

## Current Sources of National and International Pharmaceutical Market and Economic Information\*

By W. A. SOUTHERN and PATRICIA J. WILSON

Science and Business Information Services, Abbott Laboratories,  
North Chicago, Illinois

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There is an increasing awareness in the American pharmaceutical industry today of the effective use of information—both old and new—in controlling operations and in making business decisions. Company information services have the responsibility to meet this challenge and to provide the proper flow of information upon which business decisions are based.

The major sources of published information of value to the business and management divisions of pharmaceutical companies cover the following broad subject areas: production data, prescription and drug store data, basic scope of the market data, and equivalent international information for the areas just listed.

Since it is impractical to report on all the major sources of information in these fields, representative examples in each category will be discussed. An extensive annotated bibliography is given at the end of this paper.

**Production Data.**—Data on the production of chemicals and pharmaceutical preparations are found primarily in the U. S. Department of Commerce's "Census of Manufacturers" and in the U. S. Tariff Commission's "Synthetic Organic Chemicals, United States Production and Sales." Stanford Research Institute's "Chemical Market Handbook," which will be expanding its scope of coverage in 1964, is also helpful.

Indexes and guides which are useful in searching for additional data are: "Chemical Market Abstracts," "Predictcasts" (estimates of future economic behavior), "Business Periodicals Index," and the indexes to "Chemical Week" and "Chemical and Engineering News."

**Prescription and Drug Store Data.**—A number of market research agencies offer data on the scope of the prescription market. This coverage includes the following: type, size, price, and volume of prescriptions; age, sex, and number of patients treated; drug purchases by hospitals and drug stores; advertising expenditures for drugs; direct mail data; and data on detailing calls, including products discussed, aids used, etc. The major suppliers of these data are Davee Koehnlein and Keating, Market Research Associates, R. A. Goesslein and Company, Lea Associates, and the A. C. Neilsen Company.

Additional data on these topics are found in trade, company, government, and pharmacy school publications. Among the most important are the publications "Drug Trade News," "American Druggist," "Modern Medicine Topics," and the "Lilly Digest" and reports issued by Firestone and the American College of Apothecaries.

Information on the number and location of drug stores and pharmacists are tabulated in "American Druggist," "Chain Store Age," and "Drug News Weekly" and reported by the U. S. Department of Commerce and the National Association of Boards of Pharmacy.

Further sources of information on disease incidence are the Metropolitan Life Insurance Company's "Statistical Bulletin," "Patterns of Disease," "Modern Medicine Topics," and "Facts of the Major Killing and Crippling Diseases in the United States," and the statistical reports of the U. S. National Center for Health Statistics, the U. S. Social Security Administration, and the U. S. Railroad Retirement Board.

**New Pharmaceutical Specialties.**—Information on new pharmaceutical specialties of many types is constantly needed: names of manufacturers; trade, chemical, and other identifying names of drugs; therapeutic uses; and prices. There are a multitude of sources for this information, including the "Wall Street Journal," which very frequently is the first to announce important new drugs recently placed on the market or at an important stage of development. The major sources which systematically report on newly marketed drugs and give basic information on new drugs are: "Modern Drug Encyclopedia," "Physicians' Desk Reference," "Pharm Index," and "Facts and Comparisons." While all basically cover the same ground, each is significantly different to justify having it as a basic reference source. "Facts and Comparisons," for example, is very helpful when searching for comparative data on drug prices. "Pharm Index" contains a regular section which lists new drugs on clinical trial.

Several DeHaen publications, issued on 3 × 5 cards, cover drugs in the research stage, on clinical trial, and those newly marketed. Literature references and chemical data add to the value of these services. DeHaen also issues an annual statistical report, "DeHaen Nonproprietary Name Index with Therapeutic Index," which tabulates drugs by therapeutic use, trademark names, and generic names.

The American Medical Association and the United States Pharmacopoeial Convention publish basic information on new drugs which have been assigned approved AMA-USP generic names. Among other places where they are regularly listed is the "Journal of the American Medical Association."

"Unlisted Drugs," a notable cooperative publication of pharmaceutical librarians belonging to the Special Libraries Association, lists foreign as well as domestic drugs. A very useful feature of this publication is the listing of literature references for each drug. Extensive indexes

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appear with each volume of this publication, which has been issued since 1949. It is quite likely that when other sources fail to provide information on a particular drug, it can be found in "Unlisted Drugs."

The trade publication, "American Druggist," contains a monthly report of new drugs on the market. An annual cumulation is published in January.

**Pharmaceutical Industry Information.**—Innumerable sources can be used for general information on the pharmaceutical industry as a whole or for individual companies. Basic reference sources for this use are the "Standard and Poor," "Moody," "Dun & Bradstreet," and "Value Line" services. Company annual reports and house organs are also helpful. The most important trade publications are the "F-D-C Reports," "Drug Trade News," "Drug Topics," "Drug News Weekly," "Chemical Week," "Chemical and Engineering News," and "Oil, Paint and Drug Reporter." The more general "Wall Street Journal" and "Journal of Commerce" are also important.

The "Funk and Scott Index" has recently become a useful aid in locating information on companies. Other aids of the same type are the "Business Periodicals Index," "Chemical Market Abstracts," and the annual indexes to "Chemical Week" and "Chemical and Engineering News."

**International Information.**—Sources of international pharmaceutical information are vast. The largest pharmaceutical information services will often find it impractical to receive more than selected publications in this area. In addition, desired information is frequently simply not available, or if it is, it may appear in obscure publications and in foreign languages. International information, nonetheless, in recent years has become more accessible and many excellent publications are now available. In this area, international organizations, foreign trade associations, foreign governments, and our own United States government may be able to provide the specific desired information through their publications or on request. International organizations which systematically issue statistical data and other reports are the World Health Organization, the United Nations, the European Economic Community, the Organization for Economic Organization and Development, the Pan American Union, and the Council of Europe. Trade publications which report on important new developments in the pharmaceutical industry are "Droit et Pharmacie," "Business International," "Pharmazeutische Industrie," "European Chemical News," and "Labo Pharma." A new and useful publication of the Pharmaceutical Manufacturers Association is "World Review of Drug News." "International Commerce" and "Foreign Trade Reports," both issued by the U. S. Department of Commerce, are also helpful.

