

America's Greatest Success Will be Introduced Here

Facts About Tanlac

Twelve million bottles sold in four years.

At present rate of sales grand total will reach 15,000,000 bottles by end of present year.

Large and modern laboratories at Dayton, Ohio, occupy 60,000 square feet of floor space.

Capacity of plant recently doubled to take care of rapidly increasing business. Present capacity 36,000 bottles daily.

Branch plant recently established in Canada, with a capacity of 8,000 bottles daily.

Demand for preparation has broken all world's records for same length of time, and is constantly increasing.

Publicly endorsed through the daily press by men of prominence throughout the United States and Canada, including supreme court judges, mayors of leading cities, lawyers, doctors, bankers, state and government officials, prominent educators and well-known ministers of the Gospel.

Now sold from coast to coast and from Gulf to Great Lakes, throughout the United States and Canada.

Tanlac is purely vegetable and is composed of the most beneficial roots and herbs known to science. Formula complies with all national and state pure food health laws of United States and Canada.

Absolute merit responsible for unprecedented success.

World's Record Broken by Tanlac

Over One Million Bottles Sold First Ten Weeks of this Year

Tanlac has brought a new romance to the commercial world. It is the story of an acceptance and appreciation of merit never before attained by a proprietary medicine. Staid business men to whom the actual figures of the production of Tanlac have been presented have scouted them until the proof was shown. The production of Tanlac now stands at the rate of almost four million bottles per year. The exact figures are 3,532,503. The sale of a million bottles in the first nine months, which far exceeded any record ever made by a proprietary medicine, now seems insignificant.

OVER 17,000 BOTTLES A DAY.

Sales this year bid fair to smash all previous records, as the sale for the first ten weeks of this year amounted to over One Million bottles, an average of over one hundred thousand bottles per week, which is at the rate of more than seventeen thousand bottles per day. It seems almost incredible, but these are actual figures and such is the record established by this wonderful medicine.

"One firm alone," said Mr. G. F. Willis, the international distributor of Tanlac, "has given orders for a total of 150,000 bottles within eighteen months' time. The firm I refer to is the Spurluck-Neal Co., of Nashville, Tenn. Mr. C. S. Martin president of this great firm, who is also president of the Southern Drug Jobbers' association, will verify this statement.

"Tanlac is the result of many years of arduous study by Mr. Cooper and his principal chemist. In fact, the two of them have carefully watched its development from the beginning of the experimental stage to its present state of efficiency. So remarkable have been the results obtained from this medicine that I doubt seriously if either of these men realize the immensity of their success. Like many other great discoveries, it has required time to prove its far-reaching effects."

RETAILS 700 BOTTLES OF TANLAC IN ONE DAY

Atlanta, Ga.

Mr. G. F. Willis, Fourth Nat'l Bank Bldg., Atlanta, Ga.

Dear Sir: Replying to your inquiry we are pleased to advise that we are now selling Tanlac at the rate of

Tanlac, the Celebrated Medicine Which Has Been Accomplishing Remarkable Results in the United States and Canada, Will now be Sold in Newcastle and Throughout the Province--Remarkable Sales Record of Twelve Million Bottles Phenomenal and Unprecedented.

Tanlac, the celebrated medicine which has been accomplishing such remarkable results throughout the United States and Canada, and which has been having a phenomenal sale wherever it has been introduced, will now be sold in Newcastle, the exclusive agency having been awarded to E. J. Morris. The amazing success achieved by this medicine in only four year's time is not only phenomenal, but unprecedented.

The discovery of Tanlac, the beginning of its manufacture, the establishment of the large and modern laboratories at Dayton, Ohio, occupying more than 60,000 feet floor space, reads more like fiction than facts from latter-day commercial history.

Twelve Million Bottles Sold In Four Years

Although placed on the market but little more than four years ago, over twelve million bottles have been sold, and its sales record probably has never been equaled in the history of the drug trade in America.

From coast to coast and from the Gulf to the Great Lakes, Tanlac is known and honored. Millions have taken it and have pronounced it the greatest medicine of all time. No matter where you go throughout the United States, whether East, West, North or South, Tanlac is a household word and is now unquestionably the most widely talked of medicine in the world today.

