STOP GROWTH OF EVIL DISEASES BY REGULATION

Judge Kennedy, Speaking Be-· fore Conference, Declares Ridiculous Not to Recognize Peril.

nor diseases and leaving syphilis sub- will tour the state.

Ray Lyman Wilbur, president of pointed out by Judge Howard Ken- at noon, at the Omaha Chamber of nedy of Lincoln in his address be- Commerce. fore the Nebraska conference of charities and correction at the Hotel will speak at the University club, at

Fontenelle Tuesday morning.

The judge cited the large percentage of the insane in the hospitals of

Danger Lurks Everywhere.

"Here and there the public drinking cup has been abolished and a few is invited. Mrs. Beecher has a mesother precautions have been taken, sage for the women who are the he said, "but unfortunately the dan-ger from infection is still great in crisis, when the saving of foods and the restaurant, the hotel, the barber the substitution of foods in the shop and a lot of other places. For kitchen are such important matters. dishes are not always washed prop-erly and scalded and in the barber will speak to the county food adshops the clean and the unclean are ministrators and county committeeshaven alike.

"At the same time syphilis exposes the public to another danger little by will speak to the teachers of realized. This is the danger that one Omaha, at the High school audidenly insane when he is stationed in a responsible position. A case has come to my notice wherein a watchman guarding an important railway crossing became suddenly violently insane in the course of his day's work. Another case is on record wherein the engineer of a railway lo-comotive became violently insane at the close of his run, stepped out of the cab and shot and killed his con-ductor.

To Flect Officers wherein the engineer of a railway lo-

To Elect Officers.

ject to the strictest scrutiny and reg- day. E. E. Wise, chairman of the reulation. We govern and control ty- tailers' committee has called his comphoid fever, cholera, smallpox, mittee, and E. L. Burke, chairman of chicken pox and a host of the lesser the live stock committee, has called evils by strict regulation and quar- his group fo, a meeting on this date. antine, but this vastly greater evil is left unguarded, and the victims are left to the mercies and whims of the

Miss Harriet Vittum of Chicago was the speaker at a luncheon at the Hotel Fontenelle at noon. The election of officers will be held Tuesday at the hotel.

French "Winch" to Be On

just obtained permission from Fort Omaha to display the "winch." The "winch" is the property of Fort Omaha, being one of the French models loaned to this country by the French army for war training work over here. It is the same type that Shippers Prepare for Freight being used all along the western front in France in captive balloon

The "winch" will be placed in the truck exhibit in the lower room of the Auditorium.

Wife Says Doctor-Husband Won't Buy Clothus for Her

Mrs. Rachel T. Reed, wife of Dr. Goodrich Reed is suing for divorce in district court, alleging she worked to upport herself during the first year of their married life so that Dr. Reed could get a financial footing. She says that now he refuses to provide a home for her and will not buy her clothes.

Mrs. Reed avers her husband prevailed upon her to go to Toronto, Canada, last December to live with her father during the winter. He promised to send her \$7 a month, she alleges, but has only sent her one \$5 installment. They were married March 4, 1915, at Weaton, Ill.

Caesarian Operation Proves Successful; Baby Girl Born

A Caesarian operation was performed at Wise Memorial hospital on Mrs. Arnold Draeger of Dunbar, Neb., by Dr. B. A. McDermott of Omaha, assisted by Dr. W. D. Gibbon of Dunbar, and a baby girl was born. Mother and child are both getting along well, nurses report. Mrs. Draeger is a daughter of Mr. and Mrs. Ed Ganzel of Dunbar.

Mrs. Olga B. Pease Freed; Says Husband Was Cruel

Olga B. Pease, wife of Dr. Bert Charles Pease, who accused him of court house is such as should give blackening her eye and alleged other

Anderson is Called East

H. M. Anderson, research director of the public schools, has been called determined on his visit to the draft

Juvenile Holdup Men Rob

FOOD MEN TO OPEN CAMPAIGN FEB. 25

Place on First Day, Follow-

ed by State Wide Tour. Fourteen meetings are arranged for various places in Omaha next Monday, February 25, when the national representatives, who have been

The ridiculousness of quarantining smallpox, chicken pox and other mi-

noon.

To Talk for Women.

Mrs. Isabel G. Beecher of Birmingthe state lose insanity can be ham, Ala., will speak at the Young traced directly to syphilis and then dwelt upon the dangers that lurk noon, during the lunch hour there everywhere from this disease.

