon the subject in hand and communicate these comments to the other members of the Committee, including the chairman. Members of the House of Delegates and officers and members of the American Pharmaceutical Association are requested to make comments and communicate them to the chairman and other members of the Committee, either directly or through the Pharmaceutical Press. The editors of the Pharmaceutical Press are urgently requested to study the subject and take part in this discussion.

Respectfully and humbly,

HENRY P. HYNSON,
Chairman.

PHARMACY FOR PHARMACISTS

The propagandic movement in getting back to the first principles in medicines and pharmacy is undoubtedly the best thing that has happened to both medical and pharmacial professions ever since they could be called by the name "profession." Every once in a while some doctor or some druggist will say that the propagandic work is going too far when it tells the doctor "what to do."

These critics do not understand the scope of the propagandic work. It was never intended that it would tell the doctors "what to do" but to "suggest" a better way of doing things. Criticism from persons outside of our own profession is as a rule more valuable than any other kind of criticism.

FAMILIARITY BREEDS CONTEMPT

The reason for this is that every profession and every trade has its evils, which may be termed "class evils," these grow on the constituent members of these professions or trades and are often not recognized as evils at all, simply as unfortunate and unavoidable conditions. Familiarity breeds contempt. They are winked at. Looked at with one eye. Correction of the evil is not even hinted at.

We have these evils in the pharmacial profession. One glaring one is laziness. We like to have others do things for us. We like to have others make our medicines for us because it is easier for us. Of course, we do not recognize it as an evil, because the process is one of slow growth and it comes upon us so quietly.

TWIN EVILS

Now, curious to relate, this particular evil in the pharmacial profession has its exact counterpart in the medical profession. The line of least resistance here, as in our own ranks, works overtime, and the combined result of these twin evils has developed an enemy to the two professions that bids fair to annihilate both completely, if the propagandic work of the National Association of Retail Druggists can not check it. This enemy is "therapeutic nihilism."

Luckily, outside interference is very apt to help us out to a large extent, and this outside interference comes from the public. The public may not know much of the science and theory in medicine, but in spite of our vaunted investigations by scientists, and such things and in spite of all our boasted progress, the public is not getting the service that it has a right to expect and for which it alone foots the bills.

The public is getting sick of this sort of treatment. The change from one druggist to another; the change from one doctor to another; the frequent and often expensive operations and trips to the hospital,

and generally with no permanent relief, is an old story, but one that neither druggist nor doctor can apparently see or realize.

The same public is gradually opening the eyes of our people by quitting both pharmacy and medicine, not by the score, or by the hundred, or by the thousand, but by the hundreds of thousands. We like to call these other systems of treatment fads or fancies, but call them what you will, they are taking the bread and butter out of the mouths of druggists, doctors and their families.

And for what?

Simply because we are too lazy to do our work; simply because the doctor is too lazy to do his work; simply because we are harboring in our midst the greatest enemy to medicine that ever existed, and that is the secret specialty.

What we need is a return to first principles in medicine. Give our official drugs and preparations a fair show to cure disease, and pharmacy has a bright outlook for the future. Keep on neglecting them as we have in the past, and soon there will be none to neglect.

It would be highly gratifying if every pharmacist who as yet is not making a neat little sum in net profits out of propagandic work, would ask himself the question: What is there in propagandic work for me?

The question implies selfishness, and we wish pharmacists could understand that the highest form of selfishness, self-interest or egotism, finally develops into just exactly the opposite of selfishness, into altruism, if they will just give their brain a little chance to develop.

A FINE CHANCE TO GROW

There is no other form of human endeavor where this progressive growth of selfishness into altruism is so beautifully illustrated as in U. S. P. and N. F. propagandic work, as note the following: In the first place, intelligent propagandic work will bring profits to the druggist; this we will consider extreme selfishness, which it really is, considered by itself. And this alone ought to be sufficient inducement to engage in propagandic work. These added profits are obtained by changing the character of the prescription from that of a secret specialty of high cost and little profit, to the official preparations of economical production and a legitimate profit.

In the second place, the physician is benefited, also financially because he gets better results from the prescribing of official preparations through becoming more competent in materia medica; in consequence, he is very apt to have and to hold a larger clientele.

FURTHER PROGRESS OF "SELFISHNESS"

In the third place, a spirit of co-operation will soon make its appearance as propagandic work progresses, between the physician and the pharmacist, and this get-to-gether movement can only have an elevating influence upon both professions.

By this time much of the original selfishness will have disappeared from the problem, as is but natural, and the good results reach their climax when we consider the fourth benefit of the propagandic work, and that is the benefit to the public. Once the pharmacist and the physician have demonstrated that they are experts in their profession, the evils of self-medication will be quickly reduced to a minimum; then people will have more faith in our professional work and will place more dependence in our utterances as educated pharmacists.

WHAT IS THERE IN IT FOR ME?

What is there in this propagandic work for me? Another thing where the druggist is largely the gainer is the knowledge gained in various ways. It teaches him perfect methods of making the official preparations through the necessary laboratory work, and this surely is a distinct advantage to him in many ways, both with his physician and his customers.

It makes friends. It will make at least one extra friend for you, whether that friend be a pharmacist or physician, and no one ever has too great a supply of true friends. And as the work, to be carried on successfully, must be done honestly, any added friends to your list will be most desirable ones.

WE ARE WEAK ON CO-OPERATION

Mr. Druggist, do you know what real co-operation is when you see it? The chances are you do not, for if you did, you would be a propagandic enthusiast. Now come and learn what co-operation means; it won't take but a minute. Many of us talk co-operation, but we don't even know Webster's definition of the word. Applied to business, co-operation means "collective action in the pursuit of some business process." The very word itself implies "contribution."

Therefore, if you want to co-operate, you must contribute something, be it money, or personal effort, or both. You must contribute something, otherwise you are not co-operating. It takes two or more persons to co-operate. Nobody can take your place or do your work in any co-operative movement, you must do your own share yourself.

Co-operation is like a two-edged sword when wielded by an intelligent pharmacist; it is both for defensive and offensive work. It enables you to fight for things you want and ought to have, and to fight against those things which are harmful.

So when co-operation is mentioned in connection with propagandic work, it means that the druggist must do something; he must contribute something as his share, for only then can he profit by it. Get out of the "automatic, slot-machine" class, Brother Druggist, for that breed will soon be extinct from its own inertia and surely you won't want to be "extincted."

SOME FRIENDLY ADVICE

What is there in it for me? The satisfaction that comes from intelligent work well done makes you so enthusiastic (if you're the right kind of a man) that you cannot help but enthuse a brother druggist with your success.

In this way you may be the means of making another live member for the good work that is now progressing so favorably. While once in a great while you may find some one person who is able to "swing" a big deal or a big business all alone, such a performance is really an accident, and the "go-it-alone" spirit manifested by some many druggists is their greatest handicap towards getting out of the "from hand to mouth" class of business men.

It took hundreds of years of effort, and hundreds of men engaged in intelligent work, to produce such old sayings as "In union there is strength," "united we stand, divided we fall," and so on, and should we pass up these results entirely? Surely not, for doing so is what made this famous saying: "We must all hang together, else we shall all hang separately."

EVERYTHING HINGES ON PROPAGANDIC WORK

What is there in it for me? Intelligent propagandic work produces everything worth while to a druggist, for it is work in real pharmacy and only such work is able to build a solid foundation under any commercial or professional drug business.

Just ask yourself that selfish question a half dozen times today and it will answer itself. Use your head. Make use of some of the knowledge you gained while at school and don't be an automaton. Compel your knowledge to earn for yourself a livelihood, a competency for your old age. That's good business. Co-operate with your brother druggists. They need you, but you need their help a great deal more than they need yours, and wise is that druggist who can think himself into realization of this most potent factor of co-operation.

Organization work is all right for a starter, but real co-operation is what keeps an organization "sticking together."

What a good many druggists need at the present time is real solitude. By this we mean they should get away from the four walls that enclose them all day and part of the night, seven days a week. We do not mean this theoretically, but practically. The druggist ought to get out of his town for a whole day, to some quiet but unfamiliar spot. And when there he should do some very serious thinking and reflecting. This can only be done when he is alone and can look at his business "from a distance," not only at his own business, but at his various fellow druggists' business collectively, and at the drug trade in general.

TWO ABNORMAL CONDITIONS

Then what will you find? First, that a large part of your business consists in selling proprietary medicines, a business that is at the mercy of the big cut-rate establishments, becomes a large share of the manufacturers do not seem to care whether you make a profit or not. There are some notable exceptions, it is true, but with these, this article has nothing to do. Shorn of all superfluous detail, your proprietary sales have needlessly supplanted a large share of your more profitable and more valuable prescription business. This is a condition, not a theory, which your thinking will cause you to realize in all its grim intensity.

