



# CHICAGO DRUG & CHEMICAL ASSOCIATION

FOUNDED IN 1900 – OUR 120<sup>TH</sup> YEAR

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NEWSLETTER ■ FEBRUARY 2020

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CHICAGO DRUG & CHEMICAL ASSOC.

## Roaring '20s

# CASINO *Night*

I want to thank everyone for their contributions, suggestions and support putting together the CD&CA Roaring 20's Party held January 17<sup>th</sup>, 2020. We are trying to listen and change things up to see what works and what does not. From those that attended, we have heard positive feedback and we appreciate your support. Those that did not make it, we hope you will make it next year because it was a blast! Between the swing band, casino, raffles and Charleston contest and despite the terrible weather, the party was a Roaring Success as you can see from the pictures! We look forward to a great turnout and more fun in 2021!

If you are interested in being more involved in the CD&CA, we need your help! Please let us know and we will happily invite you and your ideas to the organization.

Megan Peboontom  
CD&CA President

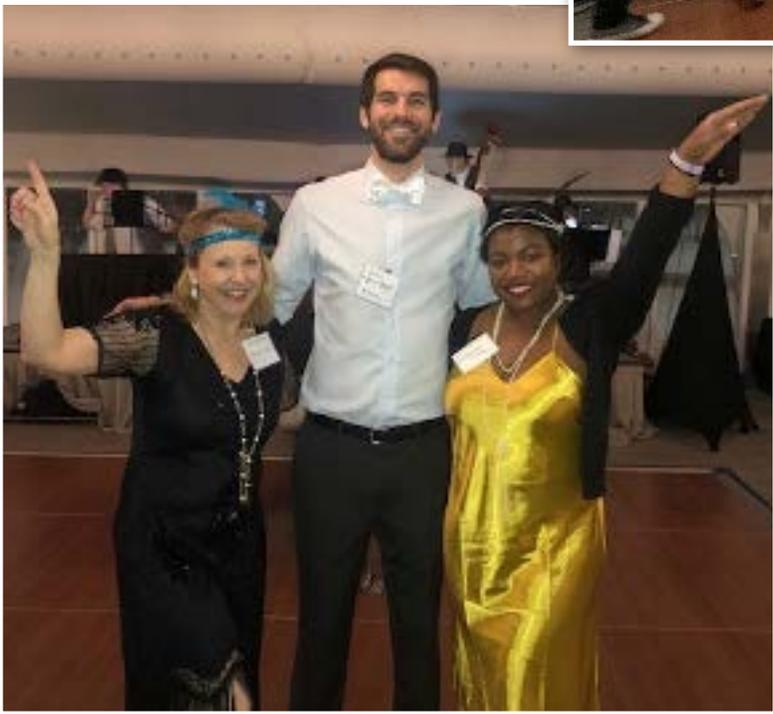
Greg Hinton • Lou DePasquale • Larry Kelly • Jim McHatton • Derek Paulowski • Scott Heck • Joe Brudzinski Jr.  
• Jeff Nelson • Laurie Pedziwiatr • Tim Doody • Ex Officio: Cheryl DePasquale

Dawn Drass, Executive Administrator  
DIRECTORS 2020

EVENT RECAP



Party attendees learning to do the Charleston.



Winners of the Charleston Dance contest (left to right):  
Marybeth Murray, Drew Grimm, Shechinah Tinsley.



*Trying their luck on the gaming tables*



*Decked out Roaring 20's style.*

## Bob Arquilla

It is with a heavy heart that we need to inform the CD&CA membership that Bob Arquilla passed away in January. Bob was a longstanding member of the association and a legend in the Chemical Industry. Below is a letter written in 2013 from his daughter Wendy reflecting on her father.

What makes someone a legend? Is it simply the fact that the person has survived a certain number of years in an everchanging industry? While that may be true for some, in the case of Bob Arquilla, he has not only survived but persevered and excelled in this industry for more than 4 decades, gaining not only the respect of his colleagues but lifelong friends along the way.

Bob is the epitome of a self-made man. He was born and spent the majority of his younger years on the West side of Chicago, as his father did before him. He also spent a fair amount of time in England, the native country of his mother and her home from the time Bob was 11 years old. As a young man he traveled on his own between the countries on Ocean Liners, alternating between schools here in the states and boarding schools across the pond, as they say.

There aren't many high schoolers who work full time jobs, but Bob loved writing and perhaps was motivated to have some cash in his pocket for date nights. As such, he soon found himself working as a 3<sup>rd</sup> shift Copy Boy for Chicago's American newspaper. He was soon promoted to Jr. Editor. Of course, he had to leave a little early to make it to first period on time! His mentor, JonRae Earl, saw in him a natural salesman and urged Bob to pursue a career in sales.