Briefly, this is the record of the truly marvelous medicine which will now be placed within the reach of every one. In only a few week's time it will be placed on sale in practically every large city, town, village and hamlet throughout the entire section.

LEADING DRUG FIRMS OF AMERICA TELL OF SALES

Communications From Prominent Dealers All Over America Tell of Unprecedented Success of Tanlac

The following are extracts from letters and telegrams from prominent dealers all over the United States and Canada telling in plain, cold figures of the remarkable growth and development of Tanlac throughout America.

- Memphis, Tenn. We have bought and distributed 177,492 bottles of Tanlac and find it the greatest seller we have ever handled or had anything to do with.
- MAXWELL-CLARK DRUG CO.
- Nashville, Tenn. Our books show that we have bought and disposed of over fifteen carloads of Tanlac (189,909 bottles), in this immediate territory, setting a record as the largest sale by us in a given time of any proprietary medicine in the history of our business.
- These sales were made with no effort on our part and without a single complaint from any of our patrons or sub-agencies.
- SPURLOCK-NEAL CO. C. S. MARTIN, Vice-President and Gen'l Mgr.
- Knoxville, Tenn. Experience with Tanlac most satisfactory. Have handled it two years and have sold over 110,100 bottles since taking the agency.
- KUHLMAN-CHAMBLISS CO.
- We have handled Tanlac since January 1, 1917, and have sold to date 196,408 bottles. Our dealings with Mr. Willis highly satisfactory.
- GREINER-KELLY DRUG CO.
- Jacksonville, Fla. Have been handling Tanlac sixteen months and have sold at retail in our two Jacksonville stores approximately 20,000 bottles. Account very satisfactory in every respect. Cannot speak too highly of proprietors.
- BETTES PHARMACY, INC.
- Houston, Tex. We began handling Tanlac November, 1916, and have disposed of about 167,040 bottles. Has been a most satisfactory account and we are enthusiastic in our support.
- SOUTHERN DRUG CO.
- considerably more than 2,000 bottles per week.
- On one Saturday alone we sold through our eleven Atlanta stores approximately 700 bottles at retail direct to customers.
- Have had the exclusive agency since September, 1916, and have sold over 75,000 bottles.
- JACOBS PHARMACY CO.
- Atlantic Ga. We gladly give our experience with Tanlac. We took the agency in October, 1915, and have sold to date 162,444 bottles at wholesale. Account very satisfactory.
- LAMAR-RANKIN DRUG CO.
- Birmingham, Ala. Since we began handling Tanlac we have sold 170,472 bottles in our territory.
- We have found it the largest seller we have in proprietary medicines.
- DOSTER-NORTHINGTON DRUG CO.
- Seattle, Wash. Since we accepted the wholesale distributing agency for Tanlac in this territory on March 14, 1918, we have sold 78,624 bottles of the preparation.
- STEWART & HOLMES DRUG CO.

TANLAC TO BE SOLD OVER ENTIRE PROVINCE

In only a few weeks' time Tanlac will be placed on sale in practically every large city, town, village and hamlet in the province.

A number of agencies already have been established in a very limited time, but it is desired by the manufacturers that the distribution be made more complete and far-reaching.

Druggists and dealers who are interested should write or telegraph G. F. Willis, Fourth National Bank Bldg., Atlanta, Ga.

Adv't.

Earl Grey Has Difficult Task

London, Aug. 13.—Viscount Grey, it is learned, has not yet decided when he will go to Washington, although announcement of his plans is expected soon. His poor eyesight, which has given him much trouble, caused him to consent to only a short term as ambassador. A year ago it was heard he might become blind, but since then his eyes have improved, although he still does but little reading or writing.

Questions arising out of the peace settlement, which Bonar Law announced in the House of Commons to-day would require the attendance of Earl Grey, the new British Ambassador to the United States, are understood here to include a readjustment of the complicated financial relations between Great Britain and the United States growing out of loans and credits advanced by America. There also must be an almost immediate recasting of many existing treaties between the two countries, necessitated by the radical changes following the war. Many of these conventions date back for more than a century, and were said by officials to have been applied to modern conditions only by the exercise of the greatest liberality of construction. The LaFollette Shipping law swept away completely one treaty relating to the rights and duties of sailors and port authorities, and this never has been replaced.

