

A brief discussion followed on the re-arrangement of districts, but no resolution was presented and the matter was allowed to drop.

Mr. Roberts was called upon to read a paper on "The Past, Present and Future of the Drug Trade." (This paper is given in full in another part of this number.)

Mr. Smith, in moving a vote of thanks, expressed his high appreciation of the paper to which they had just listened.

Mr. Yeomans seconded the resolution. He believed that the druggists had depended too much upon legislative protection in the past. If they were to ask for legislation they should be careful that it was upon the sound basis of the public interest and not for selfish reasons. They must meet competition in certain lines on their own merits.

Mr. Hall thought Mr. Yeomans took a very magnanimous view. When people met to consult about their mutual interest, they usually regarded matters from the point of view of that interest. He did not know of a profession that had not more legislative protection than that of pharmacy.

The resolution was carried.

On motion of Mr. McGregor a resolution of condolence on the death of Mr. Henry Watson was adopted.

After disposing of routine business the meeting adjourned until the afternoon.

On resuming after recess, the President read a paper on "Professional Ethics," which had been submitted by the Committee.

Mr. Polson expressed the opinion that while the paper was in many respects admirable it did not cover the whole ground. He thought the matter should be referred back to the Committee for fuller consideration and report at the next annual Convention. The code of ethics should cover not only the relation of the pharmacist to the physician but also the relations of the pharmacists to one another. He moved that the report be received.

Mr. Waters seconded the resolution. Carried.

Mr. Mackenzie moved, That whereas the Departmental and other stores are using the sale of trade mark remedies called patent medicines, as an advertisement for their business, and selling at prices that will not yield any net profit to the retail druggists who require to purchase the articles under the "Rebate Plan." This plan guarantees to the wholesale druggists a profit and the wholesale druggist is thus protected by the proprietors of these remedies, and the retail druggists left to compete with other traders who are not subject to such "rebate plan," as is manifestly an injustice to the retail druggists of the Province who have been largely instrumental in introducing to the public and popularizing these remedies, therefore the members of this Pharmaceutical Association condemn the rebate plan as now enforced as being unjust and injurious to the retail druggists, and requests the convention to take

such action as will induce the proprietors of trade mark remedies to extend the same protection to the retail druggists that is guaranteed to the wholesale druggists, and we consider it as the duty and in the power of proprietors of those remedies to furnish such protection to the retail druggists, and we consider that if such is not furnished by the proprietors of these remedies that we will be justified in taking any action that will relieve us from the injustice that is now done us by the proprietors of these remedies.

Mr. Barkwell, London, in seconding the resolution, said it had been represented to him that the rebate plan was forced upon the wholesalers by the manufacturers. His own experience led him to believe that the wholesalers had been the means of bringing this upon the retail trade. In some cases the difficulty could be overcome by a division of lots among the druggists in a locality. This division could be made where there were certain articles not covered by the rebate system. It was known that the great bazaars did get these goods at as favorable rates as the jobbers. How they obtained them it was sometimes difficult to ascertain. This evil might be overcome by union among the retailers. If they were united in demanding a certain course no jobber or manufacturer could ignore their demand, for these men must have the support of the retail druggists in order to succeed.

Mr. Polson asked for information how the change, the desirability of which he recognized, was to be brought about.

Mr. Mackenzie said it was a fair subject for consideration by this Pharmaceutical Association how the desired change was to be brought about. No doubt there were members who would be ready to suggest to the Executive plans to be adopted. The acceptance of the resolution would be a recognition of the existing evil and a declaration on the part of the Association that the retailers were unfairly dealt with.

The resolution was carried.

An excellent paper was then read by Mr. Johnston.

Mr. Waters, in moving a vote of thanks to Mr. Johnston, eulogised the paper as an able summary of the situation. He was not sure, however, that the system of standard remedies was the best cure for the evil of cutting in patents. He feared that the manufacturer was quite able to be independent of the trade. If some scheme could be suggested by which the manufacturer could be convinced that it would be advantageous to him to co-operate with the pharmacist in keeping his product out of the hands of others, the only great and lasting gain would be secured.

Dr. Oakley said he thought the physicians who were in business as pharmacists carried on their business quite as carefully as those who were licensed as pharmacists. He believed that the question of patent medicines was a very serious one, but the remedy should be more radical than that proposed. They should recognize that the whole patent medicine business was an

evil and should seek to have it made compulsory for the manufacturers to file with some public officer the formulas of their preparations. He seconded the resolution.

Mr. Smith said the patent medicine men had a large chance of success in the well-known characteristic of humanity, the love of being humbugged. He agreed with the reader of the paper that want of organization was the great evil, and told of the good that had been accomplished in Guelph by means of organization.

The resolution was carried and was briefly acknowledged by Mr. Johnston.

On motion of Mr. Mackenzie the paper was ordered to be incorporated in the minutes.

Mr. Gibbard said the results with the standard preparations had been good and gave every encouragement for carrying the plan still further. He did not see, the the public being what it was, how patent medicines could be done away with. There were patent medicine takers, people who took everything that was advertised—every druggist knew such people. The druggists could commend the standard preparation with confidence, knowing exactly how they were prepared.

Mr. F. W. Flett moved, seconded by Mr. W. H. Field, that this convention approve and endorse the sentiments of the resolution read by Mr. Mackenzie, and also the plan for rebating patents to retailers suggested in Mr. Buchanan's paper, and to give force and practical effect to such, we hereby instruct the Secretary of this Association in concert with the President to take such steps as they can to carry out our wishes. Carried.

There was a brief discussion on the question of printing the papers which had been read for circulation among the druggists.

Mr. Mackenzie moved that the Executive take the matter into consideration and, if sufficient funds are available to publish the proceedings of the Association in pamphlet form. Carried.

Mr. Gibbard urged the necessity of appointing an organizer to present the advantages of the Association to the profession and thus increase the membership.

This subject was briefly discussed, but no plan was suggested for overcoming the financial difficulty in the way. No resolution on the subject was proposed.

Mr. Waters moved that the thanks of the meeting be tendered to the promoters of the Convention for the work they had done in bringing about so successful a meeting. In this connection he desired to congratulate Mr. Polson on the realization of a scheme which he had advocated five years ago. He confessed that he (Mr. Waters) had not then as a member of the Council thought it his duty to promote the convention.

The resolution was seconded by Mr. Smith and carried unanimously.

On motion of Mr. Gibbard, a vote of thanks was passed to the daily press for the accurate and intelligent reports of the convention.

The meeting then adjourned.