Several guides to the business literature can often provide leads to where specific information can be obtained. Wasserman's "Information for Administrators" is one example and is particularly oriented to foreign sources of business information.

A recent and comprehensive compilation of drug guides in the major countries of the world is "Drug Information Sources."

New developments concerning international drug laws are reported, among other places, in the World Health Organization's publication, "International Digest of Health Legislation."

Import and export data on drugs between the United States and foreign countries are found in the U. S. Department of Commerce's "Foreign Trade Reports." The "Journal of Commerce-Import Section" and the "Oil, Paint and Drug Reporter" also include regular listings of United States drug imports.

Market research agencies which compile data on drug store purchases of drugs are the International Marketing Service and Davee Koehnlein and Keating.

**Information on Specific Foreign Countries.**—The sources of foreign information just listed are a good starting point when seeking specific information on a foreign country. However, since most of them are quite general, it is often necessary to consult additional sources on the country in point. In such cases, many sources are possible: trade publications, trade association reports, and foreign government reports. The Department of Commerce in Washington and United States embassy offices in foreign countries should not be overlooked. Very often they can provide specific information from their own files.

In this report, France has been selected as a representative country with good information sources. But not many foreign countries are so well supplied.

The basic source of statistical information in France is the "Annuaire Statistique de France," which is published by the Institut National de la Statistique Economique. It is comparable to the "Statistical Abstracts of the United States" and contains statistics on population, production, foreign trade, prices and income, national income, etc. Data on hospital beds, physicians, pharmacists, disease incidence statistics, etc. are available from the Ministere de la Sante Publique et de Population, 7 rue de Tilsitt, Paris 17.

Chemical and pharmaceutical production data are found in the "Annuaire de Statistique Industrielle," which is issued by the Bureau Central de Statistique Industrielle et du Ministere de l'Industrie, 85 Boulevard du Montparnasse, Paris 6. The "Bulletin Mensuel de Statistique Industrielle" is issued by the same office and supplements the basic volume.

Prices of chemical and pharmaceutical products are listed in a monthly trade publications, "Revue des Produits Chimiques," and are also available from the Institut National des Statistiques, 29 quai Branly, Paris 7.

The major French trade publications covering all aspects of pharmacy and the industry are "Produits Pharmaceutiques" and the previously cited "Labo Pharma."

Two French trade associations which issue no publications for general distribution, but which may be consulted for specific information are the Chambre Syndicale Nationale des Fabricants et de Produits Pharmaceutique, 88 rue de la Faisanderie, Paris 16, and the Union des Industries Chimiques, 64 Avenue Marceau, Paris 8.

The American Chamber of Commerce in France, 21 Avenue George V, Paris 8, also can be helpful in supplying information, since it maintains an excellent information service.

A handy annual volume which gives basic information on drugs currently on sale in France is the "Dictionnaire Vidal."

**Summary.**—The major sources of national and international pharmaceutical market and economic information

have been reviewed and the major and supplementary sources are listed with annotations.

### SELECTED BIBLIOGRAPHY

Advertising Age. INTERNATIONAL MARKET DATA (annual April 16 issue). Advertising Publications, Inc., Chicago, Ill., annual.

Lists of available market data issued by media, trade associations, and other groups.

AMERICAN DRUG INDEX. Charles O. Wilson and Tony E. Jones, Ed., J. B. Lippincott Co., Philadelphia, Pa., annual.

Used to identify and correlate pharmaceutical products, giving forms, dosage and use, manufacturer, and official recognition.

AMERICAN DRUGGIST. Hearst Corp., New York, N. Y., biweekly (\$10 yearly).

Spring issues feature a continuing annual prescription survey classified by use and major drug type, including a survey of drug sales by department. An August issue surveys number and locations of drug stores.

AMERICAN DRUGGIST BLUE BOOK. American Druggist, New York, N. Y., annual.

List of pharmaceutical specialties available in the U. S., giving manufacturer, form of product, and prices. Descriptive data on items distributed through drug stores and hospital pharmacies.

BUSINESS EUROPE. Weekly Report to Management on European Business. Business International, Geneva, Switzerland, weekly (\$180 yearly).

Index every three months to investment, tax and trading information, and corporate practices on personnel, distribution, and other topics in the European Economic Community and in European countries. Sister publication of "Business International."

BUSINESS INTERNATIONAL. Weekly Report to Management on Business Abroad. Business International, Geneva, Switzerland, weekly (\$180 yearly).

Index by area, country, and company every three months to information on marketing, legislation, investment, planning, taxes, and business outlook in all countries of the world. Sister publication of "Business Europe."

Canada, Department of National Health and Welfare. EXPENDITURES ON PERSONAL HEALTH CARE IN CANADA, 1953-1961. Mimeographed, 1963, 48 pp.

Data on expenditures for hospital services, physicians' services, dentists' services, and prescribed drugs in retail drug stores.

CHEMICAL AND ENGINEERING NEWS. American Chemical Society, Washington, D. C., weekly (\$6 yearly).

Used to keep abreast of the chemical news of U. S. and foreign countries. Includes prices of chemicals, governmental activities, recent developments in research and technology, trade publications, and personalities.

CHEMICAL ECONOMICS HANDBOOK. Stanford Research Institute, Menlo Park, Calif., looseleaf, bimonthly additions.

Extensive compilation of statistics and charts from government and private sources on all organic and inorganic chemicals considered of commercial importance. General economic indicators and trends by industry included.

CHEMICAL MARKET ABSTRACTS. Foster D. Snell, Inc., New York, N. Y., monthly (\$300 yearly).

Summarized articles from the chemical trade literature are arranged in three color-coded sections: companies, containing organizational news of expansions, mergers, incorporations, and financial news; industries, with news of new products, production, and producers; chemicals, with information on imports and exports, and domestic and foreign production. Each issue indexed quarterly by company, foreign country, patents, uses, and trade names.

CHEMICAL WEEK. McGraw-Hill Publishing Co., New York, N. Y., weekly (\$3 yearly).

National and international business, technical and marketing news. Special issues include a buyer's guide and a forecast for the chemical process industries.

