

# 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 Bot-  
tles of Celebrated Medicine  
in One Month Factory is  
Still 380,000 Behind With  
Orders.**

Although the big Tanlac labora-  
tories at Dayton, Ohio, and Walkerville,  
Canada, have been running at top  
speed for months, it has been a phys-  
ical impossibility to supply the enor-  
mous and ever increasing demand  
for this celebrated medicine.

During the first ten weeks of last  
year One Million Three Hundred and  
twenty-seven thousand bottles of Tan-  
lac were sold, breaking all World's  
records of the sale of proprietary  
medicines up to that time. This re-  
cord 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 bot-  
tles, showing an increase of approx-  
imately one hundred per cent. over  
the corresponding period of 1919.

To say that Tanlac now has the  
largest sale of any medicine of its  
kind in the world expresses it mildly.  
It does not begin to tell the story,  
for no other preparation has ever ap-  
proached the marvelous record that  
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 mil-  
lion bottles.

Of the orders received during Janu-  
ary it was possible to ship only eight  
hundred and thirty-eight thousand  
bottles and thousands of dealers scat-  
tered 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 mar-  
velous demand for Tanlac.

"We know that the day of miracles  
has passed, and we all know that  
there are no unfathomable mysteries  
in the drug business, but this Tanlac  
propulsion smacks of both," writes  
another leading wholesale druggist,  
whose firm has sold over 24 car loads,  
or an average of nearly one car per  
month since they began handling  
Tanalac 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 there-  
fore that scores of jobbers in Canada  
and the United States have a demand  
enough to justify them in ordering  
Delux, Anaconine, Jones Bros., Ap-  
pach, Z. Saunders & Son, Havelock,  
J. N. Inch & Co., Oak Point, under the  
personal direction of a special Tanlac  
representative.—Adv.

**SHIPPED TO ENGLAND**  
An English poultry expert and  
breeder, in the service of Lord Derby,  
recently purchased two white leghorns  
from John Armour, Lansdowne  
Ave., and shipped them to England on  
the S. S. Metagama yesterday. The  
visitor while here made a thorough in-  
vestigation of local fowl and pronoun-  
ced Mr. Armour's hens to be among  
the finest specimens of white leghorns  
that he had met with anywhere. The  
domestic birds were purchased as pul-  
lets from the provincial experimental  
farm and were exceptionally good lay-  
ers.

**Dandruff Surely  
Destroys The Hair**

Girls—if you want plenty of thick,  
beautiful, glossy, silky hair, do by all  
means get rid of dandruff, for it will  
starve your hair and ruin it if you  
don't.

It doesn't do much good to try to  
brush or wash it out. The only sure  
way to get rid of dandruff is to dis-  
solve it, then you destroy it entirely.  
To do this, get about four ounces of  
ordinary liquid arvon; apply it at  
night when retiring; use enough to  
moisten the scalp and rub it in gently  
with the finger tips.

By morning, most if not all, of your  
dandruff will be gone, and three or  
four more applications will completely  
dissolve and entirely destroy every  
single sign and trace of it.

You will find, too, that all itching  
and digging of the scalp will stop,  
and your hair will look and feel a  
hundred times better. You can get  
liquid arvon at any drug store. It is  
inexpensive and four ounces is all you  
will need, no matter how much dan-  
druff you have. This simple remedy  
never fails.

**CATARRH  
and  
DISCHARGES  
Relieved in  
24 Hours**

**SANTAL MIDY**

Each Cap-  
sule bears the  
name MIDY

Beane of Cambridge

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 Com-  
pany, through their retail stores on  
the Pacific Coast.

Think of one retail firm in a single  
city of 200,000 population, selling ap-  
proximately eighty-eight thousand bot-  
tles, an average of over two bottles  
for every family, in only four years'  
time! Such is the record of the  
Jacobs Pharmacy Company, of At-  
lanta.

Think of one retail firm giving a  
single order for an entire car load,  
twenty-three thousand and forty bot-  
tles and agreeing to pay cash for the  
goods promptly on arrival. Such an  
order has been received from the  
Lewis K. Liggett Company, of Win-  
nipeg, Canada.

Another big Canadian retail firm,  
G. Tamblin, Limited, Toronto, Can-  
ada, recently gave their order for one  
hundred gross, amounting to \$10,800.00.

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

When the magnificent new labora-  
tories at Dayton, Ohio, and Walk-  
erville, Canada, with a combined floor  
space of seventy thousand square feet  
and a combined capacity of thirty-thous-  
and 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  
hundred preparations claiming  
similar therapeutic value.