Second, you find that another department of your work, in fact, the principal department, has been largely infringed upon by many pharmaceutical manufacturers, who have made specialties; some who have made nostrums, and all of whom have prevailed upon the doctor to prescribe specialties and nostrums, until in many instances it has seriously interfered with the manufacture and dispensing of your official preparations. These two factors will come to you with a burning intensity while in solitary reflection, as true conditions, and now the question arises within you: What can I do about it?

MUST HELP HIMSELF

There is only one thing that you can do and that is to help yourself. This is an intensely selfish world, severely so. And being so, this selfish world is going to busy itself with its own affairs and will waste as little time as possible in holding out a helping hand to you.

You have favored the proprietary interests. You have favored the specialty interests. You may have done it unconsciously, but nevertheless you have done it. You have shown favors to both of these special interests, with a direct and large loss to your own business. You have not tried to help yourself, but, unconsciously or otherwise, you have helped others in their selfish work. You can see this, can you not?

Now no one, and least of all the druggist, can endure where favoritism prevails, or where you are advancing the selfish interest of others. You have been doing this in the past, and you have labored exactly in an opposite direction from co-operation. You have helped others, but they have not helped you. They have kept all the profits. Can you see this?

WHO "GOVERNS" THE PHARMACIST?

The druggists of this country, that is, that portion that will not help themselves, are governed by the selfish interests almost entirely. We must admit that these druggists are deserving, but they are denied their just dues because they have exalted favorites, and these favorites are made powerful by the very help the inactive and unthinking druggist gives them. To illustrate this more lucidly, let us take an actual example:

In olden times, in the monarchical form of government, men, for no other reason save that they rendered the king some foolish and fantastic service, were given great grants of public lands, crowned with titles and allowed to fatten on the public revenues. The result was a nobility about as useful to the nation as so many tin soldiers.

And this is exactly what the druggists are making of the proprietary specialty manufacturers. They are serving them well, sending them money, and in return the druggists get "specialties" and these specialties are about as useful to medicine and to the physician as tin soldiers are to a nation.

And because the pharmacial profession has practically allowed itself to be dictated to, or governed by, the specialty making element, it is in a large measure the unprofitable and unsatisfactory profession that it is. And if the capable pharmacists would bestir themselves and assist their fellow craftsmen to conduct pharmacy's affairs in a more efficient manner there would also be a speedy abolishment of the outrages perpetrated upon pharmacy and medicine in the name of the specialty.

The true practice of pharmacy is for pharmacists and not for those greedy vultures, who, with eagle eye, are watching to take every advantage of the pharmacist, in supplying "to the trade" the hundreds and thousands of secret mixtures and cure-alls, for their own private gain and for nothing else.

HE MUST RELY UPON HIMSELF

The pharmacist must help himself in his profession, in the manufacture and dispensing of standard and reliable medicants. He should not ask nor accept help in this respect from others, for to do so is a confession that he has ceased to rely upon himself. To continue to accept such help from others is to make himself a worthless dependent.

Let the pharmacist assert himself and take his place among men where he of right belongs, among the very best, and act his part well. Let him show that he has ability and that he knows how to use it. And let him get away from that suicidal tendency to depend upon others for help to do those things that he is supposed to do for himself.

Let the pharmacist realize that if a specialty manufacturer creates a demand for his wares that are known to be against the best interests of pharmacy and medicine, this same individual can have little common with any of the honest and scientific work and deeds of the pharmacist or physician.

Every pharmacist, no matter how busy he may be, and no matter how rich or poor he is, owes a duty to professional pharmacy he should not shirk. It matters little how much commercialism enters into the present day activities of the pharmacist, professional pharmacy

as it pertains to the preparation of therapeutically active medicinal preparations will always remain the backbone of pharmacy.

DOING SOMETHING FOR YOURSELF

The propagandic movement of the National Association of Retail Druggists has demonstrated this very satisfactorily. The individual pharmacist is fast realizing that if he is going to hand over to posterity a profession of pharmacy that is worthwhile, he must do something for pharmacy now.

The pharmacist of today dares not continue to allow all the research and experimental work to be done by the large manufacturers, for he is having his eyes opened to the mischief done thereby, in that nearly all the so-called research (?) work is done to make specialties a little nicer as regards appearance and palatability, for the manufacturer wants the physician to prescribe his specialties, otherwise it is a losing business proposition for him.

WHERE ATTENTION IS NEEDED

The things that need attention are not somebody's private formulas for private gain, but the standard official preparations of the U. S. P. and N. F. It matters little how much the million dollar manufacturer does for his pocketbook, neither the individual pharmacist nor pharmacy will ever profit thereby.

The manufacturing pharmacist takes one or more well-known drugs, makes a palatable preparation from it, exploits it to the medical profession under a fancy name, and the specialty is born. In this manner EVERY specialty has been created.

Let us suppose that one of these palatable specialties contain exactly the ingredients as does the compound tincture of gentian of the pharmacopoeia. Then this specialty of course will have exactly the therapeutic action of the pharmacopoeial preparation, and, as it is exploited to the physician, the latter prescribes it, he gets results and in consequence he continues to prescribe it. But the pharmacist instead of himself getting the profits from his prescription, give these profits to the manufacturer. A prescription for 4 ounces of compound tincture of gentian is put up for 50 cents. It costs the druggist, let us say, 10 cents. His profit then is forty cents.

WHERE PROFITS GO

If the physician prescribed the specialty, the druggist must first buy it from the manufacturer, whose price is about 75 cents per 8 ounce bottle. Of course it is now no longer the compound tincture of gentian, but a scientific compound, perfected after years of experimenting and clinical observation, made with expensive laboratory apparatus, and all the other hot air folderol, and is called "Gentco." The druggist

dispenses a four ounce bottle on prescription, and get 50 cents for it, but as it now costs him 37½ cents, his profits is only 12½ cents.

Now the difference between 40 cents profit and 12½ cents profit is, in a general way, the difference between a pharmacist and being a "from-bottle-to-bottle-dispenser of specialties." This difference is so apparent that we feel it is high time that the druggist recognized the situation and began laying plans to keep as much of the profit for himself as possible.

It has often been pointed out that the propagandic movement of the National Association of Retail Druggists is a huge advertising proposition. It is exactly that and nothing else. Why will not all druggists look at it as such? This movement was called into existence for the sole purpose of furthering the use of the standard and official preparations of the U. S. P. and N. F., than which there are none better.

Besides the many other worthy aims of the pharmacist in business, the most important one is that of making a living and here is where thousands of them fall down flat; they are not living at all—they are merely existing and for most of this class it is a hand-to-mouth existence at that.

THE PHARMACIST'S PROBLEM

There is no need for such happenings in drugdom at all, not even in the smallest towns. Taking it for granted that the pharmacist is thoroughly qualified to prepare preparations and has taken all due precautions regarding quality of ingredients, he knows that their therapeutic efficiency will never be called into question.

Now his problem is this: How can I dispose of these preparations? How can I place them in the hands of the sick and ailing? The answer is, naturally, through the agency of the physician's prescriptions.

Now, Mr. Druggist, how do you dispose of other departmental merchandise? How do you get that into the hands of the consumer? You answer, by advertising it. Exactly, and in the same ratio of the amount of the publicity you place behind it, in that same proportion will you sell it. Little advertising produces few sales; much advertising large sales.

ADVERTISING SELLS GOODS

If you will now apply the same common business principles to the sale of your official preparations, the result will be exactly the same. No one has yet been able to keep from buying a well-advertised product whether it be the advertising of a cold cream to the women, chewing gum to the public, or emulsion phosphaticum N. F., to the physician.

With all the apparent good that advertising will and can do, with the spirit of co-operation, and with the splendid examples of what the propagandic work has already accomplished, it is surely a travesty upon

the good sense of the pharmacist that there are not more "live wires" in our pharmacaal ranks than we now have.

FREE BUSINESS-GETTING ADVERTISING

One of the never-failing results of good advertising is the sale of more goods and a consequent increase in the net profit. There is no exception to this, so there cannot be any other results from the advertising of U. S. P. and N. F. preparations. The only difference between other store advertising and the advertising of your galenical preparations is that, in the later case, the National Association of Retail Druggists foots the bill, besides relieving the individual pharmacist of most of the work and the worry incident to this stupendous propagandic advertising campaign.

Mr. Pharmacist, just think a little, and realize what the National Association of Retail Druggists is doing. Did you ever hear of a more generous offer? Did you ever hear of anything half so generous? This association is advertising to your physicians, in a thoroughly effective manner, the best paying part of your business and without one cent of extra cost. Surely no member of our association nor any pharmacist in the country can afford to pass up such a generous proposition as this.

There is something wrong with the makeup of every pharmacist who believes that his prescription business cannot be enlarged. There is also something wrong with the business instinct of that pharmacist who will not make an attempt to increase his prescription business, whether this attempt costs time and money or not.

