

PERSONAL AND NEWS ITEMS.

The Veteran of Veterans, **Wilhelm Bode-mann**, presided at a luncheon of the Veteran Druggists who were present at the N. A. R. D. meeting in San Francisco. He also arranged for the San Francisco organization.

Members of the Council, Secretary E. F. Kelly, Chairman S. L. Hilton, J. H. Beal and H. C. Christensen attended the meeting of the N. A. R. D. at which time a joint meeting of the Executive Committees of these two bodies was held. These annual meetings not only foster the relationship existing between these organizations, but also offer opportunities for the discussion of questions in which the members of these organizations are deeply interested.

George A. Bender—of Watertown, who edits the South Dakota section in the *North-western Druggist*, writing of Floyd W. Brown, who has been named Local Secretary of the A. Ph. A. for its Seventy-seventh annual meeting at Alex Johnson's Hotel, Rapid City, during the week of August 26th—states that Mr. Brown needs no introduction to the druggists of South Dakota. He refers to the new and luxurious Alex Johnson Hotel which will be the headquarters; and in addition he refers to various lodges and scenic hotels among the mountains within short motor radius of Rapid City. He describes the section as the Switzerland of America and gives credit to the Chicago and Northwestern Railroad whose entire organization promises whole-hearted support and coöperation for the annual meeting.

South Dakota pharmacists are pleased with their success in bringing the convention to the Hills and will lend every support to Local Secretary Brown and President Jones in their preparations for the meeting.

Henry G. Ruenzel, member of the Wisconsin Board of Pharmacy for many years, and an alumnus of the first class of the Pharmacy Department at the University of Wisconsin, states that every pharmacist should specialize in some type of service or product that will give him a reputation in his community. He adopted an unusual method of bringing this about, because of the opportunity of his location. He has about an acre of land at the rear of his store and he here raises plants which yield a number of the drugs that he sells in his store and makes up into teas and other preparations. His drug garden is known throughout Milwaukee and Wisconsin and has helped to establish a confidence in his

services which goes far beyond the income derived from the sale of drugs which he raises. It is a matter of impossibility for many pharmacists to adopt such a plan, but there are other means quite as effective, as Mr. Ruenzel says, "every pharmacist should specialize in some type of service or product that will give him a helpful reputation."

Secretary W. F. Sudro, of the North Dakota Association, states that his annual attendance at the meeting of the A. Ph. A. makes him acquainted with conditions in other sections of the country.

In commenting on the successful meeting in Portland, Me., he adds, "every now and then each of us, no doubt, gets an attack of 'pessimitis.' A sure cure for such a malady is to learn what problems druggists in other sections have to contend with." He concludes that the druggists of North Dakota are much better situated than those in some other states.

E. F. Kelly, **S. L. Hilton** and Mrs. Hilton stopped over in Phoenix for a visit with Secretary Hulett of the Arizona Pharmaceutical Association. Secretary Kelly had planned to attend the annual meeting of the latter organization, but it became necessary to postpone the meeting until October 17th and 18th.

Secretary Kelly also visited the New Orleans College of Pharmacy on invitation from Dean Grasser.

Unfortunately Chairman Hilton sustained a fracture of a bone in his foot, occasioned by a fall. The accident occurred on the return trip, after leaving New Orleans, and necessitated going to a hospital in Washington. He is improving nicely, but must make use of crutches in getting about.

Secretary Robert P. Fischelis has given notice of the adoption of the following resolution by the Board of Trustees of New Jersey Pharmaceutical Association:

Resolved, That the Board of Trustees of the New Jersey Pharmaceutical Association hereby repudiates any statement made in the name of the association or with the use of the name of the association, unless such statement has been specifically authorized by the members at a regular meeting, or by the Board of Trustees acting for the members in the interim between meetings.

Secretary J. G. Noh, Pennsylvania, reports that a high-powered salesman, selling Green Mountain Salve, manufactured by Lyons Bros. Chemical Company (of Cleveland, New York and Chicago) is working Pennsylvania.

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.