UNIVERSITY WILL PREPARE OFFICERS

Reserve Training Camp As-With Colonel Leader in Charge.

OREGON IS "CARRYING ON"

British Army Officer Enthusiastic Over Work of Home Guard and Prospect for Future-Great

Review to Be Held. *

A reserve officers' training camp will be established at the University of Oregon, after all, and Captain Jacob Kanzier will be the American Army officer in charge, with Colonel John Leader of the British army.

Colonel Leader, as head of the military department of the university, yesterday received official word to this effect from the War Department at Washington.

To comply with the regulations of the Chamberlain bill, an officer of the United States Army will be placed in charge to work under Colonel Leader's direction as instructor. After deliberation and consultation with prominent men who have the best interests of the work at heart, Colonel Leader nominated Captain Jacob Kanzler for the position.

Announcement of those moves and of plans to make the training camp efficient in every way was made yes terday by Colonel Leader.

Announcement Is Timely.

The announcement came just in time to retain at he university a number of the students who had been taking military training, including trench dig ging, in the expectation of getting the benefit of it at prospective officers. When it was announced several weeks When it was announced several weeks ago that the training camp plans were off for the present, some of the students immediately planned to enlist. Several of the students have already enlisted and the naval reserves drew others. It is thought that many of these students will now remain for Intensive training at the university.

The telegram from Washington telling the good news was received early ing the good news was received early yesterday morning at Eugene and Colonel Leader was called up immedi-

ately at the Arlington Club, where he was staying overnight.
"The Chamberlain bill passed this evening. Please telegraph nomination of United States officer to be appoint-ed. If officer is approved by us the university will be made officers' train-Words to that effect woke Colonel completely and he "got

Captain Kanzler Roused. Within a short time he had, as he stopped—forever. For this is the end put it, "hiked Captain Kanzier out of bed." The Captain, being anxious to no more pioneers. bed." The Captain, being anxious to get to the front and do some fighting, at first hesitated, the Colonel said, in

West is Gone Forever.

"There is no more West, because arraining and maybe a good lot of fighting right here in Oregon, and so he gave way," said Colonel Leader. "Then I rang up Camp Lewis and argued with them and made more arrangements and did ever so much more telephoning and telegraphing and now my message has gone to Washington and I fully expect Capiain Kanzler will soon be at Eugene working with me, training the officers and supervising the 28 companies of Home Guards of Lane County."

Lane County soon will be a veritable because the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be. A preliminary band contended to be the success which they richly deserved to be.

has the will and will find the way.

"We'll all pull together for Oregon" is ument which stands to thee: a gratehis motto. And as for pulling together ful nation thine immortality."

The structure war accepted in behalf of the pioneers by Frederick V. Holoman, president of the Oregon Historical Society, and himself a native-born pioneer.

"Captain Maginnis, at Oregon Agricultural College are creating a spirit of harmony and co-operation that will get for this state whatever she goes after.

"Captain Maginnis, at Oregon Agricultural College is a splendid fellow."

"The structure war accepted in behalf of the pioneers by Frederick V. Holoman, president of the Oregon Historical Society, and himself a native-born pioneer.

"Oregon can never pay in full the debt it owes the true Oregon pioneers," debt it owes the true Oregon pioneers, he told them. "The statute of limitation thine immortality."

The structure war accepted in behalf of the parade.

It was estimated by police, Deputy Sheriffs and Multinomah Guards that more than 1500 machines stopped in the vicinity of the Vista House during the afternoon. But the splendid manner in which stands to thee: a gratetheir engines and followed the care in their engines and followed the care of the parade.

It was estimated by police, Deputy Sheriffs and Multinomah Guards that more than 1500 machines stopped in the vicinity of the Vista House during the afternoon. But the splendid manner in which these officials co-operated in policing the highway prevented any accidents of consequence despite the heavy travel and congested condition of the pioneers, as a splendid fellow."

such institutions with training camps fitting men for service." Colonel Leader and Captain Kanzier

will have the help of regular non-com-missioned officers. There is a big work to do and the Colonel will see that it is done right and in a spirit that will keep Oregon first in this as well as in other forms of patriotic service.

Oregon Is "Carrying On."

Ing work of the Home Guard in Lane County. Supervising these guards will be part of Captain Kanzler's duty. Forming them has been Colonel Lead-pellation.

me Saturday soon, and in compliance building a possibility will be remembered as a gathering. The four guard the days that are to come," he said. with this suggestion, Colonel Leader plans a gathering. The four guard units from Wendel, Mabel and Springfield will be there, and the eight from Eugene. Companies will attend from Thurston, Pleasant Hill, Trent, Dexter, Coburg, Junction City, Lorraine, Fisher. Multnomah County repudiate it, A. A. Boutin, Creswell and Sweet Home. Mock and Philo Holbrook, County Com-There will be a great parade and re-missioners, were also introduced by

Colonel Is Enthusiastic.