A NOTICE FOR THE NEW MEMBERS

For the benefit of our many members it may be said that all they need to do to secure this service is to join the national body and then to send in to the N. A. R. D. headquarters the name of two of their physicians. These names will at once be placed upon the mailing list for Monthly Therapeutic Topics and this medical journal will then be mailed to these physicians each month without further cost. It would be well for druggists to also have their own names placed upon this mailing list, that they may be informed of the contents of this journal and thus be prepared to fill prescriptions for the various remedies discussed each month; extra names, including the druggist's, are charged for at the rate of 50 cents per year. So if the list sent in includes five names, the extra charge will be \$1.50.

A WELL-TRIED-OUT PLAN

This campaign of advertising has been carried on by the National Association of retail druggists monthly since January, 1909, and every pharmacist who has done his share of work, namely, sampling and demonstrating the preparations advertised to physicians, can show in-

creased prescription patronage, as well as increased net profits on the majority of his prescriptions. Besides all this, propagandic work builds for the druggist a solid foundation of character, reputation and stability in business, that becomes practically indestructible as the years roll by.

What more can any pharmacist desire?

What other one thing offers such an opportunity?

Think, think, think! When the physician receives *Monthly Therapeutic Topics*, he reads it. This journal is not like other medical journals, for it treats of rational therapeutics only, and rational therapeutics is the present day physician's weakest spot. He is hungry for just the kind of information that this journal gives him, therefore he reads it. In fact, any live-wire physician goes to some trouble to read this journal, so the pharmacist need never worry about results.

THERAPEUTICS TOPICS A GOOD TALKER

No specialty house ever put out a detail man that could do better talking than *Monthly Therapeutic Topics*, which tells the truth, and it travels from N. A. R. D. headquarters once a month at regular dates and on schedule time.

Mr. Druggist, why not give this matter a little serious thought? It will require much less trouble than some of you give to the sale of postage stamps and it is claimed by those who have tried it that the profit is great.

THE NEED, AND THE BENEFIT, OF SAMPLING

Now, Mr. Druggist, you have doubtless heard of the "psychological moment" to clinch the sale of an article. Well, here is an occasion of the "psychological moment" in all its beautiful perfection; for the physician has read about a certain preparation or a certain prescription in *Monthly Therapeutic Topics* that impresses him most favorably and this is the "psychological moment" for you to rap on his office door with samples of the preparations discussed in the journal.

"Seeing is believing." Seeing clinches the "sale" that the N. A. R. D.'s preparatory work has brought to such a focus that the only missing link is a sight of the preparation talked about. Mr. Druggist, won't you see this? Won't you provide this missing link to complete the process? This missing link is the only one thing that stands between all the preparatory and constructive work that the National Association of Retail Druggists has done for you, and the written prescription.

To figure it out arithmetically we have the following equation: N. A. R. D., constructive work plus druggist's sample equals written prescriptions. Is this plain enough for you, Mr. Druggist?

I believe firmly that this association can do no better than to appropriate a sum of money to be expended in circularizing the physi-

cians of our state with this monthly medical journal called "Therapeutic Topics," published by the National Association of Retail Druggists, and therefore recommend such action for the careful attention of our executive committee. Copies of this journal may be had from our secretary.

ROLL OF MEMBERS

ACTIVE

| | |
|------------------------------------|----------------|
| Atwater, G. M. | Elizabeth City |
| Ashford, A. J. | Kinston |
| Anderson, Joe M. | Newbern |
| Andrews, Chas. M., Ph. G. | Hillsboro |
| Andrews, R. H., Ph. G., P. D. | Chapel Hill |
| Baldwin, Penrose | Asheville |
| Beard, J. G., Ph. G. | Chapel Hill |
| Bell, Frank R. | Elizabeth City |
| Birmingham, Jno. S. | Hamlet |
| Barnhill, Mabel | Bethel |
| Barnes, B. S. | Maxton |
| Blauvelt, William H. | Asheville |
| Blake, J. Heath | Asheville |
| Bradham, C. D. | Newbern |
| Bernard, Germain | Durham |
| Baucom, A. V. | Apex |
| Brame, R. M. | N. Wilkesboro |
| Bolton, J. C. | Rich Square |
| Boone, D. Leonard | Durham |
| Byrd, Clement | Biltmore |
| Barnes, E. W. | Kings Mountain |
| Bradly, Augustus | Burlington |
| Birdsong, E. G. | Raleigh |
| Boon, W. J. | Raleigh |
| Bennett, K. E., Ph. G. | Bryson City |
| Bennett, A. M. | Bryson City |
| Barnes, Hugh A. | Maxton |
| Brown, Joseph K. | Greenville |
| Bradly, J. P. | Greensboro |

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| Brame, W. A. | Rocky Mount |
| Bellamy, R. R. | Wilmington |
| Burwell, G. E. | Charlotte |
| Burwell, W. R. | Charlotte |
| Bailey, Lee A. | Charlotte |
| Boone, Jno. T. | East Durham |
| Brewer, S. O. | Roxboro |
| Byrd, George | Fayetteville |
| | |
| Cole, J. F. | Carthage |
| Cook, R. E. L. | Tarboro |
| Carmichael, W. C. | Asheville |
| Coppedge, O. G. | Raleigh |
| Carter, Jesse | Aberdeen |
| Carter, Jesse Jr. | Aberdeen |
| Coppedge, Jno. B. | Raleigh |
| Cooke, H. M. | Spencer |
| Cannady, Ralph C. | Benson |
| Creech, D. H. | Smithfield |
| Cox, C. L., Ph. G. | Warsaw |
| Chalk, S. A. | Morehead City |
| Cutchin, J. M., Jr., Ph. G. | Whitakers |
| Champion, Roy C. | Raleigh |
| Culpepper, Frank D. | Spring Hope |
| Coppedge, Jas. W. | Raleigh |
| Carter, Samuel | Salisbury |
| Clark, C. B. | West Durham |
| Coleman, H. G., Ph. G. | Durham |
| Council, C. T. | Durham |
| Crabtree, Gilbert | Raleigh |
| Crabtree, W. A. | Sanford |
| | |
| Davenport, Lee, Ph. G. | Washington |
| Dunn, R. A. | Charlotte |
| Dorsey, Melville | Henderson |

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| Elvington, D. A. | Wilmington |
| Etheridge, Sidney G. | Elizabeth City |
| Edgerton, E. O. | Raleigh |
| Elliott, A. G. | Fuquay Springs |
| Eubanks, C. L. | Chapel Hill |
| | |
| Fentress, H. L. | Wilmington |
| Finger, F. E. | Kings Mountain |
| Field, Gordon S. | Coats |
| Fordham, C. C. | Greensboro |
| Fulghum, Raiford T. | Kenly |
| Foster, Caney | Enfield |
| Franklin, O. E. | Tabor |
| Foster, J. C. Coke. | Tryon |
| Fox, Chas. M. | Asheboro |
| Furman, R. L. | Norlina |
| | |
| Grantham, Hiram | Red Springs |
| Grantham, G. K. | Dunn |
| Goodman, G. C. | Mooresville |
| Gardner, Howard | Greensboro |
| Goode, J. Alonza | Asheville |
| Gardner, T. L. | Reidsville |
| Greyer, Chas. Peyton, P. D. | Morganton |
| Griffith, Wiltshire, Ph. G. | Hendersonville |
| Gurley, Doyle M. | Sanford |
| Gilbert, Loamie | Benson |
| | |
| Hawley, F. O., Jr. | Charlotte |
| Hood, T. R. | Smithfield |
| Hood, W. D. | Kinston |
| Hood, J. E. | Kinston |
| Hood, Paul C. | Dunn |
| Hood, D. H. | Dunn |
| Hayes, W. A. | Hillsboro |

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|---------------------------------------|----------------|
| Horne, W. W., Ph. C..... | Fayetteville |
| Horne, H. R..... | Fayetteville |
| Haywood, C. L. | Durham |
| Hutchins, Jas. A. | Winston-Salem |
| Hall, W. F. | Statesville |
| Hicks, H. T. | Raleigh |
| Herring, W. H. | Clinton |
| Hopkins, V. O. | Saluda |
| Hart, J. A. | High Point |
| Hancock, F. W..... | Raleigh |
| Hollowell, J. K. | Newbern |
| Horne, Chas. J. O'H. | Greenville |
| Hill, Jno. H. | Goldsboro |
| Harper, C. P. | Selma |
| Hunter, Forest V. | Hendersonville |
| Hunter, B. W. | New Bern |
| Henderson, Jno. L., Ph. G., P. D..... | Hickory |
| Howell, E. V., Ph. G. | Chapel Hill |
| Hamlet, Peyton R. | Raleigh |
| Hunter, Cary H..... | Hassell |
| Hardin, Jno. H. | Wilmington |
| Harrison, E. R. V. | Greensboro |
| Hesterly, Louis E., Ph. G..... | Hendersonville |
| Hilton, Chas. M..... | Greensboro |
| Hardee, A. K. | Graham |
| Hooper, Fred L. | Sylva |
| | |
| Jacocks, F. G. | Elizabeth City |
| Justus, W. H., Ph. G..... | Hendersonville |
| Jetton, W. A. | Davidson |
| Jones, Jno. B. | Fair Bluff |
| Jarrett, Lloyd M. | Andrews |
| Jernigan, Rupert | Chapel Hill |
| Jones, Alpheus | Warrenton |

