

BIBLIOGRAPHY OF PHARMACEUTICAL RESEARCH

Compiled by A. G. DuMez, Reporter on the Progress of Pharmacy.

All articles in these lists will be presented in abstract form in the bound volumes of the **YEAR BOOK**, which is issued annually. Those desiring abstracts immediately can obtain them for a fee of one dollar each by communicating with A. G. DuMez, University of Maryland, School of Pharmacy, N. E. Cor. Lombard and Greene Sts., Baltimore, Md.

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ABSTRACTS OF PAPERS, BALTIMORE MEETING, A. PH. A.

"Seven Ways to Meet Competition," Clyde Eddy.—The author deals with the paper "Seven Ways to Meet Competition" in presenting the following suggested methods: 1. Centralize your buying. 2. Buy only what you know you can sell. 3. Advertise your store, persistently, and in every way that you profitably can. 4. Make your store sell for you. 5. Capitalize your greatest asset by giving your customers individual service. 6. Consider the idea of specializing in quality merchandize and limited professional service. 7. Organize for study of retail distribution.

"Profit, Total Sales and Rent II," J. A. W. Luck.—This paper examines the condition of minimum sales, *i. e.*, when the net profit is exactly equal to zero. Therefore the gross profit suffices to meet all expenses. At the beginning of any mercantile establishment practically the only item of expense definitely known is the rent. By separating the expense items into three factors, wages, rent and a quantity called the Index Figure it is possible to represent all these factors by equations in terms of the rent.

From the data of established drug stores it was found that the Index Figure is a linear function of the rent. By expressing the volume of sales in terms of unit wages it is possible to derive a linear relation of wages to rent.

By means of these equations it is possible to calculate the volume of sales to yield a fixed net profit.

"Claudius Galen," Louis Wait Rising.—In abstract the paper takes up the life of Galen which began in 130 A. D. in the Asia Minor town of Pergamun, and follows it through to his death in the year 200 A. D. His great influence on medicine and pharmacy, also on the other branches of science in those early days is pointed out. The paper is purely biographical and has to do only with one of the "Grand Old Men of Pharmacy."

"Entries of Pharmaceutical Interest from the Wastebook of B. Arnold, Druggist, Book Seller, etc., from London," R. D. Bienfang.—A brief sketch of Arnold's early life, with some anecdotes concerning his apprenticeship, followed by entries of pharmaceutical interest taken from his wastebook, or ledger, begun April 26, 1773. The complete contemporary title for the more unfamiliar of these items is given in Latin and in English. Two illustrations are included. One is of Arnold's sign, mortar and medicine chest; and the other a facsimile of the list of medicines on page 11 of his wastebook.