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

Its enormous and ever-increasing  
popularity is the one great outstand-  
ing 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.

Tanalac 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 superi-  
ority are abundantly supported by lead-  
ing authorities, it is the people them-  
selves 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.

Tanalac is sold in St. John by Ross  
Drug Company, F. W. Munro; John E.  
Porter, Wilson's Beach; Newton M.  
Hawker; Jones Bros.; Appach;  
Z. Saunders & Son, Havelock;  
J. N. Inch & Co., Oak Point, under the  
personal direction of a special Tanlac  
representative.—Adv.

**STON SOCIETIES  
LINE UP AGAINST  
MYERS' HISTORY**

**Insistent it Shall Not be Em-  
ployed as a Text Book in  
Public Schools.**

Fredericton, Feb. 17.—Fraternal or-  
ganizations are joining in the protest  
against the examination of Myers' his-  
tory as a text book in the schools of  
New Brunswick as a result of the re-  
cent revelations that in its latest edi-  
tion the bookman fails to make any  
mention of Canada's part in the war.  
Graham Orange Lodge, of this city,  
last night passed a resolution demand-  
ing the immediate withdrawal by the  
board of education of Myers' history  
and its banishment from the schools  
of New Brunswick.

This afternoon the provincial execu-  
tive of the Imperial Order of the  
Daughters of the Empire are meeting  
here to prepare for the provincial con-  
vention of the order in Fredericton in  
April, and at this meeting action will  
be taken on the resolution passed last  
week by Sir Howard Douglas, Chapter,  
demanding that the Dominion execu-  
tive of the order take action regarding  
the objectionable text book.

Tonight Ingleton Lodge, Sons of  
England, at their regular meeting, ar-  
ranged to take action also, according to  
statements made by officers of the lodge  
this morning. They said there would  
be a resolution demanding that Myers'  
history be no longer used under any  
consideration or in any form in the  
schools of the provinces. It is said  
they will suggest that the educational  
authorities have a Canadian writer  
compile a history of the war for use  
in the schools.

The McAdam branch of the G. W. V.  
A. have by letter endorsed all the ob-  
jections that have been taken to My-  
ers' history and have demanded im-  
mediate action by the board of educa-  
tion to ban the use of the text book  
in the schools.

The only Typewriter with the real  
SELF-CORRECTING carriage—doing its  
own line indenting. The Remington,  
A. Milne Fraser, Jas. A. Little, Mgr.,  
27 Dock street, St. John, N. B.

## HEAVY STORMS HAVE DAMAGED FRUIT TREES

**Important That Forks or  
Crochets of Trees Now Fill-  
ed With Snow be Cleaned  
Out.**

Fredericton, Feb. 16.—The recent  
heavy storms have brought the depth  
of snow in many orchards well up into  
the crotch of the trees, a heavy crust  
first forming a considerable distance  
from the ground—from 18 to 20 inches  
—and on top of which subsequent  
storms have piled in.

It is important that the forks or  
crochets of all trees now filled with  
snow should be cleaned out or the  
snow broken down by foot or club,  
otherwise branches may be broken off  
by the heavy weight or crotch damage  
may result from alternate freezing and  
thawing and consequent injury or de-  
struction of the tender growing cells  
of the bark.

In the case of young trees—from  
one to ten years—unprotected against  
winter injury—the crotch should be bro-  
ken through and the snow tramped  
down firmly around the trunk.

To prevent the possibility of serious  
damage, immediate attention to the  
orchard is urged.

## FREDERICTON COURT HEARS DISPUTE OVER LIMOUSINE

**Interesting Case, Involving  
Fine Point of Law, Being  
Heard Before Judge Crockett**

FREDERICTON COURT  
Fredericton, Feb. 17.—The case of  
the Fredericton Motor Sales Co. vs.  
Earl of Ashburham over the sale and  
purchase of a Chalmers limousine and  
tombable was taken up this morning at  
the King's Bench sittings for York  
County by Judge Crockett.

After five challenges from both the  
following trial jury was chosen; Wal-  
ter R. Hillman, Alfonso Kelly, J. E.  
McNabb, Elzer Booms, Patrick Graham,  
Duncan Reid and John McAdam. The  
amount in suit is almost \$4,000, a sum  
of \$1,000 having been paid over with  
defendant's order for the car last  
March.