Then at 3 o'clock that afternoon she will again speak at the Young Women's Christian association, at a genmen at the Hotel Fontenelle.

At 4 o'clock both Wilbur and Col-

To Speak at Theaters.

In the evening the speakers will talk in the various theaters. No meeting will be held in the city Auditorium as has been announced previ-

ously.

The talks in the theaters will begin

wholesalers committee of the state "For these and many other reasons food administration, has called his we see that the disease should be sub- committee to meet in Omaha on that

Operator Sued for Divorce

divorce, with reasonable alimony for teresting trade talk. herself and future support and education of her children.

House Hearing Next Week

The shippers and shippers' representatives of Omaha met at the Omaha Chamber of Commerce at noon with Manager C. E. Childe of the traffic bureau of the Chamber of a grand initiation. Commerce to make arrangements for the hearing which is scheduled in Omaha before the state railway commission February 25, when the case against the closing of the freight houses at 4 o'clock will be heard. The Omaha shippers are lining up the best witnesses to offer for examination as to why it would work a hardship on local shippers to close the freight houses to outgoing freight at that early hour.

Burlington Rail Chief to

Give All His Time to Country Omaha railroad men assert that the government position, that of director of transportation to the food administration, which Conrad Spens, director of freight traffic for the Burlington has accepted, will take all his time and that he will have to turn his company railroad work over to others.

Jurors Petition County to Buy New Court House Flag

"The condition of the American flag now on the pole in front of the blackening her eye and alleged other cruelties in a divorce petition filed some time ago, has been granted a decree by Judge Day. She was awarded \$500 alimony and given custody of their adopted daughter, Gladys.

Joy and comfort to every pro-German, and likewise disgust and anger to every patriotic American," declares a petition addressed to the county commissioners, or such other body, or individuals responsible, and signed by the jurors in court No. 1 of the district court. joy and comfort to every pro-German,

KIDNAPED GIRL AND AL-LEGED ABDUCTOR



Viola Anderson, little girl whose parents believe has been kidnapped, and George Jersey, said by police to have abducted her.

STATE JEWELERS CONVENE IN OMAHA

Address by New York Man; Al Hastings . Presiding.

Some jewelers are spending too San Francisco Man Guest much time with their watch repairing departments, to the detriment of their jewelry sales, according to Joe Mazer of New York, who spoke before the delegates of the Nebraska Retail Jewelers' association at the Paxton hotel Tuesday morning. The jewelers opened their two days' convention at 10 o'clock.

are letting \$35,000 stocks run down and become ragged because they are so busy doing a \$2 watch repair job. He said they could well afford to let that job go because it is not profit-

"You sit at that desk often to do a 15-cent job, and you let customers Florence G. Waldron, wife of Herbert B. Waldron, Omaha real estate operator, has filed a divorce suit, al-offer to wait on them," he said. "You leging extreme cruelty and desertion. do not know but that customer may Mrs. Waldron declares her husband is worth more than \$100,000. She says mond. You treat your customers like

of the Omaha Jewelers' association, person look 10 to 20 years younger.' welcomed the delegates. F. A. Han-Advertisement. nis of York, vice president of the as-

sociation, responded. Tonight Frank Stockdale of Indianapolis will tell how turnovers affect profits. Thursday night the Ku-

Two Killed When Explosion

were killed, one is missing and 20 were injured by an explosion last night at the Republic Iron and Steel company's plant at East Chicago, four miles from here.

The injured were brought here and early today it was thought some of them would die.

The explosion took place in the tubular boilers and batteries in the structural iron mill and the plant was wrecked. Windows in the town of East Chicago were broken for several blocks in every direction.

Automobile Crashes Into

For Draft Examination Iron Is Greatest of All Strength Builder, Says Doctor

to LaCrosse, Wis., for physical examination for the draft. His status A Secret of the Great Endurance and Power of Athletes

Strength of Delicate, Nervous, Runin Many Cases.

down People in Ten Days' Time in Many Cases.

J. J. Gillispi of \$13

The juvenile holdup men bagged abother victim carly Tuesday morning.

J. J. Gillispi, 1926 Spencer street, was held up at Twenty-second and Spencer streets by two youths wearing masks.

They robbed him of \$13.