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| Kendall, H. E. | Shelby |
| Kerner, L. C. | Henderson |
| King, Harris L. | Durham |
| King, J. R. | East Durham |
| Knight, C. V. | Speed |
| Landquist, T. E. | Winston-Salem |
| Lee, P. A. | Dunn |
| Leggett, P. O. | Southport |
| Leggett, W. A. | Edenton |
| Loftin, J. U. | Troy |
| Lyon, O. H. | Columbia |
| Lane, Walter A. | Newbern |
| Lafferty, Parks M. | Concord |
| Lea, L. J. | Burlington |
| Lutz, Horace C. | Hickory |
| Layden, H. W. | Danville, Va. |
| McNeill, Geo. K. | Rowland |
| Marsh, M. L. | Concord |
| Matton, Geo. A. | High Point |
| May, T. H. | Henderson |
| Missildine, E. E. | Tryon |
| Martin, W. S. | Canton |
| Murchison, Ernest E. | Clayton |
| Marley, Fred. H. | Lenoir |
| McDonald, Jno. S. | Lumberton |
| Miller, C. B. | Goldsboro |
| Miller, E. H. | Mooresville |
| Mitchell, Henry G. | Starr |
| Morgan, Ralph S. | Brevard |
| Moore, Bernice C. | Wilmington |
| Moose, A. W. | Mt. Pleasant |
| McKesson, L. W. | Statesville |
| Mabry, W. A. | Durham |

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| Matthews, W. F. | Randleman |
| Matthews, W. S. | Raleigh |
| McDuffie, R. A., Ph. G. | Greensboro |
| Nicholson, T. H. | Murfreesboro |
| Niestlie, William | Wilmington |
| Nowell, W. R. | Wendell |
| Overman, Harold S. | Elizabeth City |
| O'Hanlon, E. W. | Winston-Salem |
| Pearsall, A. S. | Hope Mills |
| Patterson, Alvis, Ph. G. | Wilson |
| Prior, J. L. | Atlanta |
| Page, B. Frank, Ph. G. | Raleigh |
| Pickelsimer, J. B. | Asheville |
| Pilkington, Geo. R. | Pittsboro |
| Powell, David E. | Asheville |
| Purcell, S. M. | Salisbury |
| Pemberton, Thos. R. | Greensboro |
| Parker, W. W. | Henderson |
| Robinson, Dr. M. E. | Goldsboro |
| Rudisill, J. S. | Cliffside |
| Rose, Ira W., Ph. G. | Rocky Mount |
| Raysor, C. A. | Asheville |
| Robertson, Elbert G. | Petersburg, Va. |
| Rogers, R. P. | Durham |
| Reid, W. W. | Sanford |
| Rimmer, Eugene | Tarboro |
| Ring, C. A. | High Point |
| Robinson, J. Linwood | Lowell |
| Rea, Verne | Durham |
| Ring, W. A. | High Point |
| Rhinehardt, C. B. | Marshall |
| Rogers, W. F. | Durham |

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| Rowland, George J..... | Henderson |
| Stowe, Lester H. | Charlotte |
| Stowe, Harry R. | Charlotte |
| Stowe, Jas. P. | Charlotte |
| Sedberry, C. D., Ph. G..... | Fayetteville |
| Sedberry, H. S. | Fayetteville |
| Suggs, R. B. | Belmont |
| Smith, Frank T. | Franklin |
| Snuggs, W. H. | Albemarle |
| Shell, J. E. | Lenoir |
| Sprague, Jno. F. | Raleigh |
| Salling, A. T. | Wilmington |
| Stancil, J. H. | Selma |
| Summey, K. M. | Dallas |
| Stimson, J. H. | Statesville |
| Smith, Frank S. | Asheville |
| Scott, Jno. M. | Charlotte |
| Seawell, C. C. | Concord |
| Sheppard, Jno. W. | Charlotte |
| Saunders, Andrew J. | Belmont |
| Strayhorn, Wm. F. | Durham |
| Swaringen, DeWitt C. | China Grove |
| Smith, Casper | King's Mountain |
| Sessoms, M. M..... | Durham |
| Smith, W. O. | Greensboro |
| Spencer, J. A..... | Durham |
| Sutton, J. L. | Edenton |
| Thomas, Chas. R. | Thomasville |
| Tarkenton, E. L. | Wilson |
| Turlington, Randal A. | Wilson |
| Thomas, E. R. | Duke |
| Tally, Hugh A. | Jonesboro |
| Trent, Jno. A. | Leaksville |
| Taylor, J. L..... | Oxford |

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| Tillett, Ernest N..... | Durham |
| Thomas, E. E. | Roxboro |
| Turner, T. A..... | Durham |
| Vaughan, P. W., Ph. G. | Durham |
| Walton, Grover B. | Washington |
| Waters, G. W., Ph. G. | Goldsboro |
| Williams, R. I. | Raleigh |
| White, Walter R., Ph. G. | Warrenton |
| Wetzell, W. L., Ph. G. | Gastonia |
| Watson, Geo. Y. | Southport |
| Welfare, Sam. E. | Winston-Salem |
| Wood, Ernest H. | New Bern |
| Williams, H. C. | Canton |
| Whitehead, J. D., Ph. G. | Enfield |
| Whitehead, E. T. | Scotland Neck |
| Walker, C. A. | Asheville |
| Worthy, F. S. | Washington |
| Williams, M. P. | Charlotte |
| Wearn, W. H. | Charlotte |
| Warren, Burney S. | Greenville |
| Wharton, Lee A..... | Gibsonville |
| White, Julian E..... | Raleigh |
| Zoeller, E. V., Ph. G. | Tarboro |

NEW MEMBERS OF THE DURHAM MEETING

| | |
|--------------------|--------------|
| Andrews, R. H..... | Chapel Hill |
| Bailey, Lee A..... | Charlotte |
| Boone, Jno. T..... | East Durham |
| Brewer, S. O..... | Roxboro |
| Byrd, George | Fayetteville |

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| Carter, Samuel | Salisbury |
| Clark, C. B. | West Durham |
| Coleman, Henry G. | Durham |
| Coppedge, Jas. W. | Raleigh |
| Council, C. T. | Durham |
| Crabtree, Gilbert | Raleigh |
| Crabtree, W. A. | Sanford |
| Elliott, A. G. | Fuquay Springs |
| Eubanks, C. L. | Chapel Hill |
| Foster, J. C. Coke | Tryon |
| Furman, R. L. | Norlina |
| Gilbert, Loamie | Benson |
| Hardee, A. K. | Graham |
| Hooper, Fred L. | Sylva |
| Jernigan, Rupert | Chapel Hill |
| Jones, Alpheus | Warrenton |
| King, Harris L. | Durham |
| King, J. R. | East Durham |
| Layden, H. W. | Danville, Va. |
| Mabry, W. A. | Durham |
| Matthews, W. F. | Randleman |
| Matthews, W. S. | Raleigh |
| McDuffie, R. A. | Greensboro |
| Parker, W. W. | Henderson |
| Rhinehardt, C. B. | Marshall |
| Rogers, W. F. | Durham |
| Rowland, George J. | Henderson |
| Sessoms, M. M. | Durham |
| Smith, W. O. | Greensboro |
| Spencer, J. A. | Durham |

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| Sutton, J. L. | Edenton |
| Thomas, E. E. | Roxboro |
| Turner, T. A. | Durham |
| Wharton, Lee A. | Gibsonville |
| White, Julian E. | Raleigh |

HONORARY

| | |
|----------------------------------|--------------------|
| Caspari, Prof. Charles, Jr. | Baltimore, Md. |
| Purcell, Col. John B. | Richmond, Va. |
| Remington, Jos. P. | Philadelphia, Pa. |
| Venable, Prof. F. P. | Chapel Hill, N. C. |
| Williams, John R. | Raleigh, N. C. |
| Wooten, Thomas V. | Chicago, Ill. |
| Dr. H. H. Rusby. | New York, N. Y. |
| Beal, Prof. J. H. | Scio, Ohio |

