



# DRUGGIST *Briefs*

NEWS OF SPECIAL INTEREST TO DRUGGISTS

JANUARY, 1944

A COMPILATION OF TIMELY DRUG NEWS ITEMS TAKEN FROM NEWS RELEASES OF NATIONALLY KNOWN AUTHORITATIVE ANALYSTS. THIS COMPLIMENTARY NEWSCAST IS BEING SENT TO YOU MONTHLY AS A HELPFUL SERVICE OF THIS STATION.

DRUG STORE SALES -- Drug store sales are currently running 25% ahead of last year, according to Nelson A. Miller of the Department of Commerce, and at the present rate will show a gain of more than 80% of 1939. He also estimates that dollar sales by wholesalers have run about 18% ahead of 1942 and he says that if this increase continues throughout the year wholesale drug volume will total about \$1,500,000, or 92% ahead of the 1939 figure.

RETAIL PRICE CEILINGS ON VITAMINS TO BE ROLLED BACK 15% BY OPA -- Issuance of an order, by the Office of Price Administration, rolling back retail prices of vitamins was expected before the end of the first week of December. This rollback, it is expected, will set retail price ceilings at 15% less than prices of October 15, 1941.

BABY GOODS -- The supply of baby goods is definitely unable to keep up with the tremendous demand, despite easing of government restrictions for the manufacture of nipples, rubberized sheetings and other items. The bottle situation continues acute. Sterilizers are practically unavailable through ordinary channels. Baby cosmetics and food products, however, are ample.

BRISTLE GOODS -- The outlook for bristle goods remains uncertain at this time. There is little hope that bath and toilet brushes will be sufficient to meet requirements. The better grades appear to be more readily available.

STATIONERY -- V-mail and airmail stationery is plentiful and will continue to enjoy increasing use.

CANDY, including boxed goods, is not sufficient to satisfy consumer demand. Bars and bulk confections are arriving in greater quantities although managers expect to continue to allocate sales.

THE VITAMIN BUSINESS will amount to over \$132,000,000 this year. This means an average sale of \$1.00 for every man, woman and child for vitamins.

COSMETIC SALES, which have risen steadily since the summer of 1939, reached \$563,000,000 for the year which ended August, 1943.

THE TREND toward the stockingless vogue is expected to be greater next year as women use up their remaining silks and nylons. Only the best leg make-up will find ready acceptance, according to present indications.



POWDERS -- Face powders will be available in usual quantities. The earlier shortages of talcum powders have been overcome by the use of domestic talcums. The shade selection is not as large, but manufacturers have been able to retain their best sellers.

MENTHOL -- Arrivals of moderate quantities of natural menthol continue to come through without appearing on the open market for resale. It is inferred that the goods have been sold into consumption prior to arrival and the quantities forthcoming from abroad are insufficient to allow creation of a stockpile by the importers.

ALCOHOL -- Alcohol production during 1944 will be 50,000,000 gallons less than actual war needs, according to a WPB report to the Senate Agriculture Sub-committee. Requirements are estimated as 640,000,000 gallons and production as 590,000,000 gallons; 90,000,000, to 100,000,000 gallons will make up the stockpile at the end of 1943.

FROM RECENT ACTIVITIES IN WASHINGTON it might be possible that a concerted effort is under way to "smear" the pharmaceutical and drug manufacturing industry. Why this should be so is something that we cannot understand unless it is tied up with the attack on the medical profession in an attempt to place the control of practice of medicine and the supplying of remedial agents in the hands of the Government under some bill such as the Murray-Wagner-Dingell Bill.

POST-WAR DRUG EXPORT SHOULD TAKE UP 10% OF U.S. PRODUCTION -- A post-war export market large enough to absorb 10% of the total production of the U.S. drug industry is a virtual certainty, and plans should be laid now to develop it, says T. W. Delahanty of the Drugs and Pharmaceuticals Unit, Bureau of Foreign and Domestic Commerce.

GLASS CONTAINERS -- The latest estimate of glass container production for 1943 places the figures at over 93,000,000 gross, a new high record and an increase of 17 $\frac{1}{2}$ % over last year. However, the War Food Administration takes about 70% of this production and, according to R. A. Palen of that administration, will probably want even more than that for food next year.