In the early days of the war there were many issues between the State department and the British foreign office growing out of interference with American commerce by British warships, and British orders-in-council, and the many claims for damages by American ship owners and merchants pending when the United States entered the war are technically reopened. Earl Grey conducted the negotiations for his government.

There has been a suggestion, too, that conditions in Mexico were such as to demand consideration on an international basis in view of the large interests of foreign investors, and especially British, in that country. For a number of years the British government has refrained from enforcing demands upon Mexico for reparation for the killing of British subjects and for heavy monetary losses inflicted on British individuals, preferring to leave to the United States the adoption of measures to meet these conditions. It is believed now that one of the first duties of Viscount Grey will be to attempt a permanent settlement of the British issues with the Mexican government after reaching a satisfactory understanding with the American state department.

Liberal Leader to Run in Glengarry

Ottawa, Aug. 13.—That Hon. W. L. MacKenzie King, recently elected Leader of the Liberal party, will seek election in the vacant constituency of Glengarry—Stormont now appears, certain. It was rumored that he might seek entry to the commons through Quebec east represented, prior to his death by the late Sir Wilfrid Laurier but it is generally felt that this would not be politically wise or judicious on his part.

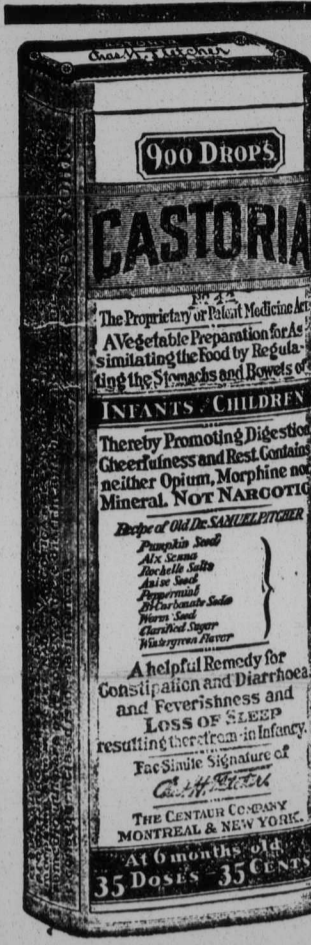
Glengarry electors are very largely of Highland Scotch and French Canadian stock. Mr. King is of the former ancestry and his running in Glengarry would no doubt be popular. The seat is traditionally Liberal, while Stormont tacked onto it through the last redistribution, is good fighting ground.

It has been stated that a farmers' candidate would be in the fight in Glengarry. This would present some difficulty inasmuch as it would not be an auspicious thing for Mr. King to open his career as Liberal leader in opposition to the farmers' organizations. The same, however, would be true of North Ontario or Assiniboia.

BLIND MAN RUN OVER

While playing a piano accordion on the streets of Chatham Saturday evening, J. G. Gorman, of Hamilton, Ont. a blind man, was run over by a reckless driver. Mr. Gorman's left arm being badly damaged. A warrant was sworn out for the culprit's arrest Monday, but before it was served the accused had escaped on the harvest excursion.

A cranky typewriter is almost as exasperating as a cranky stenographer



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The Wednesday trips are via Eastport and Lubec, due Boston 10 a.m. Thursdays. The Saturday trips are direct to Boston, due there Sundays at 1 p.m.

Fare \$9.00. Stateroom \$2.50 up. Direct connection will Metropolitan steamers for New York via Cape Cod Canal.

For Freight Rates and full information apply to,
A. C. CURRIE, Agent, St. John, N. B.

Just a Word with You

When buying a New RANGE there are certain things you have in mind that you feel are necessary, for example, it must be a good baker, it must have all the modern conveniences for saving time, trouble and expense, in short you want a thoroughly modern, complete and reliable RANGE, a pride to you and all the household.

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THE ROYAL BANK OF CANADA

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LIABILITIES AND ASSETS

Capital Authorized	25,000,000
Capital Paid-up	15,000,000
Reserve Fund and Undivided Profits	16,535,757
Total Assets over	130,000,000

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Newcastle, N. B. Branch — E. A. McCurdy, Manager