Since action was entered last July  
the court, upon motion, granted an  
application for a commission to take  
evidence in Windsor, Ont., of some  
of the officials at headquarters in Can-  
ada of the manufacturing company  
which dispositions will form part of  
the testimony to go before the jury.

The usual wide divergence between  
contestants in such cases is manifest  
in the pleadings by which on one hand  
the claimant alleges a delivery as per  
order and according to what on its  
face is a copper fastened contract and  
the defendant recites a long list of  
accessories and factors upon which he  
claims that the goods were not ac-  
cording to order. Furthermore, plain-  
tiff contends that timely notice was not  
given of defendant's non acceptance of  
the vehicle.

**Not Valid Now.**  
(Buffalo Courier.)  
"Six days shall thou labor" may be  
all right as a Biblical teaching but it  
does not conform to modern propaga-  
nda.

**It Makes a Difference.**  
(Cincinnati Inquirer.)  
The man who tries to reform Others  
is an Inspired Missionary. The man  
who tries to reform You is a Hypocrit-  
ical Humbug.

## A Woman's Right is to enjoy good health. The secret of good health is chiefly to maintain nor- mal activity of the stomach, bowels, liver, skin and kidneys.

**BEECHAM'S  
PILLS**

Largest Sale of Any Medi-  
cine in the World.  
Sold everywhere in  
Canada.  
In boxes, 25c., 50c.

**Our  
Corner of the Earth**

is charming in a thousand ways,  
but it has the dampest winters of  
all Canada and the winds are cold  
and "raw". Coughs and colds are  
prevalent.

**HAWKER'S TOLU  
AND  
CHERRY BALSAM**

will protect you and your family  
from coughs and colds. Keep a  
bottle always in the house. Colds  
demand prompt treatment.

Read what Thos. McAvity, of  
St. John, N. B., has to say about  
Hawker's Tolu and Cherry Balsam:  
"I take great pleasure in stating  
that I have used Hawker's Tolu  
and Wild Cherry Balsam in my  
family for years and find it an  
excellent remedy for coughs and  
colds."

Sold by all druggists and general stores.  
The same price everywhere—25c. & 50c.  
None genuine without Company's name.  
THE CANADIAN DRUG CO., Limited,  
ST. JOHN, N. B.



**Use Baby's Own  
Soap. It's "Best  
for Baby—Best  
for you".**

**Cleansing—Healing—Fragrant**

Albert Sarge Limited, Mfgs. Montreal.

## FUNERALS

The funeral of Mrs. Ellen Murray  
took place at 2:30 o'clock yesterday  
afternoon from the residence of her  
son-in-law, Edward S. Tremblay, 240  
Millidge Avenue. The Rev. R. P. Mc-  
Kim conducted the service and burial  
was in Cedar Hill cemetery.

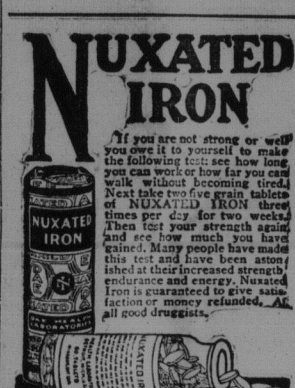
The funeral of Thomas Walsh was  
held at 2:30 o'clock yesterday after-  
noon from his late residence, Prospect  
Point. The Rev. E. A. Souley, C. S. R.,  
read the burial service and interment  
was in the Old Catholic cemetery.

The funeral of Mrs. Mary Gammivan  
took place at 8:30 o'clock yesterday  
morning from her late residence, 51  
North street, to the Cathedral, where  
Requiem High Mass was solemnized by  
the Rev. A. P. Allen with the Rev. W.  
L. Moore as deacon and the Rev. Ray-  
mond McCarthy as sub-deacon. Rev.  
W. M. Dube acted as master of cere-  
monies. The final absolution was admin-  
istered by His Lordship Bishop  
LeBlanc. Interment was in the Old  
Catholic cemetery.

The funeral of John K. Ring, Port-  
land street, was held yesterday after-  
noon. The Rev. Neil MacLachlan of-  
ficiated and interment was in Cedar  
Hill cemetery.

The funeral of Lloyd H. P. Anthony,  
Middle street, West Side, was held  
yesterday afternoon. Service was con-  
ducted by the Rev. Jacob Heaney. In-  
terment in Fernhill cemetery. Mem-  
bers of Golden Rule Lodge, No. 46, I.  
O. O. F., attended in a body.

