

them, or bonuses, or some other plan, I would have them thinking of my store as "our store."

Occasionally when a live wire salesman was in the city for the evening I would arrange a meeting and have him give my boys a talk on merchandising. For a successful salesman will have with him a stock of good ideas that he has gathered in his travels—plans that have proved successful.

Then I would see that articles containing real ideas on selling—service—store advertising, etc., reached and were read by my clerks.

I would constantly work to get them to thinking—to doing *real* thinking—and when they got the habit well formed, my profits would increase.

Then I would get from the county clerk or from the daily paper the lists of births, and every time the stork visited my neighborhood, I would see that a suitable present with a letter over my name went out to Baby Smith.

I would in some way give that store individuality in appearance. I would endeavor to get away from the beaten track—to do something different—to have an occasional original idea.

I would advertise—I would have a mailing list of the best people in my neighborhood—and I'd use it.

And I would roof this superstructure with a kind of greeting and treatment of people that would make them go away saying, "By George, that man knows how to treat his customers."

And then, with my finger on the pulse of the business, if I did make an occasional mistake—which I undoubtedly would, for the man who never makes a mistake, never makes *anything* much—I would know in time to change the medicine and keep out of the hands of the Undertaker of Dead Businesses.

---

## SELLING ALCOHOL WITHOUT INTERNAL REVENUE SPECIAL TAX.\*

BY J. O. BURGE.

In order to handle alcohol without special tax, the dealer or manufacturer is required by the Internal Revenue Department to observe and conform to the following rules and regulations:

First, no more alcohol must be used in the preparation than is actually necessary for the purpose of extraction, solution or preservation of the medicament.

Second, each fluid ounce of the preparation must have an average U. S. P. dose for an adult of some drug or drugs of recognized therapeutical value, either singly or in combination.

So long as the preparation conforms to these two requirements, the "special tax" of a retailer is not required, provided the preparation is sold for genuine medical purposes. But remember, for example, if U. S. P. Tincture of Ginger, or any similar preparation is sold for beverage purposes or under circumstances which would lead the seller to suspect it is being used as a beverage, then the seller would become liable for the "special tax" as a liquor dealer.

Pharmacists may carry wines and distilled spirits in stock for the manufacture of U. S. P., N. F., and other preparations, and for compounding *bona fide* prescriptions, without the "special tax," provided sufficient drugs are used in the

---

\* Read before Nashville Branch A. Ph. A., April meeting, 1917.

alcohol before its sale to render it unfit for use as a beverage. But they cannot sell spirituous liquors or wines not so compounded, even on a physician's prescription, and for purely medical purposes, without the *special revenue license*.

In order to exempt the pharmacist from this special tax, the Internal Revenue Department has approved of the following combinations, by which the alcohol is so denatured that it may be used for bathing and general antiseptic purposes, the intention being that the prescription shall specify the nature and amounts of the ingredients desired in the compound:

- 1—Alum, 10 grains; Camphor, 3 grains; Alcohol, 4 ounces.
- 2—Carbolic Acid, 1 part; Alcohol, 99 parts.
- 3—Formaldehyde, 1 part; Alcohol, 250 parts.
- 4—Alum, 2 ounces; Zinc Sulphate, 1 ounce; Alcohol, 1 gallon.
- 5—Alum, 1 drachm; Camphor, 1 ounce; Alcohol, 1 pint.
- 6—Mercuric Chloride, 1 part; Alcohol, 2000 parts.
- 7—Alum, 2 ounces; Salicylic Acid, 2 ounces; Oil Gaultheria, 2 ounces; Water, 1 pint; Alcohol, 1 gallon.
- 8—Carbolic Acid, 2 drachms; Oil Gaultheria, 20 drops; Alcohol, 1 gallon.
- 9—Mercuric Chloride, 1½ grains; Hydrochloric Acid, 2 drachms; Alcohol, 4 ounces.
- 10—Sodium Bicarbonate, 3 ounces; Hamamelis Water, 16 ounces; Water, 16 ounces; Alcohol, 16 ounces.
- 11—Formaldehyde, 2 parts; Glycerin, 2 parts; Alcohol, 96 parts.
- 12—Oil Cajuput, 1 drachm; Alcohol, 1 pint.
- 13—Tannic Acid, 12 parts; Alcohol, 125 parts; Water, 125 parts.
- 14—Carbolic Acid, 1 drachm; Tannic Acid, 1 drachm; Alcohol, 1 part; Water, 1 part.
- 15—Alum, ½ ounce; Formaldehyde, 2 drachms; Camphor, 1 ounce; Alcohol, 1 part; Water, 1 part.
- 16—Lysol, 1 part; Alcohol, 99 parts.
- 17—Compound Solution of Cresol, U. S., P., 10 Cc.; Alcohol 1000 Cc.

In the April 1916 number of the JOURNAL OF THE A. PH. A. appears the following formula which was adopted by the Denver Branch, A. Ph. A.: Antimony and Potassium Tartrate, 1 gramme; Formaldehyde, 4 mils; Water, 125 mils; Alcohol, to make 1000 mils.

The label adopted reads as follows: "Bathing Alcohol. For External Use Only. Poisonous if taken internally. Pure Grain Alcohol, modified to comply with the Federal Regulations." (Label printed in red.)

#### EFFECT OF THE RAYS OF THE SUN UPON THE FORMATION OF AMYGDALIN IN WILD CHERRY BARK.

BY C. VERNE NICHOLS.

The fact that the bark of "*Prunus Virginiana*" or Wild Cherry, as well as the almond and the peach pit contains a glucoside, which when brought into contact with water in the presence of the accompanying ferment, will produce hydrocyanic acid as one of the reactionary products, is well known. It, too, is well known that the bark collected from different portions of the same tree will yield different amounts of this deadly poison. One writer has shown that the bark of the roots contains the largest proportion of this glucoside which yields hydrocyanic acid, and that the bark from the twigs contains a greater proportion than that from the trunk of the tree. The author will not attempt to explain the cause of this difference but it is presumable that the basis for such a difference is the effect which the rays of the sun has upon the formation of the glucoside.