De Haen, Paul. DE HAEN NONPROPRIETARY NAME INDEX THERAPEUTIC GUIDE. New York, N. Y., annual. Index of new single chemical entities arranged by therapeutic use, trade name, generic name, etc.

De Haen, Paul. DRUGS IN PROSPECT: DRUGS IN RESEARCH: AND DRUGS IN USE. New York, N. Y., Card Series.

Basic drug data in condensed form from the inception of a drug to its discontinuance.

DROIT ET PHARMACIE. Droit et Pharmacie, S. A., Paris, monthly.

Bulletins published in French, English, and German summarize European company finance and research news, law projects and legislation, medicine and public relations, prices, market surveys, new products, men and events, and patents. Appendixes are published on recent pharmaceutical legislation in various countries. Annual indexes by company, research, products, and legislation.

DROIT ET PHARMACIE. PHARMACY THROUGHOUT THE WORLD. J. Pouget, Ed.

Supplemental issues of "Droit et Pharmacie" regularly survey the legislation, economics, and organization of pharmacy in the European market area.

DRUG NEWS WEEKLY. Fairchild's Publications, Inc., New York, N. Y., weekly (\$2 yearly).

Weekly reports on finance, new drugs, new stores, number and location of stores, operations, promotions, and sundries for the pharmaceutical and cosmetic industry.

DRUG TOPICS. Topics Publishing Co., New York, N. Y., biweekly (\$3.50 yearly).

National newspaper for retail druggists which includes annual surveys of how much the public spends for health goods bought through drug stores; the vitamin market; first aid goods department expenditures; prescription census; and forecasts of trend of sales, prices, stocks, and gross margins.

DRUG TOPICS RED BOOK. Topics Publishing Co., New York, N. Y., annual.

List of pharmaceutical specialties available in the U. S., giving manufacturer, form of product, and price. Descriptive data on items distributed through drug stores and hospital pharmacies. Two supplements issued per year.

DRUG TRADE NEWS. Topics Publishing Co., New York, N. Y., biweekly (\$4 yearly).

News of drugs, toiletries, sundries and allied industries. Research, packaging and personalities included. Publishes annual analysis of the financial statements of pharmaceutical companies.

Dun and Bradstreet. REFERENCE BOOK OF DUN AND BRADSTREET. Dun and Bradstreet, Inc., New York, N. Y., quarterly.

For companies listed, gives credit rating, business and net worth.

ENCYCLOPEDIA OF AMERICAN ASSOCIATIONS. 4th Ed. Gale Research Co., Detroit, Mich., 1963.

A guide to trade, business, health, and scientific national organizations of the U. S., giving address, chief official and title, number of members, staff, description, state and local associations and chapters, special committees, publications and conventions, or annual meetings.

EUROPEAN CHEMICAL NEWS. Temple Press Ltd., London, weekly (\$7.50 yearly).

Chemical, marketing, company finance, and business and technical news in the European area. New products are listed weekly.

European Economic Community. COMMERCE EXTERIEUR: COMMERCE DES ASSOCIES D'OUTRE-MER. E.E.C., Brussels, quarterly (Bfrs. 700.-yearly).

European Economic Community. COMMERCE EXTERIEUR: TABLEAUX ANALYTIQUES. E.E.C., Brussels, quarterly (Bfrs. 850.-yearly).

Annual collective edition January-December. Regular quarterly publications cumulating statistics of exports and imports of the European communities. Each includes two detailed tables: summary of the E.E.C. exports/imports by commodities and areas of destination; exports/imports by commodity broken down by destination.

European Economic Community. STATISTIQUES INDUSTRIELLES. E.E.C., Brussels, quarterly (Bfrs. 225.-yearly).

European Economic Community. STATISTIQUES SOCIALES. E.E.C., Brussels, irregular (Bfrs. 300.-yearly).

F.D.C. REPORTS. DRUGS AND COSMETICS (The Pink Sheet) F.D.C. Reports, Inc., Washington, D. C., weekly (\$52 yearly).

Interpretative reporting of financial data on individual pharmaceutical companies and industry statistics, such as sales, taxes, earnings, and exports. Reports on legal cases, prosecutions, and government activity in the area of drug, cosmetic, and related industries.

FACTS AND COMPARISONS. Facts and Comparisons, Inc., St. Louis, Mo., looseleaf, monthly revisions.

Arranged by groups of products and use. Permits easy comparison of similar or related products with common ingredients, actions, side effects, and contraindications. A cost index permits the comparison of the cost of two or more comparable products. Additional new products listing issued each month.

France. Bureau Central de Statistique Industrielle et du Ministère de l'Industrie. ANNUAIRE DE STATISTIQUE INDUSTRIELLE. Imprimerie Nationale, Paris, annual (supplement "Bulletin Mensuel De Statistique Industrielle").

France. Institut National de la Statistique Economique. ANNUAIRE STATISTIQUE DE FRANCE. Imprimerie Nationale, Paris, annual.

Statistics on population, production, foreign trade, prices and income, and national income.

FUNK AND SCOTT INDEX OF CORPORATIONS AND INDUSTRY. Investment Index Co., Cleveland, Ohio, weekly (\$76 yearly).

Index of opinions, analyses, forecasts, and articles appearing in business and financial magazines, newspapers, investment services, trade journals, and brokerage house reports. Classified by industry according to S.I.C. number and arranged alphabetically by corporation name.

HAYES DRUGGIST DIRECTORY AND COMMERCIAL REFERENCE BOOK. E. N. Hayes, Detroit, Mich., annual.

Retail druggists with financial standing and credit rating; drug wholesalers; drug chains; department stores having a full drug and toilet-goods department.

Henderson, G.P., Comp. and Ed. EUROPEAN COMPANIES: A GUIDE TO SOURCES OF INFORMATION. C.B.D. Research Ltd., 1962, looseleaf.

To be kept up-to-date with quarterly supplements at 10s a year. Lists and describes published sources of information on European companies; enables the English-speaking user of foreign language sources to extract statistics and other information.

Industrial and Engineering Chemistry-International. TODAY'S INTERNATIONAL CHEMICAL INDUSTRY. Reinhold Publishing Corp., New York, N. Y., biennial.

A nation-by-nation report on the overseas markets for U. S. chemicals, instruments, and processing equipment. For each country, gives exports and imports by commodity and country, and production and consumption figures by broad chemical group, including pharmaceuticals.

