

ALMOST IMPOSSIBLE TO SUPPLY ENORMOUS DEMAND FOR TANLAC

Although Huge Laboratories Turn Out 36,000 Bottles Daily, Thousands of Dealers Cannot Be Supplied.

40 CARLOADS SOLD IN JANUARY ALONE.

After Shipping 838,400 Bottles of Celebrated Medicine in One Month Factory is Still 380,000 Behind With Orders.

Although the big Tanlac laboratories at Dayton, Ohio, and Walkerville, Canada, have been running at top speed for months, it has been a physical impossibility to supply the phenomenal and every increasing demand for this celebrated medicine. During the first ten weeks of last year One Million Three Hundred and Twenty-Seven Thousand Bottles of Tanlac were sold, breaking all world's record for the sale of proprietary medicines up to that time. This record now pales into insignificance, however, as orders received during January alone of this year reached the astonishing total of One Million Two Hundred and Twenty Thousand bottles, showing an increase of approximately one hundred per cent. over the corresponding period of 1919.

To say that Tanlac now has the largest sale of any medicine in the world is not an exaggeration. It is not too much to say that the story of its phenomenal success has never been approached by any other medicine. It is now being made by Tanlac, and it is now conservatively estimated that the sales for the present year alone will amount to from seven to ten million bottles.

Of the orders received during January it was possible to ship only eight hundred and thirty-eight thousand bottles, and thousands of dealers scattered throughout Canada and the United States have been unable to obtain the medicine for weeks. "Phenomenal and Bewildering" is the way one of the big drug jobbers of the country describes the marvelous demand for Tanlac.

"We know that the day of miracles has passed, and we all know that there are no unobtainable mysteries in the drug business, but this Tanlac proposition smacks of both," writes another leading wholesale druggist, whose firm has sold over 24 car loads, or an average of nearly one car load per month since they began handling Tanlac a few years ago. Thousands of similar letters and telegrams have been received, but for lack of space they can only be referred to briefly.

Most proprietary medicines are sold by the dozen or by the gross; a few are bought by the trade in quantities of from ten to twenty gross; a very few are sold by the car load, and then only to the largest jobbers, covering extensive territories. The fact therefore that scores of jobbers in Canada and the United States have a demand sufficient to justify them in ordering not one carload, but from two to three car loads of Tanlac at a time makes Tanlac's pre-eminence in the field of medicine all the more noteworthy. It is the biggest thing of its

kind in the world and nothing like it has ever happened in the drug trade before.

Think of one retail firm selling one-third of a million bottles of any one medicine right over the counter direct to consumers in only two years' time! It seems incredible, but such is the record made by the Owl Drug Company, through their retail stores on the Pacific Coast. Think of one retail firm in a single city of 200,000 population, selling approximately eighty-eight thousand bottles, an average of over two bottles for every family, in only four years' time! Such is the record of the Jacobs Pharmacy Company, of Atlanta.

Think of one retail firm giving a single order for an entire car load, twenty-three thousand and forty bottles and agreeing to pay cash for the goods promptly on arrival. Such an order has been received from the Lewis K. Liggett Company, of Winnipeg, Canada, a combined capacity of thirty-six thousand bottles were completed, it was thought that the production would be sufficient to supply the demand for years to come. It is now apparent, however, that additional facilities must be provided if the supply is to keep pace with the demand. And this is true in spite of the fact that there are now on the market from fifty to one hundred preparations claiming similar therapeutic value.

When the magnificent new laboratories at Dayton, Ohio, and Walkerville, Canada, with a combined floor space of seventy thousand square feet and a combined capacity of thirty-six thousand bottles were completed, it was thought that the production would be sufficient to supply the demand for years to come. It is now apparent, however, that additional facilities must be provided if the supply is to keep pace with the demand. And this is true in spite of the fact that there are now on the market from fifty to one hundred preparations claiming similar therapeutic value.

Tanlac has now been on the market for five years. It has stood the acid test of time. It is known and honored in every city, town, village, and hamlet on the American Continent from Key West, Florida, to the North-western wilds of Canada, where even the Indians and Fur Traders have learned of its wonderful powers as a medicine.

Its enormous and ever-increasing popularity is the one great outstanding proof of its wonderful merit. No medicine, no matter how extensively advertised, could sell and continue to sell and establish new world's records year after year, if it did not produce actual and positive results.

Tanlac is composed of the most beneficial roots and herbs known to the scientific world. The formula conforms with all National and State Pure Food and Health Laws of both the United States and Canada, and although Tanlac's claims for superiority are abundantly supported by leading authorities, it is the people themselves who have made Tanlac what it is. Millions upon millions have used it and have told other millions what it has done for them.

