

the interests of the association in order to maintain its standing, extend its influence, and strengthen its stability.

In the past we have been successful in resisting the several attempts which have been made to contravene our Act, and so far it has worked satisfactorily. We have made some enemies by enforcing it when the interests of the association called for extreme measures, but in every instance we have exercised all the leniency possible, consistent with our determination to enforce a recognition of our rights.

I am happy to have the privilege of congratulating the druggists of the province on the prosperous condition of our business, which is healthier, I believe, than that of the pharmacists in any country in the world, and it rests with ourselves to secure a continuation of our present prosperity. We are free from price cutting and dispensing physicians—the two great causes of trouble and loss in eastern Canada and the United States. I believe that the formation of the Ontario Society of Retail Druggists, and their line of action, of which we have read in the eastern journals, will be of great assistance to us, if they can succeed in rescuing the business from the chaotic state into which it has fallen in Ontario, and I think it will be our duty as an association to offer them our support, and strengthen their hands by every possible means in our power. Considering the difficulties our confrères of Ontario have to contend with, ours is a path of roses, and we should have no trouble in travelling over it to success.

I am told that a druggist in Vancouver, some time ago, undertook to cut prices, in the hope of drawing trade which he could not secure in the regular way, due, no doubt, to his incompetency as a druggist, and in a very short time he found the regular purchasing channels entirely closed to him. A number of things have occurred of late which show that the wholesalers and manufacturers are awakening to the fact that their interests and ours are identical. I was very much encouraged by the results of our action, taken a year or two ago, on the tablet triturate question. When the manufacturers came to hear our sentiments in the matter, they at once instructed their representatives not to push them, and I am told that their sale in this province is almost *nil*.

I have also to refer with pleasure to the friendly and co-operative feeling existing between the druggists and physicians. I believe the continuation of such satisfactory relations rests almost entirely with the druggists, and we should all carefully avoid any action which might endanger it.

Four years ago, at our annual meeting, I brought forward a scheme for affiliating the teaching body of this association with the University. The council was empowered to take the necessary action to secure the end proposed, but as the proposition necessitates the co-operation of

the Medical College, and as the faculty were at that time, and up to last year, so absorbed in the task of settling certain disputes which had arisen among themselves, we have not been able to make any progress. I would, however, commend the question to the incoming council. While on this subject, I might say that the council has been enabled to make good progress in the matter of lectures. The present arrangement with the Medical College gives us the use of a fairly complete apparatus. We occasionally hear murmurs of discontent from some of our students—that is to be expected; but we have the satisfaction of seeing a large proportion passing examinations which are equal to those of any college in the Dominion. And I cannot help but think, when about seventy-five per cent. of our students take, some of them exceptionally high marks, with the present facilities, that the complaints we hear are more attributable to the complainants than the lecturer, or the facilities afforded.

In regard to the reduction of membership fees, if the fees of members are reduced the fees of students must be very largely increased, and I am of the opinion that the druggists of the province can better afford to pay \$10 a year than the student can afford possibly a hundred dollars for the lectures. I will not dwell on this subject, as I believe it will come up for further discussion.

The vice-president, Mr. Flexon, in replying to the president, said that gentleman had covered the ground pretty thoroughly. He facetiously charged the president with a lack of introspection, as he did not inform his listeners how much he loved his position. It was the speaker's opinion that Mr. Howard would not vacate the chair for all the gold mines of the "Lake of the Woods." He had simply, for the last four years, revelled in the luxury and lucrativeness of his office. The speaker did not envy him, but sincerely hoped that he would continue to fill the chair as capably as he had always filled it. That he had filled it capably and honorably, and at all times to the best of his ability, could not for a moment be questioned by anybody who knew the man; certainly not those who had sat with him from time to time in council directing the affairs of the association. But it must not be imagined that the president's path had been entirely smooth; there had been a few rocks of a good size thrown in his way, not the least of which was the defalcation of the late registrar, but through the skill and legal discretion of Mr. Howard the obstacle had been surmounted, and the affairs of the association were again on the road to progress. Continuing, the speaker said: It has been thought, perhaps, by members throughout the province that the affairs of the association have not received sufficient attention at the hands of the council. All I can say, gentlemen, is that the proceedings of the council are recorded in

the minute book, and that book, being the property of the association, is open to the investigation of the members; and I say, further, that it is their duty to investigate, and they should give the result of their investigation to the council. In this way the shortcomings of your representatives would become known, and perhaps a remedy discovered for them; but I believe the council has not strayed much in its efforts to promote the welfare of the Pharmaceutical Association of Manitoba. Of some of the questions asked me is that in reference to the membership fee. The fee is considered absurdly large. In order to show you why the council has not seen its way clear to reduce the fee, an estimate of receipts and expenditure has been prepared by the registrar for the ensuing year.

A perusal of this estimate makes it evident that the greatest possible amount of revenue that the council may expect is \$1,347, against which amount a total of \$1,137 will be required for expenditure (here the speaker reviewed the various items of the estimate), thus showing a surplus of \$210 to place to the credit of the association. Now, that would not be a very large amount to place to one's credit; but suppose we should accede to the wishes of some of our friends and fix the members' fee at \$4, as it is in Ontario, what would be the result? Why, instead of an income from members alone of \$781, we should have but \$348. In this way we should be met with a deficit of \$223. In making comparisons, or, more properly speaking, contrasts, between ourselves and our confrères of Ontario, we have to reckon with numbers indeed.

In that province there are 850 members who pay into the exchequer of their association a sum of \$3,400, and I am given to understand that so rapid is the growth of the membership there that even now a further reduction in the membership fee is contemplated. Now, how could we face the deficit alluded to (here the speaker reviewed each item of the expenditure account, and showed the impossibility of reducing the various amounts)? The last item on the list is the sum of \$300 which we pay our lecturer, and here perhaps a wide field for discussion may be opened up.

Various thoughts, I have no doubt, will be contributed to this important topic. In my humble opinion the sum is not too large; but it might be possible to give the students the privilege of taking their two courses of lectures in one year instead of two years, as is now the custom, by altering the term of six months to eight months. In other words, twelve months' lecturing covering two years should be accomplished in eight months, covering one year. If such can be done in Ontario, there is no reason why it should not be possible here.

Then, again, the students' fees not only should be large enough to pay the lecturer's salary, but they might be made larger, so as to turn a surplus into the