Wattles Discusses Near-Side Stop With Car Motorman Gurdon W. Wattles, president of the Omaha & Council Bluffs Street Railway company, rode down town in a street car on the Farnam line Tuesday morning and discussed the hear stide stop with the motorman in a street car on the Farnam line Tuesday morning and discussed the hear stide stop with the motorman.

J. J. Gillispi, 1926 Spencer street, was held up at Twenty-second and Spencer streets by two youths wear ing masks.

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They robbed him of \$13.

Wattles Discusses Near-Side Stop With Car Motorman Gurdon W. Wattles, president of the feet of the strength out to the present the feet of the strength out of their took because they haven't enough from having plenty of Iron in the blood, while the stomach they have a strength and endurance which comes from having plenty of Iron in the blood, while the following test. See how long you but they can tell what. If you are not one which is wrong, but they can tell what. If you are not her physicians, is not a secret remedy but one which is wrong to the present the province of the following test. See how long you be the yourself to make the object of the feet of the

Ordinary Nuxated Iron Will Increase the astonishingly increase their strength and endurance simply by taking iron in the proper form and this after they had in some cases been doctoring for months without obtaining any benefit. But don't take the old forms

FREIGHT EMBARGO

Thousands of Cars Will Be Sent Back to Nebraska for Service in Moving Corn.

Omaha railroad freight agents have been notified of an embargo laid over all the lines east of Omaha. This embargo prohibits the consignment of all kinds of freight, aside from foodstuffs and munitions, into the embargo zone.

It is given out that the purpose of the embargo is to enable the roads of the eastern zone to clean up the congestion within the shortest possible time and thus get freight moving along in the normal channels. While it is not known how long the embargo is to continue, it is predicted that it will not be raised until the freight yards in and around the eastern terminals are well cleared out. It is anticipated it will release thou-

and Kansas and put into service moving out the corn that is in storage. The local roads report an increase ceipts that are being rushed to the

tion and for export to the allies. the early movement of corn, railroad freight men assert that the receipts great tidal wave. at the Omaha and other markets of

not yet been reached. Of the corn that is now coming to the markets, as soon as it is put through the drying process and made ready for outbound shipments, large quantities move toward Europe, most of it going through the gulf ports.

Of Chamber of Commerce

Robert Newton Lynch, vice president of the Chamber of Commerce of San Francisco, is in Omaha today. He was the guest of the executive committee of the Omaha Chamber of Commerce at noon in the club rooms.

Mr. Mazer said too many jewelers SHE DARKENED HER **GRAY HAIR**

Well Known Lady Tells How She Darkened Her Gray Hair By a Simple Home Made Remedy.

Mrs. E. H. Boots, a well known esident of Buchanan County, Ia., who darkened her gray hair by a simple home-made remedy, made the following statement:
"Any lady or gentleman can darken

French "Winch" to Be On

Display at Motor Exhibit

A big "Delahaye winch," which was used on the west front in Europe for eight months, will be on exhibition at 100 months will be one exhibition at 1 their gray or faded hair, and make it the 13th annual Omaha auto show, which starts next week. Manager C. G. Powell announces that he has just obtained permission from Fort Omaha to display the "winch."

Iney were married December 24, at the convention. Secretary Ed Fanske of Pierce gave the report of the secretary and treasurer, Colonel John L. Shepherd of New York entertained the delegates with some intertained the delegat is not sticky or greasy and does not W. D. Franks of Omaha, president rub off. It will make a gray haired

> Simple Way To End Dandruff

There is one sure way that has never failed to remove dandruff at once, and that is to dissolve it, then you destroy it entirely. To do this, just get about four ounces of plain, common liquid arvon from any drug Wreck's Big Steel Plant store (this is all you will need), apply Hammond, Ind., Feb. 19.—Two men to moisten the scalp and rub it in it at night when retiring; use enough

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 single sign and trace of it, no matter how much dandruff you may have. You will find all itching and digging

of the scalp will stop instantly, and your hair will be fluffy, lustrous, glossy, silky and soft, and look and feel a hundred times better.-Adv.

FREE TO Big Plate Glass Window ASTHMA SUFFERERS

An automobile belonging to T. L.
Davis, vice-president of the First
National bank, crashed into the front
plate glass window of the Columbian
Optical company, 209 South Sixteenth
street, yesterday afternoon.
Arthur Hobbs, chauffeur for T. L.
Davis, left the car standing in front
of the place with the motor running.
It was not learned how the car
started.