That is why Tanlac has become the real sensation of the drug trade all over America.

Tanlac is sold in St. John's by M. Connors, under the personal direction of a special Tanlac representative, in Harbor Buffett, by Thomas Wakely & Sons; in Placentia, by James Murphy & Son, and in Topsall by J. K. Bursell.—adv.

Weather and Ice Conditions.

Flower's Cove.—Moderate winds; fine and clear; Straits still blocked with ice and no water to be seen.

Griquet.—Calm, weather fine and cold; ice close along shore; seals scarce.

St. Anthony.—Moderate N.W. winds, fine and clear; good sign of old seals; ice off shore.

Nipper's Hr.—E.N.E. winds; good many seals seen yesterday; three old harps killed; one with young one.

Twillingate.—Wind yesterday even-

ing and last night North; this morning East; ice still off.

Fogo.—Easterly wind, fine and cold; considerable slob forming.

LaScie.—Moderate S.E. wind with snow flurries.

Greenspond.—Wind E.N.E., fair breeze; no ice in sight.

Seal Cove.—South wind. Bay still clear of ice.

Wesleyville.—North East wind; no ice in sight.

PROSPERO TO BEING COAL.—The steamer Prospero is expected to leave shortly for Louisburg, where she will load coal for this port.

Allies Decide On Trade With Russia.

Newsprint Shortage in Germany -- Supply in Canada Limited -- Ghouls Loot Royal Mausoleum -- Capture of Naval Craft by Reds at Archangel -- "No More Flu" Say U. S. Doctor.

RESUMING TRADE RELATIONS WITH RUSSIA.

LONDON, Feb. 24.

An agreement of considerable importance was reached at yesterday's session of the Supreme Allied Council and an immediate announcement is expected, according to some morning newspapers. The resumption of trade relations with Russia, says the Mail, was decided upon in principle, though with important reservations. The Soviet Government will be asked on its part to abandon propaganda and recognize existing loan, while the Allies do not propose to encourage border states to make war on the Bolsheviks. It is understood the decisions were reached with complete unanimity and received the assent of Premier Millerand of France. Resumption of political relations between the Allies and Russia was not pressed, the Mail understands, so the real difficulty of the Russian situation, the recognition of the Soviet Republic, remains unsolved.

Orders from retailers for from fifty to seventy-five gross are not uncommon, and practically all of the leading retail firms buy Tanlac in from ten to twenty-five gross lots to supply their normal demands.

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port themselves and to indemnify such persons as they had injured in commission of their crimes. Prisons would be used only for those under arrest awaiting trial.

FRANCE AND EXCHANGE.

PARIS, Feb. 24. The Government is considering requiring payment of customs duties in the equivalent of gold as a means of increasing its income, according to one of the Trade Journals, published here. As there is no gold in circulation this would mean the fixing of the relation of gold to currency, which the newspaper suggests might be two to one, which would mean that duties would be doubled.

A YOUTHFUL AVIATOR.

PARIS, Feb. 24. The number of women aviators in France, which for some time has stood at 13, is soon to be increased by one who will establish a record for youthfulness, being only 14 years old. She is Andree Farman, a daughter of Maurice Farman, brother of Henry Farman, one of the pioneers in aviation. Miss Farman flew for the first time in 1919.

BASEBALL PLAYERS BEGIN TRAINING.

LAKE CHARLES, La., Feb. 24. Connie Mack and 12 pitchers and catchers of Philadelphia American League Club, began spring training here yesterday. The weather was fair and warm. Pitchers reporting yesterday were Lyle Bigbie, Charles Eckert, Robert Hasty, David Keefe, Walter Kinney, Patrick Martin, Wm. Pierson, Edward Rommell and Wm. Greyvett. The catchers were Wm. Styles, John Walker and Rapp Perkins.

ROCKEFELLER GIFT.

TORONTO, Ont., Feb. 24. Preliminary conferences with representatives of the University of Toronto, Queen's University and the Western Universities will be held on March 9, 10 and 11 by Dr. G. E. Vincent, President of the Rockefeller Foundation, Dr. R. M. Pearce, Director of the Rockefeller Foundations, Medical Education Division, in connection with the various faculties' participation in the Rockefeller gift of five million dollars for the advancement of medical research work in Canada.

A SPOILS DIFFICULTY.

QUEBEC, Feb. 24. It is frankly admitted here that the Provincial Cabinet and many members of the Government are divided over the appointment to a successor to the late Mr. Justice Langelier, as Magistrate of Sessions of Peace. A few days after the death of Judge Langelier it was commonly reported that Arthur Godbout, member for Beauve, would be appointed, but, later, it developed that there was opposition to this and that several members of the cabinet favored the nomination of Arthur LaChance, former member of the House of Commons for Quebec Centre and Crown Prosecutor.