ASSOCIATE

| | |
|--------------------------|-----------------------|
| Bodeker, J. Lansing | Richmond, Va. |
| Bowers, Jas. Baker | Richmond, Va. |
| Coble, H. F. | Greensboro, N. C. |
| Gilpen, H. B. | Baltimore, Md. |
| Powers, Robt. Lee. | Richmond, Va. |
| Purcell, T. W. | Richmond, Va. |
| Sadelson, Geo. H. | Southern Pines, N. C. |
| Sisemore, J. P. | Charlotte, N. C. |
| Underwood, W. A. | Asheboro, N. C. |
| Van Gorden, Ira R. | Elkhart, Ind. |
| Vaughan, Jos. | Richmond, Va. |
| Reinheimer, Lee | Richmond, Va. |
| Richards, T. A. | Baltimore, Md. |

DECEASED

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| Abernethy, T. R. | Newton, N. C. |
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| Adams, R. H., M. D. | Gastonia, N. C. |
| Ashcraft, C. W. | Elizabeth City, N. C. |
| Atkins, D. J. | Durham, N. C. |
| Avent, Clyde B. | Durham, N. C. |
| Aycocke, M. H. | Louisburg, N. C. |
| Bedford, Prof. P. W. | New York, N. Y. |
| Benson, J. W. | Troy, N. C. |
| Bickett, T. W. | Monroe, N. C. |
| Biggs, S. R. | Williamston, N. C. |
| Blacknall, R. D. | Durham, N. C. |
| Blount, W. A., M. D. | Washington, N. C. |
| Bobbitt, F. A. | Winston, N. C. |
| Broadfoot, T. W. | Fayetteville, N. C. |
| Davidson, J. S. M. | Charlotte, N. C. |
| DeVault, T. M. | Asheville, N. C. |
| Dees, W. A., M. D. | Marshville, N. C. |
| Duffy, F. S. | New Bern, N. C. |
| Duffy, R. N. | New Bern, N. C. |
| Fetzer, N. D. | Concord, N. C. |
| Fuller, T. F., M. D. | Raleigh, N. C. |
| Furman, W. H., Jr. | Louisburg, N. C. |
| Garrett, H. B. | Rockingham, N. C. |
| Gidney, J. C., M. D. | Shelby, N. C. |
| Gordon, E. S. | Wilkesboro, N. C. |
| Green, C. C. | New Bern, N. C. |
| Green, Wm. H. | Wilmington, N. C. |
| Griffin, John M. | Rocky Mount, N. C. |
| Griffin, L. C. | Charlotte, N. C. |
| Grimes, A. L. | Thomasville, N. C. |
| Grimes, B. | Asheville, N. C. |
| Hand, W. E. | Charlotte, N. C. |
| Hill, T. B. | Goldsboro, N. C. |
| Hinsdale, S. J. | Fayetteville, N. C. |
| Hood, J. C. | Smithfield, N. C. |

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| Horton, W. E..... | Charlotte, N. C. |
| Johnson, R. E..... | Fremont, N. C. |
| Jones, B. C..... | Morehead City, N. C. |
| Jordan, J. V..... | New Bern, N. C. |
| Jordan, R. H..... | Charlotte, N. C. |
| King, W. H..... | Raleigh, N. C. |
| Latham, W. W..... | Seaboard, N. C. |
| Lawing, J. M., M. D..... | Lincolnton, N. C. |
| Lee, A. S. | Lincolnton, N. C. |
| Lewter, J. T., M. D..... | Murfreesboro, N. C. |
| Lucas, H. D., M. D..... | Black Creek, N. C. |
| Lyons, H. H..... | Asheville, N. C. |
| McAden, J. H..... | Charlotte, N. C. |
| McDonald, A. M..... | LaGrange, N. C. |
| Miller, F. C..... | Wilmington, N. C. |
| Monger, James M..... | Sanford, N. C. |
| Nadal, E. M..... | Wilson, N. C. |
| Owens, B. Bertram | Winston, N. C. |
| Palmer, Charles R..... | Salisbury, N. C. |
| Parris, D. C..... | Hillsboro, N. C. |
| Pendleton, Milo M..... | Warrenton, N. C. |
| Perry, John B..... | Macon, N. C. |
| Poole, T. W..... | Williamston, N. C. |
| Quickel, John Carl | Lincolnton, N. C. |
| Royster, O. M..... | Hickory, N. C. |
| Sedberry, B. E..... | Fayetteville, N. C. |
| Simmons, B. T..... | Weldon, N. C. |
| Simmons, J. C..... | Graham, N. C. |
| Simpson, William | Raleigh, N. C. |
| Smith, T. C., M. D. | Asheville, N. C. |
| Smith, Charles H..... | Greensboro, N. C. |
| Smith, J. B..... | Lexington, N. C. |
| Stewart, L. | Laurinburg, N. C. |
| Tenny, A. K. | Durham, N. C. |

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| Thompson, V. O. | Winston, N. C. |
| Wagner, Joe F. | Thomasville, N. C. |
| Wagoner, John M. | Statesville, N. C. |
| Wilson, William, Jr. | Charlotte, N. C. |
| Woodall, Junius P. | Charlotte, N. C. |
| Wriston, L. R. | Charlotte, N. C. |
| Yates, Silas O. | Morrisville, N. C. |

SECOND ANNUAL MEETING
OF THE
TRAVELING MEN'S AUXILIARY
OF THE
NORTH CAROLINA
PHARMACEUTICAL ASSOCIATION
DURHAM, NORTH CAROLINA
1915



Officers of the Traveling Men's Auxiliary of the North Carolina
Pharmaceutical Association, 1915-1916

| | | |
|----------------------------|-----|-----------------|
| <i>President</i> | - - | J. B. O'BANNON |
| <i>Vice-President</i> | - | LAMBERT KUHN |
| <i>Secretary-Treasurer</i> | | H. P. UNDERWOOD |

PROCEEDINGS

OF THE

Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association

The Second Annual Meeting of the Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association met in the Assembly room of the Malbourne Hotel, Durham, N. C., June 15, 1915.

The meeting was called to order by President C. D. Sedberry of Fayetteville, at seven-thirty P. M. The minutes of the last meeting were read and approved.

A motion was passed that the annual dues be raised from two to three dollars.

H. P. Underwood of Fayetteville, having been appointed Secretary and Treasurer of the Auxiliary by President Sedberry after the resignation of J. B. Staadeker last January, read the report of finances.

New officers were elected as follows:

| | |
|---------------------------|-----------------|
| President | J. B. O'BANNON |
| Vice-President | LAMBERT KUHN |
| Secretary-Treasurer | H. P. UNDERWOOD |
| Governing Board | LEE REINHEIMER |
| ..... | H. T. KERSHAW |

A special committee from the North Carolina Pharmaceutical Association consisting of G. E. Burwell, E. L. Tarkenton, and C. P. Greyer, met with the Auxiliary for the purpose of discussing ways and means of increasing the membership in both the Auxiliary and the Association.

The Auxiliary expressed its thanks to the Cliff-Weil Cigar Co., Pepsi-Cola Co., Arctic Ice and Coal Co., and to

the John, Jr., Cigar Company for their contributions, and also to the Durham druggists for their excellent entertainment.

The Auxiliary adjourned to meet in Wrightsville on June 20, 21, and 22, 1916.

H. P. UNDERWOOD, Fayetteville,
Secretary-Treasurer.

MEMBERSHIP LIST

| | |
|--------------------|-----------------------------|
| C. V. Dunnagan | Vionina Fruit Co. |
| R. C. Miller | Artic Ice & Coal Co. |
| Jno. Rowe | Eli Lilly Co. |
| W. C. Addison | Nyle Co. |
| J. W. Gibbons | Welch Grape Juice Co. |
| G. C. Hayes | Parke Davis Co. |
| R. A. Hayes | Justice Drug Co. |
| T. F. Barnby | Horlicks Malted Milk Co. |
| R. B. Connally | H. K. Wampole & Co. |
| A. F. Duckett | W. H. King Drug Co. |
| E. L. DeLamater | Sharp & Dohme |
| R. C. Fleming | Capudine Chemical Co. |
| John Foege, Jr. | "John Jr." Cigars |
| R. E. Hunter | The Upjohn Co. |
| G. N. Ivy | Eli Lilly & Co. |
| Lambert Kuhn | Robert M. Green & Co. |
| H. T. Kershaw | Muth Bros. |
| J. B. O'Bannon | Jno. M. Scott & Co. |
| L. W. Phillips | Welch Grape Juice Co. |
| R. Glenn Patterson | Powers Taylor Drug Co. |
| Lee Reinheimer | Cliff Weil Cigar Co. |
| J. S. Salomonsky | Norris Candy Co. |
| C. D. Sedberry | N. B. Gilpin Co. |
| S. O. Smith | T. C. Smith Co. |
| J. B. Staadeker | Norris Candy Co. |
| C. T. Swain | |
| Jno. L. Taylor | Sharp & Dohme |
| I. R. Vangorder | Dr. Miles Medicine Co. |
| H. P. Underwood | Bro-mal-gine Co. |
| P. W. Vaughan | American Druggist Syndicate |
| F. A. Watson | Jno. M. Scott & Co. |
| E. H. Walters | Cotton Belt Candy Co. |
| J. B. Bowers | Owens & Miner |
| R. E. Whitaker | H. K. Mulford & Co. |
| E. M. Miller | Bodeker Drug Co. |
| J. H. Wadsley | Pepsi Cola Co. |
| J. A. Lyle | Richard Gwathney |
| W. E. Larkin | Richard Hudnut Co. |