Pavicich Convicted in

First of Liquor Cases
The first conviction by Special
Prosecutor McGuire out of the 30
liquor appeal cases now before the
district court was obtained Monday
night when Paul Pavicich, proprietor
of a "soft drink" naglor on the South

FREE ASTHMA COUPON FRONTIER ASTHMA CO., Room 1061-S Ningara and Hudsen Sts., Buffalo, N. Y. Send free trial of your method to:

When Itching Stops

There is one safe, dependable treatment that relieves itching torture and skin irritation almost instantly and that cleanses and soothes the skin.



WILL AID THE WEST DEMAND FOR TANLAC BREAKS ALL RECORDS

SPREADS OVER ENTIRE NATION

Celebrated Medicine Now Sold From Coast to Coast and Gulf : Great Lakes.

sands of freight cars that will be Never before, perhaps, in all history shunted back into Nebraska, Iowa has the demand for a propriatary med- marvelous growth and development icine ever approached the wonderful of Tanlac, which has been the senrecord that is now being made by sation of the drug trade throughout in the number of available cars for Tanlac, the celebrated medicine which the shipment of corn, but still no- has been accomplishing such remarkwhere near enough to handle the re-ceipts that are being rushed to the The old illustration of the pebble three years ago in the thriving little markets, intended for home consump- dropped into the pool best describes city of Lexington, Ky., where 20,000 on and for export to the allies.

Since the government has urged the early movement of corn, railroad swept over the entire nation like a time there have been sold through-

the central west have increased 25 to gulf to the great lakes, Tanlac is romance which has no parallel in the 50 per cent, adding that the top has known and honored. Millions have modern business world was begun. taken it and have pronounced it the greatest medicine ever given to the cess which Tanlac won in Lexington carloads representing 127,200 bottles people, and the only explanation of has been duplicated in practically is Tanlac's true worth. Back of Tan- and hamlet in North America. Hawaii, lac's triumph in the drug stores is Alaska, Cuba, Porto Rico and other Tanlac's triumph in the homes It is American possessions have clamored the people's medicine and the people themselves have made Tanlac what

> No matter where you go Tanlac is a household word and it is unquestionably the most widely-talked-of medicine in the world today. One person invariably tells another about a medicine that helps him and in this way scores or even hundreds may hear of Tanlac as a direct result of one bottle in a single home.

When asked to explain this recordbreaking demand for Tanlac, Mr. G. F. Willis, the international distributor of Tanlac, said:

"There can be but one possible explanation and it can be told in one word-merit. That tells the whole story. No preparation, no matter how extensively advertised, could possibly meet with such phenomenal success unless it possessed absolute merit and extraordinary powers as a medicine.'

WILLIS TELLS WHY SALES ARE LARGE

Al Hastings of Arcadia is presiding Compound and 14 ounce of glycerine. It's What the Neighbors Say

ternational Distributor.

"These enormous sales," says G. F. Willis, international distributor of Tanlac, "means but one thing and that is-merit. Tanlac is well advertised, it is true, but such a large and rapidly growing demand could not be brought about by advertising alone. It's what the neighbors say that counts. One bottle is sold in a neighborhood through advertising, but ten more are sold in that community after that first bottle produces results; and that's right where Tanlac scores. Péople are always willing to talk about their ailments, but they are more than willing to tell others of the medicine that helps them. It's something they couldn't keep to themselves if they tried, for the impulse to sympathize with neighbors and want to help them is one of the strongest as well as one of the biggest things in human nature.

"Tanlac is producing these results, dissolve and entirely destroy every he continued, "and that is why nothing on earth can keep it out of the homes of the people. It is not only the most talked of medicine in the world today, but, in my opinion, it is the best and most efficient. And, although prominent officials and leaders throughout the country have indorsed Tanlac, its greatest prestige is firmly based on the unqualified indorsement of the masses of the peo-

"Not a day nor a week passes that does not bring hundreds of statements from the people concerning the good this medicine is doing and reciting the circumstances of remarkable cases that would convince the most skeptical. These are alone sufficient for Tanlac, but the figures are more. The figures contained in these enormous orders speak eloquently and convincingly of the great good Mr. Cooper's medicine is doing.