INDUSTRIAL MARKETING. ANNUAL MARKET DATA AND DIRECTORY NUMBER. Advertising Publications, Inc., Chicago, Ill.

May 15 issue summarizes statistical data, current trends, and sources of data in each industry. Data on drug industry includes total establishments, establishments with over 20 employees, total employees, and capital outlays. Gives names and addresses of related trade associations, publications, circulations and rates.

INTERNATIONAL INFORMATION SERVICE. Library of International Relations, Chicago, Ill., quarterly (\$10 yearly).

Quarterly guide to source material on selected internal political, economic, and social conditions of all countries of the world. The subjects of foreign and commercial policies and international organization and law are also included from journals, books, and governmental and international agency reports. A geographical index makes information easily located according to subtopic.

JOURNAL OF COMMERCE AND COMMERCIAL. Twin Coast Newspapers, Inc., New York, N. Y., daily except Sat., Sun., and holidays (\$32 yearly).

Regular market reports on chemicals, foods, petroleum, textiles, and plastics. Reports spot commodities, foreign exporting and financing, foreign exchange and tariff news. Also vessel arrivals and departures.

LABO-PHARMA. Labo-Pharma, Paris, monthly.

General overview of the European pharmaceutical industry. Includes articles on legal, medical, research, administrative, marketing, and manufacturing problems. In French.

Eli Lilly and Co. THE LILLY DIGEST. Eli Lilly and Co., Indianapolis, Ind., annual.

Highlights and trends of various factors which influenced pharmacy operations in a particular year are summarized. Included are: sales review; prescription income review; prescription dispensing review; growth in prescription trends; and financial ratios for responding community pharmacies.

Manufacturing Chemists' Association, Inc. CHEMICAL INDUSTRY FACTS BOOK. 5th Ed. Manufacturing Chemists' Association, Inc., Washington, D. C., 1962.

Describes and give statistics documenting the history, future, operations, and uses of products of the chemical industry in the U. S. and Canada.

Manufacturing Chemists' Association. CHEMICAL STATISTICS HANDBOOK. 5th Ed. Manufacturing Chemists' Association, Washington, D. C., 1960, supplements yearly.

Information and statistics relating to the chemical and allied products industries. Includes indexes of production figures on chemical research, inorganic and organic chemical production and sales, import and export data, and statistics on the Canadian chemical and mineral industries. Supplements cover wage, hour, employment, production, and price trends in the chemical industry as compared with all manufacturing.

MEDWISS 1. Yearbook for the medical, research and advertising departments of the pharmaceutical industry, Verlag fur Gesaured-wedizur, Berlin, 1963.

Metropolitan Life Insurance Co. STATISTICAL BULLETIN. New York, N. Y., monthly.

Monthly tabulation of death rates per 100,000 policyholders from selected causes. Includes special surveys of disease incidence of various types.

MODERN DRUG ENCYCLOPEDIA AND THERAPEUTIC INDEX. 9th Ed. Drug Publications, New York, N. Y., 1963, monthly supplement "Modern Drugs."

Source of reliable information on U. S. proprietary drugs. Material arranged by trade name, giving action and uses, administration, supply, and contradictions. Indexes of manufacturers and distributors with products, and by general subject, including generic names.

MODERN MEDICINE TOPICS. Modern Medicine, Minneapolis, Minn., monthly.

Each month contains a statistical report compiled from many sources on a particular disease, aspect of U. S. physician practice, or medical market.

MOODY'S INDUSTRIAL MANUAL. American and Foreign. Moody's Investors Service, Inc., New York, N. Y., annual.

For every major company, gives history, organization, and financial information on capital structure, S.E.C. financial statement, and a 7-year statistical record of comparative earnings, cash flow, and assets.

MOODY'S INDUSTRIALS. Moody's Investors Service, Inc., New York, N. Y., semiweekly (\$136 yearly).

News issues of securities offered and prospective security offerings in the U. S. and Canada. Industrial news, industrial calls and dividends published twice a week. Index by company published once a week.

Morice, R. Les marchés pharmaceutique en Europe. PRODUITS PHARMACEUTIQUE. 18:295-306, June, 1963.

Includes statistics on number of physicians, pharmacies, drug wholesalers, hospitals, hospital beds, drug factories, and drug products in France, Italy, West Germany, Belgium, Netherlands, United Kingdom, and Sweden. The laws concerning drug registration, drug prices, and the availability of drugs under social security are also briefly discussed.

National Health Education Committee. **FACTS ON THE MAJOR KILLING AND CRIPPLING DISEASES IN THE UNITED STATES TODAY.** National Health Education Committee, Inc., New York, N. Y., annual.

Covers heart diseases, cancer, mental illness, arthritis, blindness, neurological diseases, and other health problems. Charts on vital statistics, life expectancy, medical care and death expenses, civilian expenditures, and funds raised and allocated for medical research by voluntary health agencies.

National Industrial Conference Board. **ECONOMIC ALMANAC.** National Industrial Conference Board, New York, N. Y., biennial.

A statistical compilation of population, consumption, and manufacturing data. Includes national and international economic statistics, including a section on Canadian statistics.

Office of Health Economics. **HEALTH SERVICES IN WESTERN EUROPE.** London, 1963. 16 pp.

Description of the pattern of health services in 16 European countries. Includes comparative data on hospital beds, general practitioners, and expenditures for health services.

**OIL, PAINT AND DRUG REPORTER.** Schnell Publishing Co., Inc., New York, N. Y. (\$6 yearly).

Record of conditions and prices in the chemical and drug markets. Special drug profiles feature a summarized market analysis of a particular chemical. A Hi-Lo Chemical Price issue gives a 10-year study of the price behavior of chemicals and related processing materials compiled by year from weekly issues. A yearly Buyers' Directory is also issued.

Organization for Economic Cooperation and Development. **OECD STATISTICAL BULLETINS. FOREIGN TRADE.** Series A (over-all trade by origin and destination). OECD, Paris, monthly (40 NF, yearly).

Regularly includes charts and tables of current and comparative statistics on imports and exports of the countries of the O.E.C.D. by area and country; gives actual value in U. S. dollars and indices of value and volume.