THIRTY-FOURTH ANNUAL REPORT

OF THE

North Carolina Board of Pharmacy

1915

NORTH CAROLINA BOARD OF PHARMACY

MEMBERS AND ORGANIZATION, 1915-16

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR
OF NORTH CAROLINA

J. P. STOWE, Charlotte.....Term expires April 28, 1916
E. V. ZOELLER, Tarboro.....Term expires April 28, 1917
IRA W. ROSE, Rocky Mount.....Term expires April 28, 1918
F. W. HANCOCK, Oxford.....Term expires April 28, 1919
W. W. HORNE, Fayetteville.....Term expires April 28, 1920

PRESIDENT

EDWARD V. ZOELLERTarboro

SECRETARY AND TREASURER

F. W. HANCOCKOxford

ATTORNEY

B. S. ROYSTEROxford

REPORT OF F. W. HANCOCK

SECRETARY AND TREASURER OF THE NORTH CAROLINA
BOARD OF PHARMACY

*To His Excellency, Locke Craig, Governor, and the North Carolina
Pharmaceutical Association:*

SIRS:

In compliance with Section 9 of the North Carolina Pharmacy Law, I have the honor of submitting to your Excellency and to the North Carolina Pharmaceutical Association a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1915.

The eighty-third (83) meeting of the Board was held at the Yarboro Hotel in the city of Raleigh on Tuesday and Wednesday, June 9 and 10, 1914. Present were Messrs. E. V. Zoeller, W. W. Horne, I. W. Rose, J. P. Stowe, and F. W. Hancock.

Mr. F. W. Hancock of Oxford presented his commission from the Governor as a member of the Board for a term of five (5) years, from April 28, 1914, and having also presented a certificate from the Clerk of the Superior Court of Granville County that he had taken the prescribed oath of office, he re-entered upon his duties as a member of the Board.

Upon ballot Mr. Hancock was re-elected Secretary-Treasurer of the Board for his term as a member of said Board.

A motion was made and unanimously adopted changing the minimum requirement of 50 per cent in each branch of the examination to 60 per cent.

The new branch of Practical Pharmacy was inaugurated at this meeting and given to 81 candidates in the Laboratories of the A. and M. College.

Mr. Junius E. Shell of Lenoir was chosen as Assistant-Inspector to be under the supervision of the Secretary-Treasurer, assisting him in making visitations and inspections throughout the state, giving as much time to the work as the funds would justify. Mr. Shell started upon this work in September, 1914. By their joint work he and the Secretary have corrected many irregularities and violations.

The following is a supplementary report of his work for the year:

Under the direction of your Secretary I have from September 1, 1914, to May 31, 1915, visited the following towns, 45 in number:

Cleveland, Albemarle, Norwood, Winston-Salem, Rural Hall, Wal-

nut-Cove, Mount Airy, Wilkesboro, North Wilkesboro, Pilot Mountain, High Point, Thomasville, Lincoln, Shelby, Lawndale, Cherryville, Mount Holly, Caroleen, Henrietta, Elk Park, Black Mountain, Marion, Morganton, Rocky Mount, Tarboro, Wilson, Farmville, Greenville, Washington, Burlington, Wilmington, Whiteville, Edenton, Hertford, Elizabeth City, Charlotte, Salisbury, Statesville, Lexington, Hickory, Newton, Concord, Gastonia, Bessemer City, and King's Mountain.

I have called upon 238 registered druggists, and 7 physicians holding permits. I have found 16 places without registered help and in most of these either registered pharmacists or physicians holding permits were put in personal charge.

I have endeavored to stress the Law to such an extent as will, I believe, prove beneficial in correcting quite a number of irregularities.

The Poison Records are usually kept but I hardly think they are complete.

The Anti-Narcotic Law, as regards morphine and cocaine, is usually strictly adhered to, but complaint is made of the country stores with reference to the selling of laudanum and preparations containing same. Of course this will become largely adjusted under the Harrison Bill.

Indeed, I have made inquiry in several of these places where complaint was made and was unable to buy anything that was not allowed, under the Law, to be sold.

I have made detailed report of each of my trips to your Secretary and he has, in some cases, been able to make further adjustments.

J. E. SHELL,
Assistant Inspector.

Eighty-one (81) candidates appeared before the Board for examination, the theoretical being held in the Hall of the House of Representatives and the practical in the Chemical Laboratories of the A. and M. College.

The following thirty-five (35) were successful and were duly registered and licensed:

| | |
|---------------------------|----------------|
| William E. Tate | Winston--Salem |
| William A. McDaniel | Enfield |
| Henry O. Holland | Apex |
| Richard H. Andrews | Chapel Hill |
| Junius W. Davis | Southport |
| Luther White | Taylorsville |
| Rogers A. McDuffie | Greensboro |
| William P. Faucette | Raleigh |
| James L. Sutton | Edenton |
| Edward M. Hardin | Wilmington |
| James E. Lytch | Rowland |

| | |
|-------------------------------|-----------------|
| George K. Moose | Gold Hill |
| Paul G. Caldwell | Gastonia |
| Leland B. Grantham | Goldsboro |
| Kenneth A. Kirby | Marion |
| John G. Roberson | Greensboro |
| Joseph F. Hoffman, Jr. | High Point |
| William A. Isler (col.) | Raleigh |
| William H. Thornton | Baltimore, Md. |
| Calvin B. Morrisette | Elizabeth City |
| Rupert W. Jernigan | Chapel Hill |
| Fletcher B. Bizzell | Kinston |
| Malcolm E. Pierce | Cameron |
| Van Wike B. Elkins | Siler City |
| David T. Briles | Fayetteville |
| Edward H. Ward | Tarboro |
| Wilson W. Allen | Hendersonville |
| Hamilton E. Davis | Waynesville |
| Ellis T. McInnis | Troy |
| James R. Betts | Macon |
| Joseph D. Joyner | Franklinton |
| Joseph W. McKay | King's Mountain |
| David C. Pemberton | Troy |
| Theodore E. Stainback | Kenly |
| Ernest V. Woodard | Princeton |

The eighty-fourth (84) meeting of the Board was held in the Yarboro Hotel in the city of Raleigh on Thursday and Friday, November 19 and 20, 1914. Members of the Board present were: Messrs. E. V. Zoeller, Tarboro; W. W. Horne, Fayetteville; I. W. Rose, Rocky Mount; J. P. Stowe, Charlotte; and F. W. Hancock, Oxford.

Fifty-one (51) candidates appeared for examination, the theoretical being held in the Hall of the House of Representatives and the practical in the Laboratories of the A. and M. College.

The following, twenty-three (23) in number, were successful and were registered and licensed:

| | |
|----------------------------|--------------|
| Walter S. Matthews | Clinton |
| Fred B. Singletary | Lumberton |
| Paul H. Dinwiddie | Durham |
| Frank F. Lyon | Oxford |
| James C. Chappell | Raleigh |
| Roy Long | Burlington |
| Jesse N. Greene | Norfolk, Va. |
| James T. Vinson | Selma |
| James T. Underwood | Ashboro |
| Marvin M. Stephenson | Angier |

| | |
|-----------------------------|------------------|
| Stroud O. Brewer | Thomasville |
| Fred L. Hooper | Sylva |
| Frank H. Pender, Jr. | Tarboro |
| Joseph H. Aiken, Jr. | Hickory |
| Phillip J. Suttlemyre | Hickory |
| Paul C. Brantley | Wilson |
| Arthur S. Cassell | North Wilkesboro |
| Edward L. Burton | Winston-Salem |
| Murray M. Sessoms | Windsor |
| Henry F. Faucette | Raleigh |
| Lee A. Bailey | Salisbury |
| Duncan S. Blue | Southern Pines |
| Ricky L. Furman | Louisburg |

The following Pharmacists have died during the last twelve months, and their names have, therefore, been removed from the register:

| | |
|----------------------------|---------------|
| Theodore S. Chandler | Virgilina |
| B. Swift Davis | Charlotte |
| McG. Ernul | Greenville |
| Dr. E. E. Klutz | Troutman |
| J. C. Simmons | Graham |
| J. T. Thomas | Henderson |
| John Tull | Waynesville |
| L. C. Griffin | Winston-Salem |