MEMPHIS FIRM SELLS FIVE CARS IN A MONTH

Memphis, Tenn., Feb. 1, 1918. Mr. G. F. Willis, 1101 Fourth National Bank Bldg., Atlanta, Ga.:

Dear Sir-It would be a very hard matter for us to write a letter expressing just our feelings and experience in regard to Tanlac. We know that the day of miracles is past, and we all know that there are no unfathomable mysteries in the drug business, and yet this Tanlac proposition smacks of both. For one firm to be able to sell at the rate of one carload every two weeks and for this record to keep up until now we have sold more than 279,900 bottles is just the least you can say, phenomenal and bewildering. April was our twelfth month, and we sold five carloads during that month alone.

Tanlac is giving entire satisfaction to our trade and is a constant and regular repeater from the same sources, and our customers write us that their demands are persistent in the way of repeat orders as well as from new users. The uniform courtesy and consider-

ation-the splendid business policy displayed by Mr. Willis with us as his wholesale distributors, and through us our agents, has been everything that we could ask, and we wish you continued success and hope that you will realize on your wishes to in every way stapleize and permanently perfect the popularity and continued sale of Tanlac.

Yours very truly, THE HESSIG-ELLIS DRUG CO. (Signed) R. R. ELLIS. President.

Approximately Nine Million Bottles Sold and Distributed in Three Years.

SUCCESS UNPRECEDENTED

Fifteen Trainloads Are Sold Through-Atlanta Office in Past Two Years.

More like a tale from the Arabian Nights of old than a record of a modern business reads the story of the America.

The first bottle of Tanlac to reach out the United States and Canada ap-From coast to coast and from the proximately 9,000,000 bottles, and a The instant and phenomenal suc-

Tanlac's triumph in the medical world every large city, small town, village for Tanlac.

Atlanta Office Sold 15 Trainloads. The fact that two hundred and twenty-three carloads, approximately rapidly growing demand for Tanlac fifteen train loads, of Tanlac have throughout the United States and Canbeen sold through the Atlanta office alone in the past two years, seems west and Pacific coast did not hesialmost incredible, but these are actual figures and such is the record estab- cies and to assure us of their hearty lished by this wonderful medicine.

drug firms of the country have voluntarily come forward and stated in plain, cold figures the record breaking sales everywhere, and the following letters from well-known wholesale and retail drug firms give ample evidence of the true worth and widespread popularity of Tanlac.

LARGEST IN HISTORY

Nashville, Tenn., Feb. 1, 1918. G. F. Willis, 1101 Fourth National Bank Bldg.,

Atlanta, Ga.: Dear Sir-It gives us pleasure to state that the wholesale distributing That Really Counts, Says In- agency of Tanlac for this territory, secured from you, has proved very in Omaha as in other sections of the satisfactory to us. Our books show that during the

> setting a record as the largest sale this line might be expected tomorby us in a given time of any pro-prietary remedy in the history of our business. These sales have been made with no effort on our part and without com-

> plaint on the part of our patrons and Phenomenal Sales Record Made sub-agencies. With best wishes for your continued success, we remain yours very truly. SPURLOCK-NEAL COMPANY, C. S. MARTIN.

Vice Pres, and Gen. Mgr.

BIRMINGHAM DEALER SMASHING ALL RECORDS

(Signed)

Birmingham, Ala., Feb. 1, 1918. Mr. G. F. Willis, Fourth National Bank Bldg. Atlanta, Ga.: Dear Sir-Replying to your letter beg to advise that our sales on Tanlac have been satisfactory in every population. way, and our relations from a business

We have handled since the first of have sounded something like a fairy last December an average of about tale but for the fact that we had one carload a month, Since taking the some advance information about what distributing agency, August 18, 1915, you had done in other territory, and we have sold 141,900 bottles, and have we otherwise would have been exyet to receive our first complaint from

a dissatisfied customer. Tanlac continues to hold front rank in Alabama and from present indications, it will continue to do so for years to come.

Yours very truly, DOSTER-NORTHINGTON DRUG CO., J. T. DOSTER, President. HUGE ORDERS FOR

What is probably the largest single

order ever given for a proprietary medicine was one for thirty-five (35) carloads of Tanlac received a few days ago for immediate delivery by the Cooper Medicince company from G. F. Willis, international distributor with headquarters in Atlanta, Ga. Ask the manager of the Cooper Medicine company at Dayton, Ohio,

and he will tell you that there are 1,060 dozen of Tanlac to the carload, or 12,720 bottles. This means, therefore, that 335,200 bottles will be shipped to the west within the next few weeks to supply the tremendous demand. This is an addition to numerous single carload orders received ing in the statements as made by you. from the same source during the last thirty days.