Organization for Economic Co-operation and Development. **SOURCES OF STATISTICS FOR MARKET RESEARCH.** Vol. VI. Pharmaceuticals, C. Kapferer, Ed. McGraw-Hill Book Co., Inc., New York, N. Y., 1963.

Market research data sources on production, trade, and consumption in the 20 member O.E.C.D. countries currently available on a continuing series basis from both official government sources and such private sources as trade associations, advertising agencies, publishers, and specialized institutions.

Pan American Sanitary Bureau. **ESTADISTICA SANITARIA. HEALTH STATISTICS.** Pan American Union, Washington, D. C., monthly.

Reported cases of quarantinable and other communicable diseases always appear by country. Various topics covered in each issue, such as the U. N. seminar on population and resolutions on statistics.

Pan American Sanitary Bureau. **REPORTED CASES OF NOTIFIABLE DISEASES IN THE AMERICAS, 1959-1960** (Scientific Publications No. 58, April, 1962). Pan American Union, Washington, D. C., 1962, 72 pp.

Collection of official statistics on the incidence of communicable diseases; publication is to be continued in an annual series beginning with data for 1961.

Pan American Union. **A STATEMENT OF THE LAWS OF VENEZUELA IN MATTERS AFFECTING BUSINESS.** 3rd Ed. Pan American Union, Washington, D. C., 1962, 289 pp.

Survey of basic legislation in force in Venezuela, with emphasis on laws and regulations pertaining to commercial matters. Series deals similarly with other countries of the Pan American Union.

**PATTERNS OF DISEASE.** Parke, Davis and Co., Detroit, Mich., monthly.

Each issue reports on a special topic, such as the incidence, characteristics, and treatment of a particular disease, or a particular social health problem. An infectious disease pattern of the month is tabulated by city and state.

**PHARM INDEX.** Skyline Publishers, Inc., Portland, Ore., loose-leaf, biweekly with yearly index (\$24 yearly).

Professional new product information for the pharmacist, with

monthly indexing by trade name, manufacturer, therapeutic use, and generic name. Full formula, indications, contraindications, administration, dosage, packaging, and prices are given for each product. Lists new drugs on clinical trial. Selected original articles of interest also appear.

Pharmaceutical Manufacturers' Association. **PRESCRIPTION DRUG INDUSTRY FACT BOOK.** Pharmaceutical Manufacturers' Association, Washington, D. C., 1962, looseleaf, irregular revisions.

Compilation of key facts on drug industry operations, pharmaceutical research and development, medical care cost, U. S. and drug exports, and finance.

**DIE PHARMAZEUTISCHE INDUSTRIE.** Editio Cantor, KG., Aulendorf i Württ, Germany, monthly (66 DM yearly).

Contains reports on pharmaceutical company activities in Europe and other areas of the world, including data on production, imports-exports, and drug laws.

**PHYSICIANS' DESK REFERENCE.** Medical Economics, Inc., Oradell, N. J., annual with quarterly supplements.

Assists M.D.'s in keeping pace with progress in pharmaceutical specialties, biologicals, and antibiotics. Material easily located from any starting point, with sections arranged by brand, company, generic name, therapeutic indications, and major ingredient. A professional products section gives detailed new product information on composition, action, dosages, and forms.

**POOR'S REGISTER OF CORPORATIONS, DIRECTORS, AND EXECUTIVES.** Standard and Poor's Corp., New York, N. Y., annual with quarterly supplements.

Directory of corporation executives by company and by name. Section arranged by corporation gives address, officers, employees, main products, and S.I.C. numbers. Biographical section of directors and executives gives birth date, education, club, and corporate affiliation. Geographical supplement separate.

**PREDICASTS.** Economic Index and Surveys, Inc., Cleveland, Ohio, quarterly (\$90 yearly).

Forecasts short-range and long-range actions by industry and product to 1975. General economic indicators included in charts, giving source of statistics.

**PRINTERS' INK. EXECUTIVES GUIDE TO MARKETING.** Printers' Ink Publishing Corp., Orange, Conn., annual.

Annual issue with data on sales, wages, income, production, and forecasts in major U. S. consumer, regional, local, business and industrial, and international markets.

**SALES MANAGEMENT.** Sales Management, Inc., New York, N. Y., bi-weekly (\$12 yearly).

Special issues include: Survey of Buying Power, population, income and retail sales data for U. S. counties, metropolitan areas, and cities; Industrial Marketing on the Move, industry statistics, and estimates of industry potential; Marketing on the Move, a study of nation, state, and potential metropolitan county areas.

**SALES MANAGEMENT SURVEY OF BUYING POWER.** Sales Management, Inc., New York, N. Y., annual.

Includes estimates of population, Effective Buying Income, retail sales, buying income, and value of farm products sold. Estimates of retail drug store sales by state, county, city, and metropolitan area. Drug and food store sales dollar volume ranking and per household sales of 300 metropolitan county areas. Data for Canada included.

Special Libraries Association. Pharmaceutical Section. **DRUG INFORMATION SOURCES** (a world list). 1963, mimeographed, available from American Pharmaceutical Association. Annotated list of major sources, arranged by country.

Special Libraries Association. Pharmaceutical Section. **UNLISTED DRUGS.** Special Libraries Association, New York, N. Y., monthly (\$10 yearly).

List of recently introduced domestic and foreign drug specialties. Gives chemical name, action, dosage, and literature reference for each specialty cited.

**STANDARD AND POOR'S STOCK REPORTS.** Standard Listed and Over-the-counter and Regional Exchanges. Standard and Poor's Corp., New York, N. Y., semiweekly.

For each company, tells fundamental position, recent developments, stock data, capitalization, finances, dividend data, earnings, and balance sheet position. Standard bond reports included.

United Nations. Department of Economic and Social Affairs. Statistical Office. COMMODITY TRADE STATISTICS, according to the Standard International Trade Classification (Statistical Papers, Series D). U. N., New York, N. Y., quarterly (\$10 yearly).

Regular quarterly publication cumulating reported statistics of world imports and exports by quantity and value in both summary and detailed tables, with breakdown by country within each classification, including drugs. Tables are shown on the basis of the 625 commodity subgroups of the S.I.T.C. and on the basis of S.I.T.C. headings obtained by combining groups to form classes of major economic importance.