The following registered Pharmacists failing to renew their licenses as required by Section 19 of the Pharmacy Law, their names were removed from the registered list:

| | |
|--------------------------------------|---------------|
| Adolph G. Ahrens | Wilmington |
| G. W. Campbell | Charlotte |
| J. G. M. Cordon | Clayton |
| G. C. Edwards, M. D. | Hookerton |
| Henry A. Fisher (Col.) | Charlotte |
| E. Gertrude Gibson | McColl, S. C. |
| R. P. Hackney | Durham |
| J. E. Harper | Smithfield |
| Frank D. Irwin | Reidsville |
| J. A. McKethan, M. D. | Fayetteville |
| Alonzo L. Mansfield | Wilson |
| G. E. Parker, M. D. | Benson |
| John S. Pescud | Raleigh |
| L. A. Rutherford, M. D. (Col.) | Kinston |
| W. Frank Rhyne | Asheville |
| H. B. Sedberry | Wilmington |

| | |
|-------------------------------|-------------|
| Frank M. Salley | Asheville |
| S. P. Wright, M. D. | Wilmington |
| G. E. Young, M. D. | Forest City |
| D. B. Zollicoffer, M. D. | Weldon |
| Jno. A. Zeigler | Marshville |
| A. S. Johnson | Smithfield |
| Lester A. Reeves | Chapel Hill |
| J. M. Whittington | East Bend |

In compliance with Section 19 of the Pharmacy Law, the following Pharmacists, ten (10) in number, were re-registered:

| | |
|------------------------------|--------------|
| B. J. Cottle | Wilmington |
| C. E. Gallaway | Mount Airy |
| T. E. Person, M. D. | Stantonsburg |
| Jesse L. Alston (Col.) | Albana, Ga. |
| W. A. Mabry | Durham |
| Jos. L. Wilkerson | Durham |
| Jesse A. Dobson (Col.) | Durham |
| Doane Hage | Asheville |
| Luther L. Sapp, M. D. | Salisbury |
| John R. Smith | Mount Olive |

The following Physicians, holding permits to conduct drug stores in towns of 500 or less inhabitants, failing to renew said permits, their names were removed from the register, in accordance with Section 19 of the Pharmacy Law:

| | |
|-----------------------------|-------------------------------|
| Samuel H. Crocker | Stantonsburg, Wilson County |
| Alfred F. Hammond | Pollocksville, Jones County |
| James R. Jerome | Wingate, Union County |
| Romeo Hicks | Harris, Rutherford County |
| Harley G. Brookshire | Leicester, Buncombe County |
| Richard E. Timberlake | Youngsville, Franklin County |
| Asa C. Whitaker | Julian, Randolph County |
| Chas. Z. Chandler | Dillsboro, Jackson County |
| Wm. B. Chapin | Townsville, Vance County |
| Joseph Thompson | Creedmoor, Granville County |
| Arthur B. Burns | Cleveland, Rowan County |
| Ayer Whitley | Mint Hill, Mecklenburg County |

Permits to conduct drug stores in towns or villages of 500 inhabitants, or less, were issued to the following physicians:

| | |
|--------------------------------|----------------------------|
| Amos Monroe Wooten | Pinetops, Cleveland County |
| Frank Ellis Barr | Townsville, Vance County |
| Jas. McPherson Templeton | Cary, Wake County |
| Chas. Greenberry Bryant | Newland, Avery County |

| | |
|--------------------------------|--------------------------------|
| George Wm. Mitchell | Macclesfield, Edgecombe County |
| Jno. Frederick Nash | St. Paul, Robeson County |
| Jas. Morgan Sullivan | Hayesville, Clay County |
| Wm. Jackson Weaver | Leicester, Buncombe County |
| Wilford Hinnant | Micro, Johnston County |
| Edmund Bruce Beasley | Fountain, Pitt County |
| Thos. Jefferson Proffitt | Elk Park, Avery County |
| Chas. Edgar Wilkerson | Worthville, Randolph County |

Duplicate certificate was issued to

| | |
|---------------------------|--------|
| John Albert Spencer | Durham |
|---------------------------|--------|

Copies of the original certificates were issued to the following:

| | |
|-------------------------|------------|
| O. G. King | Raleigh |
| Geo. W. Montague | Durham |
| Wm. L. Fields | Laurinburg |
| Verne Rea | Durham |
| Germain Bernard | Durham |
| Chas. E. Gallaway | Mount Airy |
| Madison L. Shore | Raleigh |

| | |
|--|-----|
| Total number of Physicians holding permits | 58 |
| Total number of Candidates examined | 132 |
| Total number of Candidates licensed | 58 |
| Total number of Pharmacists re-registered | 10 |
| Total number of Registered Pharmacists | 929 |

Since our last meeting the Harrison Anti-Narcotic Act, which was passed by the Federal Congress, has gone into effect, and the Federal Government has appointed two Inspectors and put them in the field—one in the 4th and one in the 5th Internal Revenue District.

These Inspectors are at work and some few violators have been indicted.

We believe that when this Law is thoroughly enforced, as it doubtless will be, it will be one of the best for humanity ever yet enacted. We sincerely hope our profession throughout the state will do all in their power to help not only the state but also the Federal Government in enforcing these important laws.

Your Secretary has visited the following places:

Hendersonville, Brevard, Asheville, West Asheville, Tryon, Saluda, Waynesville, Canton, Clyde, Sylva, Bryson City, Andrews, Murphy, Rocky Mount, Nashville, Goldsboro, Selma, Dunn, Durham, East Durham, West Durham, Greensboro, Biltmore, Wake Forest, Henderson, Cary and Gastonia.

At some of these places he was attending Court for the purpose of looking after prosecutions.

PROSECUTIONS

We report that on April 15, 1915, J. H. and T. L. Love, Jr., of Raleigh were indicted before the Recorder's Court of Raleigh for the violation of the State Anti-Narcotic Law, your Secretary having procured 248 1-4 gr. morphine tablets which were sold by them to a little 13-year-old white girl, the daughter of Mr. E. G. Richardson.

The evidence showed that J. H. Love was not now interested in the business and had never sold the drug himself, but that T. L. Love, Jr., had been selling it for 5 or 6 years, putting the tablets in a box used by Bobbitt-Wynne Drug Co., in putting up a prescription in 1905. Love pleaded guilty and was fined \$300 and costs. Under the Act his license was automatically revoked.

The Federal Government afterwards indicted him, fining him \$25 and costs.

The Druggists and Physicians at Gastonia indicted Dr. T. L. LeRoy for violating both the State Medical Practice Act and the Pharmacy Law. There were nine (9) indictments against him. These cases were tried in the Recorder's Court and he was convicted in all, being fined in eight (8) of them. In the one other case the judgment of the Court was that he serve a sentence of six (6) months on the roads.

He took an appeal to the Superior Court, but when the case came up there it was continued until the next term of Court for that county. The Secretary of the Board was telegraphed for and was there for several days, assisting in the conviction of the violator.

I herewith submit reports of the receipts and disbursements for the current year as follows:

NORTH CAROLINA BOARD OF PHARMACY

In account with F. W. Hancock, Treas.

| 1914 | | Cr. | |
|------|-----|--|------------|
| June | 1. | By Balance on Hand | \$ 209.87 |
| | 9. | By am't rec'd from 81 candidates examined..... | 405.00 |
| Nov. | 19. | By am't rec'd from 51 candidates examined | 255.00 |
| Oct. | 31. | By am't rec'd from renewal licenses, pharmacists... | 1,708.00 |
| | 31. | By am't rec'd from renewal permits, physicians.... | 116.00 |
| 1915 | | | |
| May | 31. | By am't rec'd from re-registration fees | 30.00 |
| | 31. | By am't rec'd from physicians' permits | 36.00 |
| | 31. | By am't rec'd from copies of original certificates.... | 7.00 |
| | 31. | By am't rec'd from duplicate certificates | 1.00 |
| | 31. | By am't rec'd from copies of Proceedings with examination questions | .50 |
| | | | \$2,768.37 |