TANLAC TO BE SOLD OVER ENTIRE STATE In only a few weeks' time Tan-

lac will be placed on sale in practically every large city, town, village and hamlet in the state of Nebraska. A number of agencies aready

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 .-Advertisement.

TEN CARLOADS ORDERED BY BIG **WESTERN FIRMS**

Largest Order Ever Given for a Proprietary Medicine by Western Drug Firms.

Ten car loads of Tanlac are moving from the laboratories at Dayton, Ohio, towards the Pacific coast, in response to orders given by the leading drug firms of Salt Lake City, Ogden, Spokane, Seattle, Calgary, Vancouver, Portland, San Francisco and Los An-

These tremendous orders, the largest ever placed in the west, and on the Pacific coast for a proprietary medicine, are to supply the phenomenal demand for Tanlac in the west, Canadian northwest and coast cities. The immensity of such orders can only be realized when it is understood that each car of Tanlac contains 1.060 dozen, or 12,700 bottles, the entire ten of this celebrated medicine.

In speaking of the above orders and of the phenomenal growth and development of the Tanlac industry, Mr. G. F. Willis, the international distrib-

utor said: "Having heard through absolutely reliable sources of the remarkable and ada, the leading drug firms of the tate for a moment to accept the agenco-operation in making Tanlac just As a matter of fact, the greatest as successful in the far west as it is in the south, east and middle west. "It is nothing unusual," continued Mr. Willis, "for dealers to order a carload of Tanlac and have orders for every bottle of it before the car ar-

rives. In fact, many of the Tanlac

jobbers and distributors invariably or-

der the second and third cars before

the car en route has time to reach

When asked for further information egarding his plans, Mr. Willis said:
"I have long regarded Omaha as one of the best distributing points in the west and arrangements are now being made to establish a branch office and distributing depot. I shall remain here long enough to superintend the introduction of Tanlac, and from what I can see and hear of your enterprising hustling city, I do not be-lieve it will be a great while before Tanlac will be selling equally as well

country." Mr. Willis declined to state positiveyear we have bought and disposed of ly that an exclusive Omaha agency over 15 cars, 180,000 bottles of Tanlac had been awarded, but intimated that in this immediate territory, thereby an interesting announcement along

> **BIG DENVER JOBBER SELLS 75.648 BOTTLES**

in Eight Months by W. A. Hover & Company.

Denver, Colorado, February 1, 1912 Mr. G. F. Willis, Fourth National Bank Bldg., Atlanta, Ga.: Dear Sir-I find upon reference to

territory last April we have sold to the agents appointed by you, 75,648 bottles of Tanlac, and this in a section long on territory and short on I must confess that your story of standpoint have been absolutely per- success with Tanlac in other fields when you first came to us would

our records that since we became

your distributors for Tanlac in this

ceedingly skeptical. You have made good all that you promised to do in this territory, and then some. At all times you have been reasonable and fair in your methods and can certainly be depended upon to carry out any verbal or written contract that may be made

with you. Yours very sincerely, W. A. HOVER & COMPANY.

Per W. A. Hover. TANLAC ARE GIVEN SELL 101,600 BOTTLES IN SIX MONTHS' TIME

> Fort Worth, Texas. February 1, 1918. Mr. G. F. Willis, International Dis tributor of Tanlac, Fourth National Bank Bldg., Atlanta, Ga.: My Dear Mr. Willis-Replying to your inquiry, we are glad to make

statement of our exact experience

with Tanlac. When you called on us the latter part of 1916 we could not comprehend the extent of business Tanlac was having, as reported to us from other states. We had, however, heard something of Tanlac in the southern states near us, and, believwe agreed to co-operate and act as your agent for our immediate territory, which covers one-quarter of the state of Texas, though a very sparsely settled portion. When you spoke of our buying Tanlac in carload lots.

I confess we were a little bit skepti-Although your campaign did not begin until February, 1917, from that time until this good day, Tanlac has been the greatest patent medicine seller we have ever handled or had anything to do with. In six months' time we bought and distributed

EIGHT carloads. We sell these goods net, cash, fifteen days, and so far we have not lost a single dollar on a Tanlac account. The dealer who secures the agency for Tanlac is very fortunate,

indeed Very respectfully, MAXWELL-CLARK DRUG CO.