The funeral of Mrs. Mary J. French  
was held yesterday afternoon from her  
late residence 133 Broad street. Ser-



**NUXATED  
IRON**

If you are not strong or well  
you owe it to yourself to make  
the following test: see how long  
you can work or how far you can  
walk without becoming tired.  
Next take two five grain tablets  
of NUXATED IRON three  
times per day for two weeks.  
Then test your strength again  
and see how much you have  
gained. Many people have made  
this test and have been am-  
ply rewarded. Nuxated  
Iron is guaranteed to give satis-  
faction or money refunded. All  
all good druggists.

VICES were conducted in St. John the  
Baptist church by Rev. A. W. Meslin,  
and interment was in the Catholic  
Cemetery.

## REAL ESTATE TRANSFERS

The following real estate transfers  
have been recorded recently:  
E. E. Bishop to G. W. Olund, prop-  
erty in Douglas Avenue.  
Martha E. Dykeman to Emma P.  
Hein, property in Watson street.  
N. J. Lahood to John Lease, property  
corner Hanover and Brussels street.

Charles McDonald to S. H. Hawker,  
property in Douglas Avenue.  
J. J. Stoddart to Sarah A. Wilson,  
property in Stanley street.  
J. C. Poe to Edith D'Arcy, property  
in King street, West.  
W. G. and Mary Waters to J. M. and  
Annie R. Northrup, property in St.  
monds.

## Kings County

Margaret Aske to S. H. White Co.,  
Ltd., property in Hammond and Sus-  
sex.  
Harry Morton to Daniel Robinson,  
property in Cardwell.

**Comfort Your Skin  
With Cuticura Soap  
and Fragrant Talcum**

Keeps skin soft, smooth, and cool. Sold every where.  
Cut. Depot: Sydney, N. S. W., Australia.

J. S. Sharpe to N. E. Sharpe, prop-  
erty in Studholm.

J. B. Watson to Mary L. Best, prop-  
erty in Springfield.

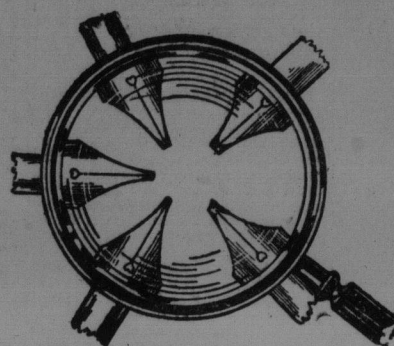


Illustration of standard points under the magnifying glass.  
These points are made in every degree of fineness to  
suit the personal preferences of everyone who writes.

## There is a Waterman Pen Point to Suit YOU!

**Why Not  
ENJOY  
Writing?**

No two writers write with exactly the same pressure  
and from exactly the same angle.

And yet we can supply a perfect point for every  
writer and every need! You make your final  
selection from 65 regular style points, and a host of  
specials, when you buy a

**Waterman's  
Ideal  
Fountain Pen**

Waterman points duplicate the action of any steel pen  
and assure the added smoothness and lasting quality  
found only in the highest grade gold pens.

The dealer has only to understand your individual need  
to produce a Waterman's Ideal Fountain Pen that really  
suits your penmanship. Don't keep a pen that doesn't  
suit. The dealer will see that you are satisfied.

**L. E. Waterman Company Limited,**  
179 St. James St., Montreal.

NEW YORK, BOSTON, CHICAGO, SAN FRANCISCO, LONDON, PARIS.

Prices  
from  
\$2.50

# Going Out of Business Sale Everything Must Be Sold Before May 1st. as Our Shop Has Been Taken NOW FOR BARGAINS!

Our big stock of General Dry Goods, consisting of Yard  
Goods, Ladies' Men's and Children's Wear.

**HOSIERY  
UNDERWEAR  
WAISTS  
SWEATERS  
DRESSES  
SKIRTS**

**NIGHTGOWNS  
HANDKERCHIEFS  
COLLARS  
BRACES  
GLOVES  
MITTS**

**SHAKER BLANKETS  
BED SPREADS  
TOWELS  
SHEETING  
TOQUES  
SCARFS**

**And All Kinds of Rubbers**

Space will not permit of detailed description, but all  
goods must go at reduced prices.

**NO RESERVE!**

**Sale Starts This Morning at 9 O'clock,  
Wednesday, February 18th**

**DON'T FORGET THE PLACE**

**N. J. LAHOOD,**

**282 Brussels Street  
Cor. Hanover and Brussels Sts.**