United Nations. Department of Economic and Social Affairs. Statistical Office. CURRENT ECONOMIC INDICATORS. U. N., New York, N. Y., annual (\$4 yearly).

Concise source of information on current trends and developments in the world economic situation. Changes in 500 indicators are presented in both tabular and graphic form.

United Nations. Department of Economics and Social Affairs. Statistical Office. DEMOGRAPHIC YEARBOOK. U. N., New York, N. Y., annual.

A world summary of area, density, and population of countries, and tables on population, natality, foetal mortality, perinatal mortality, infant mortality, general mortality, life expectancy, marriage, and divorce. Special topic in each volume, such as the recent reports on mortality statistics and population census statistics.

United Nations. Department of Economic and Social Affairs. Statistical Office. THE GROWTH OF WORLD INDUSTRY, 1938-1961, National Tables. U. N., New York, N. Y., 1963.

Internationally comparable data on the industrial sectors of mining, manufacturing, construction, and electricity and gas industries for almost 100 countries or territories. Food, beverages, and tobacco, and chemicals and chemical, petroleum, coal, and rubber products are two groups broken down by country in the industrial establishments section.

United Nations. Department of Economic and Social Affairs. Statistical Office. MONTHLY BULLETIN OF STATISTICS. U. N., New York, N. Y., monthly, with quarterly supplements (\$10 yearly).

Monthly statistics on more than 60 subjects from 170 countries and territories, featuring special tables illustrating important economic developments.

United Nations. Department of Economic and Social Affairs. Statistical Office. POPULATION AND VITAL STATISTICS REPORTS (Statistical Papers, Series A). U. N., New York, N. Y., quarterly (\$1 yearly).

Latest census returns for each of some 250 geographic units containing the latest official estimate of population, and the latest birth, death, and infant mortality statistics. World and continental aggregate of latest complete census included, together with a brief explanatory text.

United Nations. Department of Economics and Social Affairs. Statistical Office. STATISTICAL YEARBOOK. U. N., New York, N. Y., annual.

Data on population, production of agricultural commodities, manufacturing, wages and prices, consumption, finance, and social statistics of medical personnel in all countries.

United Nations. Department of Economic and Social Affairs. Statistical Office. YEARBOOK OF INTERNATIONAL TRADE STATISTICS. U. N., New York, N. Y., annual.

Compilation of national tables showing annual figures including: value of merchandise imports and exports in national currency and U. S. dollars; trade in gold; quantity and value of trade in principle commodities by S.I.T.C. and commodity classes. Unit value indexes of exports of manufactured goods and price index of primary commodities and principle components also reported.

United Nations. Department of Economic and Social Affairs. Statistical Office. YEARBOOK OF NATIONAL ACCOUNTS STATISTICS. U. N., New York, N. Y., annual.

Contains detailed estimates in standard tables of the following economic measurements of 76 countries: national product by type of expenditure and industrial origin; national income by distribution shares; capital formation by type of capital goods, industrial use, and purchaser; source of capital formation

financing; private consumption expenditure by category of goods and services; external transactions of the nation.

U. S. Department of Commerce. MARKETING INFORMATION GUIDE. Government Printing Office, Washington, D. C., monthly (\$2 yearly).

A basic locating tool for current materials from government and private sources on the subject of marketing and distribution sources of economic and marketing information for the U. S. and other countries. Entries are annotated and prices are cited.

U. S. Department of Commerce, Bureau of International Commerce. INTERNATIONAL COMMERCE. Government Printing Office, Washington, D. C., weekly (\$16 yearly).

Foreign trade and export news by country and reports on current exchange rates. Articles feature marketing and industrial production developments in foreign countries. Semi-annual world trade outlook issue features page-long articles on 50 leading individual country markets, giving market prospects and possibilities and sources of data available.

U. S. Department of Commerce, Bureau of International Commerce. OVERSEAS BUSINESS REPORTS. Government Printing Office, Washington, D. C., irregular (\$18 yearly).

Detailed analytical reports on trade, investment conditions, developments in foreign trade, transportation, and utilities in individual countries. Each report covers a specific subject in one country or area, such as economic and marketing data, trading aids, trade statistics for market research, licensing and exchange controls, and pharmaceutical regulations.

U. S. Department of Commerce, Bureau of International Commerce. REPORTS prepared by the Foreign Service of the United States. Government Printing Office, Washington, D. C., monthly.

Unclassified dispatches recently received in the Department of Commerce containing information helpful to American business in its foreign market research efforts are classified under the Standard Industrial Classification system. Dispatches are available on a limited loan basis.

U. S. Department of Commerce, Bureau of the Census. ANNUAL SURVEY OF MANUFACTURERS. Government Printing Office, Washington, D. C., annual.

Production quantity and value of shipment of several classes of pharmaceutical preparations. Employees, production workers, value-added, value of shipments, capital expenditures, and inventory for drug industry.

U. S. Department of Commerce, Bureau of the Census. CURRENT POPULATION REPORTS (P-20, P-23, P-25, P-27, and P-28). Government Printing Office, Washington, D. C., irregular (\$4.50 yearly).

Releases of data obtained from the Current Population Survey, special censuses, and estimates. Series published irregularly on population characteristics, population estimates, special analyses of the labor force, and consumer income.

U. S. Department of Commerce, Bureau of the Census. U. S. CENSUS OF BUSINESS. Government Printing Office, Washington, D. C., quinquennially.

State reports on retail, wholesale, and selected services present information on sales, employment and payroll by kind of business for states, countries, and cities. Subject reports presenting information on sales of establishment, employment size of establishment, sales by commodity lines, form of organization, and single units and multiunits are also issued.

U. S. Department of Commerce, Bureau of the Census. U. S. CENSUS OF MANUFACTURERS. Government Printing Office, Washington, D. C., quinquennially.

Employment, payroll, man-hours, value-added, inventories, capital expenditures, and value of products shipped by U. S. manufacturers are summarized and analyzed by industry and area. Volumes are also available in separate bulletin form by subject, industry, and state.

U. S. Department of Commerce, Bureau of Census. STATISTICAL ABSTRACT OF THE UNITED STATES. Government Printing Office, Washington, D. C., annual.

