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## SEWALL CUTLER.

Sewall Cutler, President of the National Wholesale Druggists' Association, was born in Brookline, Mass., June 11, 1881. Here he received his early education; later, he matriculated at Harvard College and was graduated with the class of 1903 as a Bachelor of Arts.

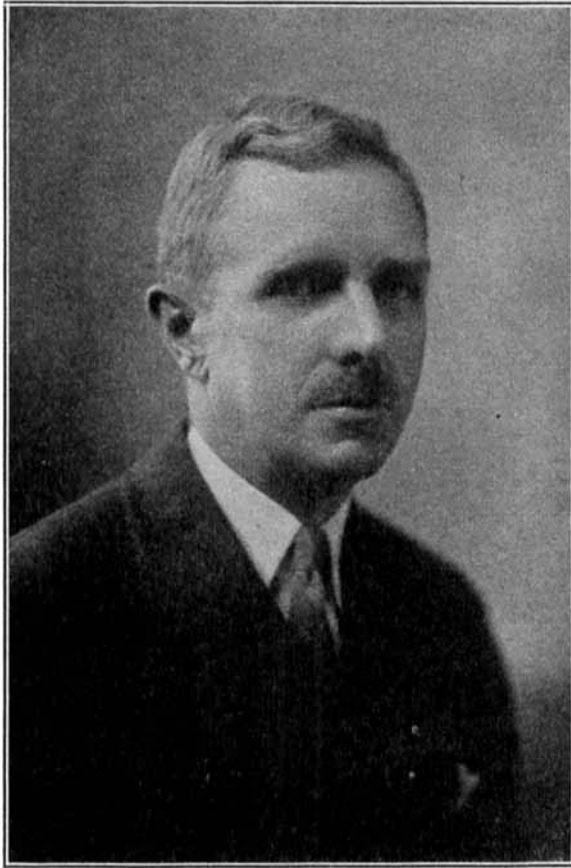
Shortly after graduation Mr. Cutler engaged with the Eastern Drug Company, Boston, in which, during the progress of years, his work has covered all the departments of the business; he has been a director of the Company for a number of years and is now its Secretary.

In 1915 Mr. Cutler enlisted in the officers' training camp at Plattsburg, N. Y. When the United States entered the World War, he went into the service and was assigned to the Aviation Division. Having won his wings, he was sent to Washington, with the commission of first lieutenant, to examine candidates for the air force. He served in this capacity from January to June 1918, when he went to France for training in the chemical warfare service. As an officer in the first gas regiment, he saw service at the front until the armistice was declared. After the close of the war he returned to the Eastern Drug Company.

President Cutler has been active in the affairs of the National Wholesale Druggists' Association for a number of years; as Vice-President, 1919-1920, and member of the Board of Control since 1921. He has been President of the New England Drug Exchange and is a member of the Executive Committee of the Druggists' Supply Corporation. His views on organized efforts are quoted from a New Year's message to the members of the N. W. D. A.:

"We should recognize that collective effort may accomplish much where individual effort fails. Collective effort never meets its greatest success unless every individual in the collection or organization does his part.

"We should ascertain all facts involved and utilize every legal means in our possession to protect the retail druggist in his competition with those outside interests which are encroaching on the fields of his activity in a way that is injurious and detrimental to the progress of fair trade practice."



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