In 1968, as the free loving 1960's were coming to a close, Bob found himself in the purchasing department at the Richardson Company. He did well there, apart from a small blip in which gloves that he purchased for, "a great deal", ended up not being not so great, which may have caused the plant to "shut down", for a time. It was a lesson learned and taught Bob that if something sounds too good to be true, it usually is!

Bob met Jim Flood of Joseph Turner & Co, a legend in his own right, while at Richardson and worked well with him from the start. When Bob learned of a sales opening at Joseph Turner, he convinced both Jim and the owner, Bob Merrill, to take a chance on him. It's fair to say that they made the right decision as Bob spent the next 28 years at JT&Co. They say if you love what you do you'll never work a day in your life and while the job was often challenging, particularly in the early days when Chicago was a crowded market and often the strategy was to knock on doors with a price book in hand, Bob learned that he loved connecting with the people he was selling to and many of those customers became dear friends. In this way, Bob has always loved the work he does. With the help of his mentor, Jim Flood, Bob honed his sales skills. Jim often gave Bob articles on sales methods, which may have grown a little tiresome for Bob. At a typical manufacturer dinner, Bob famously opened his suit coat to reveal a large carrot, leaves & all. This was definitely unusual, and when asked about it, Bob referenced an article from Jim which instructed salesmen to do something memorable. He certainly accomplished that with the carrot. Coincidentally, that was the last sales training article Bob ever received from Jim! Bob rose in the ranks & JT&Co, becoming





an Assistant Manager in 1981 and Sales Manager in 1994 after Jim Flood's untimely passing. Bob stayed on when JT&Co was acquired by C.P Hall Co. in 1998. They eventually parted ways though Bob soon found a new home at LA Chemicals where he continues to work today.

Early on, Jim Flood taught Bob the importance of being professionally involved and Bob certainly has been! He's has been a member of the Chicago Perfumers Association for decades, serving on many committees throughout the years and as President in 1993. It was through the Chicago Drug & Chemical Association, which Bob joined in 1981 that Bob has made some of his closest friends, including the late Bill Vervoort. If you know Bob at all, you know he is always ready with a, (usually terrible), joke which he shares at every opportunity. Though most people groan at his humor, his jokes are almost always repeated later on! Bob has joined and chaired many committees over the years as well as serving as CD&CA President in 2002.

If you know Bob, you'll know that nothing is more important to him than family. Not long after starting his job with JT&Co,

Bob met his future wife Barbara. 39 years of marriage, 4 grown children, and a gaggle of grandsons later, you could say that Bob has been a success in his personal life as well.

Interestingly, Bob's 3 daughters are all in sales themselves and his son Brian follows even more closely in Bob's footsteps as he is also in chemical sales. His children will tell you that he is an amazing father, and while he has certainly mentored others within the industry, as his children, they have had the privilege of seeing firsthand what Great looks like when it comes to success in sales and in life. Through his example, he taught them to work hard and with integrity, to enjoy your work and make it fun, to always follow through on the things you commit to, to make someone else's day whenever possible, and perhaps most importantly, to always have a joke ready to tell when the moment is right! He has also taught them to never give up, which for Bob has been exemplified in the fact that he is a lifelong Cubs fan!

Bob Arquilla, who I am honored to call my father, is a legend both personally and professionally and is loved and respected by all who know him.

– Valerie (Arquilla) Karpeck

Visit us on the web at:  
[www.cd-ca.org](http://www.cd-ca.org)



CHICAGO DRUG & CHEMICAL ASSOCIATION

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- View our calendar of events
- Download membership forms
- Order CD&CA event tickets
- Catch the latest news
- Sign up for committees
- Submit Newsletter items
- Read up on CD&CA history



### Chicago Drug & Chemical LinkedIn Group

We have created a group on LinkedIn for the CD&CA. It is a great way to have discussions, share information and stay in touch, etc. To join the group, please go to:

<https://www.linkedin.com/groups/3775030>

To join the CD&CA group, you must be a member of LinkedIn. LinkedIn is free and setting up a new account only takes a few minutes. Please join the discussion on LinkedIn.

### Welcome to Shutterfly

We have created a website called "Chicago Drug & Chemical Association" to share pictures with our members. Please check it out at

<https://CD&CA.shutterfly.com/pictures>

## CHICAGO DRUG & CHEMICAL ASSOCIATION

### Upcoming Events



#### *You Be the Chemist*

March 2nd – 6 PM – Moraine Valley Community College



#### *Golf Outings*

June 29th – Seven Bridges Golf Course – Woodridge, IL

August 24th – Arrowhead Golf Course – Wheaton, IL

TBD – Wine and Dine – 9 holes of golf plus dinner afterwards