

No. 57. Joseph J. Von Koss, 32 Adams Ave. W., Detroit, Mich., rec. by L. A. Seltzer and H. M. Whelpley.

No. 58. C. G. Euler, 18-20 Platt St., New York, N. Y., rec. by Otto Raubenheimer and Romaine Pierson.

No. 59. John Stanislaus Michalski, 1524 Rhine St. N. S., Pittsburgh, Pa., rec. by J. A. Koch and Fred J. Blumenschein.

J. W. ENGLAND,
Secretary of the Council.

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COUNCIL LETTER No. 9.

PHILADELPHIA, January 15, 1913.

To the Members of the Council:

The following communication has been received from President W. B. Day:

"To the Members of the Council:

At the Denver meeting our Committee on Time and Place of the next convention decided upon the third week in August, which would be the week beginning August 18th, as the most suitable date for our meeting. Subsequently, this was changed by action of the Council to August 25th, but before the action of the Council had been published the Executive Committee of the N. A. R. D. met in Chicago and fixed the date of their coming meeting for the week beginning August 25th. The N. A. R. D. meeting is to be held in Cincinnati. I am informed that the N. A. R. D. Committee alone has the power to fix the date of the annual convention and that they selected the time with special reference to our meeting as announced in our journal, so as to avoid conflict and have their meeting the week following ours with a view of making it as convenient as possible for those interested in both associations to attend both meetings.

Under these circumstances, I believe that we ought to revert to the date originally proposed for our Convention, that is Monday, August 18th, unless there is some very good reason to the contrary, and I offer a motion to that effect. Secretary Beal seconds this motion.

I think it is of much importance that this matter should be settled as early as possible, for obvious reasons.

Very truly yours,
W. B. DAY.

Chicago, January 14, 1913."

The above will be regarded as *Motion No. 16 (Reconsideration of Motion No. 3 (Time of 1913 Annual Meeting) and change to the week beginning August 18, 1913)*. Do you approve of above motion?

J. W. ENGLAND,
Secretary of the Council.

Changes of Address

All changes of address of members should be sent to the General Secretary promptly.

The Association will not be responsible for non-delivery of the Annual Volume or Year Book, or of the JOURNAL unless notice of change of address is received before shipment or mailing.

Both the old and the new address should be given, thus:

HENRY MILTON,
From 2342 Albion Place, St. Louis, Mo.
To 278 Dartmouth St., Boston, Mass.

Titles or degrees to be used in publications or in the official records should be given, and names should be *plainly* written, or *type-written*.

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PLACAK, HARRY,
From 3625 Woodbridge Ave.
To 3039 Woodland Ave., Cleveland, O.

O'NEIL, HENRY M.,
From 888 Columbus Ave.
To 314 W. 14th St., New York City.

SALA, ALBERT F.,
From 205 W. 12th St.
To 114 W. Washington St., Winchester, Ind.

THOMAS, GLENN D.,
From Villisca, Ia.
To Box 84, Stewartville, Minn.

WHITE, J. LEYDEN,
From 1700 14th St. N. W.,
To 617 Southern Bldg., Washington, D. C.

LAMONT, W. H.,
From care Eli Lilly & Co., St. Louis, Mo...
To 908 Central St., Kansas City, Mo.

CREIGHTON, MISS MARY L.,
From Scio, O.
To 2246 Fourth St., San Diego, Cal.

MILLER, WM. L.,
From Box 343, Detroit, Mich.
To Box 387, Portland, Oregon.

UNITED STATES PUBLIC HEALTH SERVICE.

(Recent changes in pharmacists' assignments, etc.)

Holsendorf, B. E., Pharmacist. Granted 30 days' leave of absence from Feb. 21, 1913. Jan. 8, 1913.

Holsendorf, B. E., Pharmacist. Leave of absence for 30 days' from Feb. 21, 1913,

amended to read "30 days' leave of absence from Feb. 9, 1913." Jan. 24, 1913.

Berkowitz, M. E., Pharmacist. Relieved from duty at the Marine Hospital, Boston, Mass., and directed to proceed to Philadelphia, Pa., and report to Surgeon W. G. Stimpson for duty. Jan. 23, 1913.

Riley, John A., Pharmacist. Directed to proceed to Boston, Mass., and report to the medical officer in command of the Marine Hospital for duty and assignment to quarters. Jan. 23, 1913.

APPOINTMENT.

John A. Riley appointed Pharmacist of the Third Class. Jan. 15, 1913.

RESIGNATION.

Pharmacist John L. Osborne resigned to take effect Dec. 19, 1912. Dec. 27, 1912.

BOARD CONVENED.

Board of medical officers convened to meet at the call of the chairman for the purpose of preparing a revision of the regulations for the government of the United States Public Health Service. Detail for the board: Assistant Surgeon General A. H. Glennan, Chairman, Assistant Surgeon General W. C. Rucker; Assistant Surgeon General J. W. Trask; Surgeon John F. Anderson; Passed Assistant Surgeon B. S. Warren, Recorder.

SALESMANSHIP AND THE DRUG CLERK.

Salesmanship, as applied to the drug clerk, may be said to consist of three things:

First—Know all about the goods you are expected to sell.

Second—Take a sincere interest in the customer's wants.

Third—Try to make the same profit for your employer as you would for yourself.

How is the clerk to learn about the goods? Ask anybody likely to have the information. Talk to the salesman when he comes around. If he cannot give you some good selling points he is not on to his job. Learn all you can from your employer. He will think more of you if he sees you are anxious to increase your knowledge of his stock. Learn all you can about anything you have to sell. It makes a tremendous difference if you are

armed with real inside information about the articles you are trying to sell. Study the goods yourself. Often you will be able to pick up a good point of your own.

Take an interest in your customer's wants. Put yourself in his place. You know how disagreeable it is to meet with a gruff or indifferent attendant at a theater, store, restaurant, railway station or elsewhere. Avoid in yourself what you dislike in others. You need not fawn, you need not coax, cozen or wheedle. Simply treat the customer as you would like to be treated if you were to exchange places.—*Voice of the Retail Druggist.*

THE TOP OF THE SALARY LIST.

When you once get inside of a drug store keep your mouth shut and your head and hands busy. Don't talk—work! There is nothing romantic or exciting about success. The stories you read in the *Golden Argosy* about the proprietor of the store picking a newsboy out of the gutter and marrying him to his daughter are all buncomb pure and simple. Success is just like walking. It's simply putting one foot ahead of another and repeating the same process over and over. This process will take a man from coast to coast in time and this same process will land a man success if he hangs on. The faster he does it the quicker success comes.

One raise at a time will put you at the top of the salary list if you will keep on plugging. You have got to keep your eyes on the job ahead of you, though. The very moment you have mastered the work assigned to you begin to look for more work. Don't imagine for a moment that the man you are working for don't know who is doing the work around your store. Don't dream for a minute that you are not being watched every minute. Keep right at it and the whirligig of time will bring you your reward.

When you see a way to save the boss a dollar save it and say nothing. When you see a way to make the boss a dollar, make it and say nothing. When you have done this half a dozen times the boss will begin to sit up and take notice.—*Roe Fulkerson, in Southern Pharmaceutical Journal.*