| 1914 | | DR. | |
|-------|-----|---|-------|
| June | 1. | To am't paid Raleigh post office, postage..... | 5.00 |
| | 9. | To am't paid E. V. Zoeller, exp. and per diem B'd meeting | 45.32 |
| | 9. | To am't paid W. W. Horne, exp. and per diem B'd meeting | 47.69 |
| | 9. | To am't paid I. W. Rose, exp. and per diem B'd meeting | 50.65 |
| | 9. | To am't paid J. P. Stowe, exp. and per diem B'd meeting | 58.60 |
| | 9. | To am't paid F. W. Hancock, exp. and per diem B'd meeting | 32.00 |
| | 9. | To am't paid C. F. Clayton | 9.00 |
| July | 1. | To am't paid Edwards & Broughton, printing..... | 1.25 |
| | 2. | To am't paid Raleigh post office, postage | 5.00 |
| | 20. | To am't paid Raleigh post office, postage | 5.00 |
| | 30. | To am't paid Raleigh post office, postage | 10.00 |
| Aug. | 1. | To am't paid Raleigh post office, postage | 5.00 |
| Aug. | 6. | To am't paid Raleigh post office, postage..... | 6.00 |
| | 18. | To am't paid Raleigh post office, postage..... | 3.50 |
| | 20. | To am't paid Edwards & Broughton Printing Co., printing | 1.75 |
| | 27. | To am't paid Seaboard Air Line R. R. Co., freight.. | .42 |
| | 28. | To am't paid Seaboard Air Line R. R. Co., freight.. | .35 |
| Sept. | 1. | To am't paid Raleigh post office, postage..... | 4.00 |
| | 15. | To am't paid Raleigh post office, postage..... | 5.00 |
| | 21. | To am't paid Raleigh post office, postage | 5.00 |
| Oct. | 3. | To am't paid F. F. Lyon, stationery | .80 |
| | 4. | To am't paid Raleigh post office, postage | 5.00 |
| | 10. | To am't paid Britt's Printery, printing | 1.50 |
| | 12. | To am't paid Oxford Telephone Co. | .45 |
| | 12. | To am't paid Western Union Tel. Co. | .60 |
| | 12. | To am't paid Western Union Tel. Co. | .60 |
| | 20. | To am't paid Western Union Tel. Co. | .75 |
| | 22. | To am't paid American Surety Co., Bond..... | 4.00 |
| | 23. | To am't paid Raleigh post office, postage | 3.00 |
| Nov. | 6. | To am't paid Edwards & Broughton Printing Co., printing | 4.75 |
| | 6. | To am't paid Essex Pad and Paper Co., ex. books.. | 12.43 |
| | 6. | To am't paid H. B. Gilpin Co., drugs for prac. ex.. | 19.45 |
| | 9. | To am't paid Seaboard Air Line R. R. Co., freight.. | 1.28 |
| | 9. | To am't paid Whital Tatum Co., material prac. ex.. | 7.54 |
| Nov. | 13. | To am't paid Southern Express Co. | 1.42 |
| | 13. | To am't paid Raleigh post office, postage | 6.00 |

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| | | | |
|------|-----|---|-------|
| | 16. | To am't paid H. B. Gilpin Co., drug prac. ex..... | 2.63 |
| | 16. | To am't paid W. T. Terry (Rubber Stamps) | .85 |
| | 16. | To am't paid Whital Tatum Co., material prac. ex... | 2.23 |
| | 18. | To am't paid Southern Express Co. | .84 |
| | 19. | To am't paid E. V. Zoeller, exp. and per diem B'd meeting | 47.51 |
| | 19. | To am't paid W. W. Horne, exp. and per diem B'd meeting | 45.08 |
| | 19. | To am't paid I. W. Rose, exp. and per diem B'd meeting | 49.69 |
| | 19. | To am't paid J. P. Stowe, exp. and per diem B'd meeting | 48.25 |
| | 19. | To am't paid F. W. Hancock, exp. and ped diem B'd meeting | 25.00 |
| | 19. | To am't paid C. F. Clayton | 9.50 |
| | 23. | To am't paid W. D. Terry, janitor capitol | 5.00 |
| | 25. | To am't paid Southern Express Co. | .37 |
| | 26. | To am't paid Raleigh post office, postage | 4.00 |
| Dec. | 1. | To am't paid E. M. Uzzell Co., printing | 35.25 |
| | 11. | To am't paid Raleigh post office, postage | 3.00 |
| | 12. | To am't paid Britt's Printery, printing | 2.50 |
| | 26. | To am't paid Raleigh post office, postage | 5.00 |
| 1915 | | | |
| Jan. | 18. | To am't paid Raleigh post office, postage | 5.00 |
| | 25. | To am't paid Gen. B. S. Royster, attorney's fee.... | 25.00 |
| Feb. | 25. | To am't paid Southern Express Co. | .24 |
| | 28. | To am't paid Raleigh post office, postage | 6.25 |
| Mar. | 26. | To am't paid Southern Express Co. | .23 |
| | 29. | To am't paid Seeman Printery, printing..... | 22.00 |
| Apr. | 1. | To am't paid Edwards & Broughton, printing | 8.50 |
| | 8. | To am't paid Southern Express Co. | .22 |
| | 27. | To am't paid Raleigh post office, postage | 5.50 |
| May | 1. | To am't paid Miss Maud Reid, typewriting | 3.75 |
| | 12. | To am't paid Britt's Printery, printing | 3.43 |
| | 15. | To am't paid Alfred Williams & Co., stationery.... | 2.00 |
| | 15. | To am't paid Western Union Tel. Co. | .65 |
| | 15. | To am't paid Gen. B. S. Royster, fee in Love case.. | 28.90 |
| | 15. | To am't paid Britt's Printery, printing | 3.50 |
| | 31. | To am't paid National Asso. Boards Phar., Dues.... | 15.00 |
| | 31. | To am't paid materials bought for practical examination | 5.10 |
| | 31. | To am't paid H. B. Gilpin Co., materials prac. ex... | 19.80 |
| | 31. | To am't paid H. B. Gilpin Co., materials prac. ex... | .95 |
| | 31. | To am't paid W. H. King Drug Co., materials for prac. ex. | 10.50 |

| | | |
|-----|---|--------|
| 31. | To am't paid Edwards & Broughton Co., printing.. | 5.50 |
| 31. | To am't paid W. H. King Drug Co., utensils for practical examinations | 118.28 |
| 31. | To am't paid Trav. Exp. for Inspector Shell, Sept. and Oct., 1914 | 27.79 |
| 31. | To am't paid Per diem for Inspector Shell, Sept. and Oct., 1914 | 40.00 |
| 31. | To am't paid Trav. Exp. for Inspector Shell, Nov. and Dec., 1914 | 32.30 |
| 31. | To am't paid Per diem for Inspector Shell, Nov. and Dec., 1914 | 30.00 |
| 31. | To am't paid Trav. Exp. for Inspector Shell, Jan, 1915 | 16.31 |
| 31. | To am't paid Per diem for Inspector Shell, Jan., 1915 | 25.00 |
| 31. | To am't paid Trav. Exp. for Inspector Shell, Feb., 1915 | 32.22 |
| 31. | To am't paid Per diem for Inspector Shell, Feb. 1915 | 40.00 |
| 31. | To am't paid Trav. Exp. for Inspector Shell, March, 1915 | 35.67 |
| 31. | To am't paid Per diem Inspector Shell, March, 1915 | 40.00 |
| 31. | To am't paid Trav. Exp. for Inspector Shell, April, 1915 | 19.21 |
| 31. | To am't paid Per diem for Inspector Shell, April, 1915 | 20.00 |
| 31. | To am't paid Trav. Exp. for Inspector Shell, May, 1915 | 49.54 |
| 31. | To am't paid Per diem for Inspector Shell, May, 1915 | 45.00 |
| 31. | To am't paid Trav. Exp. for Inspector Hancock, June, 1914 | 50.60 |
| 31. | To am't paid Per diem for Inspector Hancock, June, 1914 | 65.00 |
| 31. | To am't paid Trav. Exp. for Inspector Hancock, July, 1914 | 45.00 |
| 31. | To am't paid Per diem for Inspector Hancock, July, 1914 | 55.00 |
| 31. | To am't paid Trav. Exp. for Inspector Hancock, Sept., 1914 | 20.40 |
| 31. | To am't paid Per diem for Inspector Hancock, Sept., 1914 | 25.00 |
| 31. | To am't paid Trav. Exp. for Inspector Hancock, October, 1914 | 20.75 |
| 31. | To am't paid Per diem for Inspector Hancock, Oct, 1914 | 20.00 |
| 31. | To am't paid Trav. Exp. for Inspector Hancock, | |

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| | | |
|-----|--|------------|
| | April, 1914 | 20.25 |
| 31. | To am't paid Per diem for Inspector Hancock, April, 1914 | 25.00 |
| 31. | To am't paid Trav. Exp. Inspector Hancock, May, 1915 | 30.50 |
| 31. | To am't paid Per diem Inspector Hancock, May, 1915 | 30.00 |
| 31. | To am't paid salary Secretary-Treasurer for year ending May 31, 1915 | 600.00 |
| 31. | To am't Balance on Hand | 360.63 |
| | | \$2,768.37 |

Respectfully submitted,

F. W. HANCOCK,
Secretary-Treasurer.

NEGROLOGY RECORD

(From Registered List)

THEODORE S. CHANDLER

Virgilina, Va.

B. SWIFT DAVIS

Charlotte

McG. ERNUL

Greenville

DR. E. E. KLUTTZ

Troutman

J. C. SIMMONS

Graham

J. T. THOMAS

Henderson

JOHN TULL

Waynesville

LEONIDAS C. GRIFFIN

Winston-Salem

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