Summarization of social, political, and economic statistics from governmental and nongovernmental sources, including vital statistics, immigration, prices, housing, and foreign commerce. Number of employees, hours, and earnings, number



of establishments, production workers, adjusted value-added, and new capital expenditures for drug industry. Sources of statistics are cited.

U. S. Department of Commerce, Bureau of the Census, Foreign Trade Division, FT 110, UNITED STATES IMPORTS OF MERCHANDISE FOR CONSUMPTION (commodity by country of origin). Government Printing Office, Washington, D. C., monthly with annual summary (\$4 yearly).

Monthly and annual quantity and value of U. S. imports of drugs and chemicals in detail by 7-digit T.S.U.S.A. number.

U. S. Department of Commerce, Bureau of Census, Foreign Trade Division, FT 120, UNITED STATES IMPORTS OF MERCHANDISE FOR CONSUMPTION (country of origin by subgroup). Government Printing Office, Washington, D. C., monthly with annual summary (\$1.50 yearly).

Monthly and annual value of U. S. imports of drugs and chemicals in detail by country, according to 7-digit T.S.U.S.A. number.

U. S. Department of Commerce, Bureau of the Census, Foreign Trade Division, FT 410, UNITED STATES EXPORTS OF DOMESTIC AND FOREIGN MERCHANDISE (commodity by country of destination). Government Printing Office, Washington, D. C., monthly with annual summary (\$10 yearly).

Export statistics of full value of shipments and quantity by country for individual and groups of chemicals and drugs by 7-digit T.S.U.S.A. number.

U. S. Department of Commerce, Bureau of the Census, Foreign Trade Division, FT 420, UNITED STATES EXPORTS OF DOMESTIC AND FOREIGN MERCHANDISE (country of destination by commodity group). Government Printing Office, Washington, D. C., monthly with annual summary (\$3.50 yearly).

Value of exports of approximately 100 commodity subgroups and the total value of all commodities exported to each of approximately 144 countries by 7-digit T.S.U.S.A. number.

U. S. Department of Commerce, Bureau of the Census, Foreign Trade Division, QUARTERLY SUMMARY OF FOREIGN COMMERCE OF THE UNITED STATES. Government Printing Office, Washington, D. C., quarterly (\$1 yearly).

Quantity and value of exports of medicinal and pharmaceutical preparations by commodity subgroup.

U. S. Department of Commerce, Bureau of the Census, Industry Division, Chemicals Section, SHIPMENTS OF PHARMACEUTICAL PREPARATIONS, EXCEPT BIOLOGICALS (Current Industrial Reports, Series M28G(62)-1). Government Printing Office, Washington, D. C., annual.

Table 1 shows total value of shipments of specified pharmaceutical preparations at a 7-digit code level, including a further breakdown by ethical and proprietary sales and amounts sold for exports. Table 2 contains a breakdown by region and state of the totals for the nine product class groupings.

U. S. Department of Commerce, Office of Business Economics, BUSINESS STATISTICS: a supplement to SURVEY OF CURRENT BUSINESS. Government Printing Office, Washington, D. C., biennial.

Historical four-year monthly cumulation of statistical data on employment and wages, production and distribution, retail sales of drug stores, and an index of wholesale drug prices.

U. S. Department of Commerce, Office of Business Economics, SURVEY OF CURRENT BUSINESS. Government Printing Office, Washington, D. C., monthly (\$4 yearly).

Contains special articles and monthly statistical data on GNP, national income, employment and wages, production and distribution, retail sales of drug stores, and an index of wholesale drug prices. July issue concentrates on national income data. August or September issue includes state income data.

U. S. Department of Health, Education, and Welfare, Office of Program Analysis, HEALTH, EDUCATION, AND WELFARE INDICATORS. Government Printing Office, Washington, D. C., monthly (\$3.50 yearly).

Each month has special feature articles, as well as population and vital statistics, health, education, and welfare statistics, and a list of publications of interest to subscribers.

U. S. Department of Health, Education, and Welfare, Office

of Program Analysis, HEALTH, EDUCATION, AND WELFARE TRENDS. Government Printing Office, Washington, D. C., annual.

An annual supplement to "Indicators" which summarizes the statistics for the year.

U. S. Department of Health, Education, and Welfare, Office of Program Analysis, NEW DIRECTIONS IN HEALTH, EDUCATION, AND WELFARE (background papers on current and emerging issues). Government Printing Office, Washington, D. C., annual.

Contains selected papers that have appeared as feature articles in the monthly "Indicators." Analyzes program developments and needs in the fields of health, education, and welfare.

U. S. Department of Health, Education, and Welfare, Public Health Service, Communicable Disease Center, MORBIDITY AND MORTALITY WEEK REPORT. Communicable Disease Center, Atlanta, Ga., weekly, with annual supplement.

Provisional information on selected notifiable diseases in the U. S. and on deaths in selected cities by week. Each issue surveys the incidence of a particular notifiable disease.

U. S. Department of Health, Education, and Welfare, Public Health Service, National Vital Statistics Division, MONTHLY VITAL STATISTICS REPORT, provisional statistics. Government Printing Office, Washington, D. C., monthly, with annual summary in two parts.

U. S. Department of Health, Education and Welfare, Public Health Service, National Vital Statistics Division, VITAL STATISTICS OF THE UNITED STATES. Government Printing Office, Washington, D. C., annual.

Volume I contains general tables on natality, marriage and divorce. Volume II contains general tables on mortality in the U. S. and in individual states.

U. S. Department of Labor, Bureau of Labor Statistics, CONSUMER PRICE INDEX. Government Printing Office, Washington, D. C., monthly.

Monthly press releases of consumer price indexes by groups and subgroups of commodities, including prescriptions.

U. S. Department of Labor, Bureau of Labor Statistics, WHOLESALE PRICES AND PRICE INDEX. Government Printing Office, Washington, D. C., monthly.

Monthly press releases of wholesale price indexes by groups and subgroups of commodities, including a breakdown of ethical and proprietary pharmaceutical preparations, and by economic sector. Data are more comprehensive and detailed than figures appearing in the "Monthly Labor Review." A weekly index is also issued.

U. S. Federal Reserve System, Board of Governors, FEDERAL RESERVE BULLETIN. Government Printing Office, Washington, D. C., monthly (\$6 yearly).

