

He calls on the druggist, explaining his preparation, which is supposed to be a very rapid seller, claims that the preparation is to be distributed through *one* drug store in each community, a quota being allowed for the particular store, usually one gross, at \$2.00 per dozen or \$24.00 a gross. He claims that two canvassers, dressed in green outfits, will spend a certain number of days in the community shortly after the quota is placed. These two canvassers, known as the "Green Mountain Boys" are to canvass the homes, selling the merchandise for the druggist.

All merchandise unsold is to be redeemed and the purchaser is to receive a peculiarly illuminated "Mutt and Jeff" demonstrator for his window free, for three months. Other things are promised.

After the salesman puts across his proposition he finds that he has a sufficient amount

of the merchandise on hand to leave with the purchaser a quota at once, for which he accepts a check for \$24.00 or for the amount of the Druggist's particular quota, at \$2.00 per dozen. The dealer receives nothing more. Secretary Noh would be pleased to hear from the salesman.

The *Manchester Union* said editorially (August 9th) that "mass buying is forced upon the independent retailer." The editor regrets the passing of traveling men which occasions loss to rural hotels and railroads.

The *New York Times*, of October 7th, states "Surveys, recently made, tend to show that the gains in sales made by chain-store systems are almost solely due to new outlets. One such investigation, made by the Federal Reserve Bank of Chicago, indicated that sales by individual chain stores tended to decrease as the number of stores increases."

OBITUARY.

BRUNO E. HOCKERT.

We are advised of the death of Bruno E. Hockert, of East Hartford, Conn., but regret we have no data for a sketch. As hospital pharmacist Mr. Hockert was most interested in the Section on Practical Pharmacy and Dispensing. He attended several meetings of the ASSOCIATION and contributed a number of papers dealing with dispensing pharmacy, and regulations relating to early pharmacy in Scandinavia.

Clayton French Shoemaker, Sr., father of our fellow-member, died September 13th, aged 79 years, after an illness of several years. He was a member of one of the first families to settle in New Jersey. On his mother's side he was a lineal descendent of Thomas French, to whom was granted quite a section of New Jersey. Mr. Shoemaker was an alumnus of the Philadelphia College of Pharmacy; after serving with French Richards & Co. for several years he entered into partnership with James C. Roller, a business continued by Shoemaker & Busch. The deceased was a former President of the National Wholesale Druggists' Association and of the Philadelphia Drug Exchange. These and other preferments indicate the regard and esteem in which he was held by his co-workers.

George C. Pratt, former Vice-President of

the National Drug Company, Philadelphia, and a Past-President of the American Pharmaceutical Manufacturers' Association, died September 7th, after an illness of several weeks. The funeral was held September 10th in the Carmel Presbyterian Church, Edge Hill, Pa. A delegation from the American Pharmaceutical Manufacturers' Association, including R. Lincoln McNeil, its President, attended the services. A widow and a son, David Pratt, survive.

While returning home from a western trip during which he attended the annual convention of the National Association of Retail Druggists, Martin A. Roth, aged 38 years, passed away suddenly on September 19th. On the previous evening he had retired apparently in good health, and was found dead in his berth, having evidently succumbed from an acute heart attack. The deceased was manager of the branch office of The Bayer Company Inc., in San Francisco.

President H. F. Fitzpatrick of the Idaho Pharmaceutical Association died suddenly from a heart attack at his home in Twin Falls, September 9th. The deceased was born in Ireland forty-seven years ago and came to Idaho in 1907. He was the owner of the "City Pharmacy." The deceased is survived by his widow, three daughters and one son.