X-RAY DEVICE known as a Searchray which makes it possible to detect foreign bodies in package goods has been announced. By the same token it would seem easily possible to apply this apparatus to the detection of lint and other foreign matter in filled ampoules.

GLYCERINE -- The glycerine picture continues to improve from the standpoint of available supplies, and in view of present conditions, trade factors are looking forward to a further curb on restrictions governing the use of this important chemical over the final weeks of the year.

ALUMINUM FOR DRUG TUBES BELIEVED TO BE AVAILABLE SOON -- War Production Board action to make available a quantity of aluminum for manufacture into tubes for packing pharmaceuticals is "under serious consideration" and informed sources believe the action will be taken soon.

WAR PRODUCTION BOARD CONTROLS ALL PENICILLIN -- The War Department "at no time has either controlled penicillin or received the entire output," declares Surgeon General Norman T. Kirk, Army Medical Department, as a result of numerous requests for penicillin.

FORECASTS LESS MERCHANDISE -- Arthur D. Whiteside, vice chairman of the WPB Civilian Requirements Branch, predicted that the 1943-1944 winter and spring will witness the most critical situation for consumer durable goods of the entire war period.



PECAN SHELL OIL is now being offered for sale in large quantities. Said to be the equal of olive oil for table use, it is also useful in the making of lyes and high-grade soaps.

HAIR PREPARATIONS -- Hair lotions of revised formulas can be obtained in fairly good quantities. Shortages of those retaining high alcoholic content are expected.

Hair creams at present are slow in getting customer approval, due, it is felt by buyers, to increasing supplies of alternative preparations such as the brilliantines.

Water-waving lotions can be had in the usual quantities. Consumer interest seems to be turning to the heavier type hair lacquers, but local conditions should be watched.

PRODUCTION OF ALL TYPES of synthetic medicinals amounted to 38,977,099 pounds in 1942, according to the preliminary report issued for that year by the U.S. Tariff Commission. Manufacturer's sales for that year amounted to 35,206,185 pounds, valued at \$82,047,072.

The corresponding figures for 1941 were: production, 33,209,942 pounds; sales 27,785,098 pounds, valued at \$57,752,348. Accordingly the increases in 1942 over 1941 were 17.3% on production, 26.8% on sales tonnage, and 42.1% on sales value.

CURBS ON GLASS MAY BE CONTINUED -- Continuance of restrictions on the acceptance of new glass containers by commercial users in 1944 was deemed necessary at a recent meeting of the WPB Glass Containers Manufacturing Industry Advisory Committee according to an announcement by Hugh A. Carroll, chief of the WPB Glass Containers and Closures Section. Under the restrictions on the use of glass containers manufacturers of household chemicals are limited to 80% of former usage, while cosmetic manufacturers are allowed 65%.

THE COSMETIC SALES TAX -- Despite the fact that cosmetics and perfumes now carry a retail sales tax of 10%, sales continue to mount and manufacturers are able to sell all the products that they can produce and package. And now that it appears that the retail sales tax is to be increased to 25%, there appears to be very little doubt in the minds of manufacturers that this condition will continue.

OUTLOOK FOR BOTTLES, for perfumes and other toiletries, is more satisfactory than it was earlier this year. There is plenty of machinery available to manufacture toiletry bottles but a shortage of materials is being created by the increased requirements of food, paint and other industries for larger glass containers.

SUPPLIES OF MERCHANDISE in 1944 will hold up to, or be better than 1943, according to a consensus of leading manufacturers and chain drug store buyers. Although shortages will continue in many lines many new items will make their debuts.

DEODORANTS AND DEPILATORIES are available in fairly satisfactory quantities because manufacturers are producing more of them using adjusted formulas and non-essential packing materials. Demand will continue heavy.

NAIL ENAMEL manufacturers anticipate greater production next year with the Government's increased allotment of supplies of ethyl acetate. However the variety of shades has been curtailed.

WE CAN EXPECT TO SEE the fluorides entering the field of medicine next year as therapeutic agents in the control of tooth decay, as a result of findings of research groups.

BORAX AND BORIC ACID -- Borax and Boric Acid have been removed from schedule A of Order M-161 which limits inventories. WPB states that due to the increased use of these products inventory restrictions had to be removed.



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