Current government figures on national and international business and financial statistics. Includes drugs in monthly wholesale price index, and medical care cost in consumer price index.

U. S. Federal Trade Commission, Securities and Exchange Commission, QUARTERLY FINANCIAL REPORT FOR MANUFACTURING CORPORATIONS. Government Printing Office, Washington, D. C., quarterly (\$1.25 yearly).

Aggregate financial statements and rates of profit for all manufacturing corporations, by industry, are given in ratio form and in millions of dollars. Chemicals and allied products are subdivided into basic chemicals, and drugs.

U. S. National Center for Health Statistics, VITAL AND HEALTH STATISTICS. U. S. Department of Health, Education, and Welfare, Public Health Service, Washington, D. C.

Report series of 23 parts, including data on illness, hospital services, mortality, and natality from the National Health Survey and the National Vital Statistics system. Program descriptions, methodological research, analytical studies of vital and health statistics, and documents and committee reports appear in the general series.

U. S. Social Security Administration, DISABILITY APPLICANTS UNDER THE OLD-AGE SURVIVORS, AND

- DISABILITY INSURANCE PROGRAM. Selected data. U. S. Dept. of Health, Education, and Welfare, Washington, D. C., annual.
- Data on diagnoses of worker disability allowances, number and percentage distribution of workers for whom a period of disability was allowed during the year, etc.
- U. S. Tariff Commission. SYNTHETIC ORGANIC CHEMICALS. United States Production and Sales. Government Printing Office, Washington, D. C., annual with monthly supplements.
- Quantity of production and quantity and value of sales of all synthetic organic chemicals for which data are disclosable. A complete breakdown of medicinal chemicals is included as a separate in the production and sales of intermediates and finished synthetic organic chemicals.
- VALUE LINE INVESTMENT SURVEY. Arnold Bernhard and Co., New York, N. Y., weekly (\$144 yearly).
- In two separated sections: industry analyses and depth analyses of a company's stock; editorial views forecasting the action of particular stocks on the market.
- Vidal, Louis. DICTIONNAIRE VIDAL. Office de Vulgarisation Pharmaceutique, Paris, 1963.
- Dictionary listing of French pharmaceuticals, giving composition, action and uses, administration, form, and manufacturer. Summary listing of manufacturer and products.
- WALL STREET JOURNAL INDEX. Dow Jones and Co., Inc., New York, N. Y., monthly and annual volume available.
- First section on corporate news gives a short descriptive summary of original article and location, including entries for dividends, profit reports, and per share earnings. General news by industry and subject in second section.
- Wasserman, Paul. INFORMATION FOR ADMINISTRATORS (a guide to publications and services for management in business and government). Cornell University Press, Ithaca, N. Y., 1956.
- Up-to-date sources of information available from trade and professional associations, chambers of commerce, business and government research organizations on local and international areas.
- World Health Organization. ANNUAL EPIDEMIOLOGICAL AND VITAL STATISTICS. World Health Organization, Geneva, Switzerland, annual.
- Statistics and population deaths according to cause by country and area. Also includes cases of and deaths from infectious diseases, health personnel, and hospital establishments. Text in English and French.
- World Health Organization. EPIDEMIOLOGICAL AND VITAL STATISTICS REPORT. World Health Organization, Geneva, Switzerland, monthly (\$12 yearly).
- Regularly contains tables, by country, of current data on infectious diseases, mortality and natality, causes of death, and morbidity statistics on a special topic. Several causes of death summarized in each issue.
- World Health Organization. INTERNATIONAL DIGEST OF HEALTH LEGISLATION. World Health Organization, Geneva, Switzerland, quarterly (\$9 yearly).
- Each issue contains a selection of health laws and regulations by country on particular topics, and occasional studies in comparative health legislation. Includes a bibliographical section of reviews of references to works on health legislation recently received by the W.H.O. Library.
- World Health Organization. WEEKLY EPIDEMIOLOGICAL RECORD. World Health Organization, Geneva, Switzerland, weekly (\$14 yearly).
- Regularly gives notifications under and information on the application of the International Sanitary Regulations, and notes on current incidence of the six quarantinable diseases. The infected areas are listed and epidemiological notes are given.
- WORLD REVIEW OF DRUG NEWS. Pharmaceutical Manufacturers' Association, Washington, D. C., weekly.
- Brief reports on important developments affecting pharmaceutical companies throughout the world.
- "World Trade in Chemicals, 2 Parts," CHEMICAL PRODUCTS AND AEROSOL NEWS. 26:49+, June-July, 1963.
- For each country, gives values of imports and exports to other countries, exports by class in quantity and value, and a summary world trade in drugs. Pharmaceuticals are broken down into broad categories only.
- YEARBOOK OF INTERNATIONAL ORGANIZATIONS. 1962-1963, 9th Ed., Union of International Associations, Brussels, Belgium.
- A guide to U. N., European Community, and other inter-governmental organizations, and international non-government organizations, such as those in the fields of law, economics, commerce, health, and science. Gives addresses, history, members, structure, finance, activities, and publications. Indexes by subject, initials, and geographical location.

## The Chemical and Related Technical Literature of Lithuania\*

By VYTAUTAS ADOMAITIS\*\*

Lithuanian Library of Baltimore, 851 Hollins Street,  
Baltimore 1, Maryland  
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There is an ever increasing interest among chemists of the English-speaking nations in the basic and applied research being done in Central and Eastern Europe. Better knowledge of little known sources of chemical information can contribute to the development of a more efficient American scientific community.

Historically, the first known description of Lithuanian chemical activities in the *broad sense* was recorded in

Old English literature by Wulfstan, King Alfred the Great's explorer, about 1,000 years ago. Wulfstan wrote that certain Baltic Eastlanders had "the power of producing cold, and it is because they produce this cold upon them that the corpses lie so long without decaying. And if a man, sets two vats full of ale or water, they cause both to be frozen over, whether it be summer or winter."

It is probable that other chemical arts were introduced to the ancient Lithuanians by the Phoenicians during their trading trips for amber, a commodity which always has been abundant on the eastern shore of the Baltic Sea.

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\* Rafael de Esperland Research Associates, 1512 Barrett Rd., Baltimore 7, Md.