PROTECTION OF GAME.

MONTREAL, Feb. 24. "Game and fish of all kinds and wild birds, other than game birds, received

better protection during the year than ever before in the Province of Quebec," was the statement made last night at the sixty-third annual meeting of the Province of Quebec Association for the Protection of Fish and Game. The report added that in view of the immensity of the territory covered it was not surprising that there should still be a considerable amount of poaching in certain localities. Unfavorable financial conditions being touched upon, an offer was made by Canada steamship lines to make up one-third of the thousand dollars required, on condition that the other two-thirds were made up by the Canadian Pacific and Grand Trunk.

THE TAXI KINGS.

NEW YORK, Feb. 24. More efficiency and lower taxi rates are expected to result from a movement on foot to organize New York's five thousand taxi drivers into a union to "better control of the taxi business."

POINCARÉ CHAIRMAN.

PARIS, Feb. 24. The Reparations Commissions of the Peace Conference met yesterday afternoon. Charles C. Jonnart, who recently resigned from the commission, handed over to former President Poincaré his credentials as French representative on the body. M. Poincaré was chosen as chairman of the commission.

LABOR AND POLITICS.

TERRE HAUTE, Ind., Feb. 24. Declaring that labor union people believed their leader so far removed that he does not understand their desires, William Mitchell, Secretary of District No. 11 of the United Mine Workers of America, yesterday telegraphed Samuel Gompers, President of the American Federation of Labor, asserting that a Labor Party ticket would be in the political field in Indiana.

Shipping Notes.

Schr. Little Princess has arrived at Oporto, after a quick run of nineteen days; all well.

Schr. E. D. Bailey entered at Carbonear to load fish from W. J. Moores for Brazil.

S.S. Orion has hauled in to the Furness Withy pier to take on board a water supply.

S.S. Digby sailed for Halifax at 7 o'clock this morning.

Harvey & Co. had received no word of the Rosalind leaving New York up to 10.30 this morning.

MINARD'S LIMENT CURES DIPHTHERIA.



SUNLIGHT IN THE MORNING, SUNLIGHT ALL THE DAY.

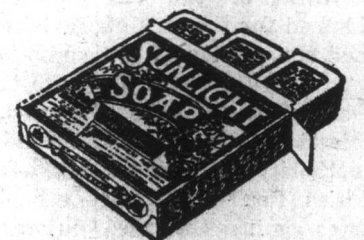
START washing-day well with Sunlight Soap. Have the clothes on the line early, and the meals ready to time. The afternoon is then yours to spend at your own sweet will.

Pleasure follows in the wake of efficient work. With Sunlight Soap the housewife does her work most efficiently, most easily. There is no mystery. You get out of soap just what the makers put into it. The cream of soap materials go into Sunlight Soap.

The Sunlight environment is in keeping with its mission of cleanliness and efficiency—no soap is better fitted to serve the British housewife than Sunlight Soap. Prove this to-day.

£1,000 Guarantee of Purity on every bar.

The name Lever on Soap is a Guarantee of Purity and Excellence.



SUNLIGHT SOAP.

LEVER BROTHERS LIMITED, PORT SUNLIGHT, ENGLAND.

IN STOCK at Hardware Headquarters

Cast Soil Pipe,
Lead and Iron Pipe,
Lead Traps & Bends
Pipe Fittings.

The Direct Agencies, Ltd

may 17, 11

LIVER! LIVER!

We have it—lots of it—fresh from Toronto, selling now at

25c. lb.

Also Pork and Beef Sausages. Special prices for kegs.

Outport Orders Solicited.

M. J. Blackler,
54 NewGower St.

Zane Grey

The Man of
The Forest.

A story of love and life, of the glory of the mountains, of danger, daring and adventure, and finally of a great joy. Told as only Zane Grey could tell it.

PRICE \$2.25.

DICKS & CO.,
Limited,
THE BOOKSELLER.

NOTICE.—There will be a meeting of the Marine Fitters and Machinists' Association on Thursday night, 26th inst., at 8.30, at the British Hall. Business important. W. CHANCEY, Secretary.

FOR SALE—Ford Touring Car, in perfect condition; no reasonable offer refused. This car will be stored till May 1st, 1920. Apply at this office. jan 11, 11

Minard's Liment Cures Diphtheria.

GROVE'S O-PEN-TRATE SALVE

Opens the Pores and Penetrates

A Remedy for Chest Colds, Head Colds, Spasmodic Croup, Sore Throat, Stiff Neck, Earache and kindred ailments. Apply freely to the skin just over the affected parts and rub it in.