AMERICAN AND BRITISH ARMY OFFICERS WHO WILL BE IN CHARGE OF UNIVERSITY OF OREGON RESERVE OFFICERS' TRAINING CAMP.



CAPTAIN JACOB KANZLER, UNITED STATES ARMY, AND COLONEL JOHN LEADER, OF THE BRITISH ARMY.

Vista House at Crown Point Dedicated With Ceremonies.

EARLY DAYS ARE RECALLED

Stately Monument Accepted in Behalf of Pioneers by Frederick V. Holman, President of Oregon Historical Society.

(Continued From First Page.) mark the progress of civilization, the pioneers of the Missouri Valley and of New England packed up their prairie schooners, hitched them to the deliber-ate oxen and drove into the sunset. They streamed across the prairies, sur-mounted one lofty wall after another, and finally descended into yonder val-ley that we love. And there they stopped—forever. For this is the end

West Is Gone Forever.

bechive of military activity. First, descendants and your successors? Ore-

bechive of military activity. First, there will be the training camp. Not only close order drill and military tactics, but bayonet drill, when they can get the rifles, and all other forms of military training, will be taught. Scouting, military science, every feature of the regulation training camp will regiven due attention.

All Will Pull Tegether.

There are at present only about 460 rifles available, but Colonel Leader hopes to get the necessary equipment for all departments of the work. He has the will and will find the way. "We'll all pull together for Oregon" is his motto. And as for pulling together the makes claim to some missionary work to that ince for he says the office and to the planet motton. The structure war accepted in behalf the parade.

Clouded skies and a genuine Spring rain, such as Oregon only knows, greeted the people of Portiand shortly before noon yesterday as they gathered at the South Park blocks to take part in the automobile parade to Crown eagle's aerie to the memory of the pioneer dead I say that we need no monument to prove that we need no monument to prove that you are known and loved here still, though you come back no more; and to the pioneer living I say that greater than this monument is the monument of the correction behind the threatening clouds, and form behind the threatening clouds, and proved the provents of other automobiles at the South Park blocks to take part in the automobile parade to Crown were dubious as to the weather prospects, and by the time the parade was formed more than 200 machines were in the line of march.

A few minutes later the sun came from behind the threatening clouds, and by the time the provents of other automobiles parade to Crown were dubious as to the weather prospects, and by the time the parade was formed more than 200 machines were in the line of march.

A few minutes later the sun came formed more than 200 machines were in the line of other properties.

The structure was accepted in behalf

ing partial payments—as the dedica-tion of this beautiful temple in their honor and to their memory. "The true pioneers of Oregon laid

strong and deep the foundations of Oregon," he said. "They transformed that fertile wilderness—the Willamctte Vailey—into farms and fields and homes. They built school houses and churches. They were like the hosts

"I always expect Oregon to be first,"
Colonel Leader remarked, adding, "but sometimes I think it is a miracle. Here we are, thousands of miles from the seat of war, and yet this state is carrying on superbly, leading, inspiring all the other states. I want to see the whole of Oregon in the Home Guard."
Then the Colonel sunched into an enthusiastic description of the inspirmant of the Home Guard in Lane

Governor Withycombe told Colonel for the present, when I know that the work of the public-apprized men and a great review of the guards in Eugene work of the public-apprized men and women of Portland who made this

Simon Benson, who agreed to pay the total cost of the building should one of the pioneer Big Bend families Multnomah County repudiate it, A. A. This is the third fatal automobile accident on the east side of the Columnative County Com-Tribute Paid to Flag. Mayor Baker, who referred to them as the two officials who stood staunch-The fidelity and patriotism of the men of the small towns and logging sumps, the devotion of the men from such places as kabel and others of like ize is a matter of gratification to the man who has gathered and drilled them into companies.

As the two officials who stood staunchily at all times for the rearing of that monument to Oregon's ploneers. H. L. Pittock, president of the Vista House to the organization which conceived the plan of building the Vista House to the memory of the pioneers was introduced as "that famed old pioneer and friend and citizen."

man who has gathered and drilled thom into companies.

The rapidity with which they take to military drill, he says, is proof of the spirit of their grandparents, who hewed a path over mountains and through forests and settled this great Western state.

Colonel Leader never saw men take to training as do the Oregon men, he affirms. In one day's work he notices marked improvement. He says they are fine fighting stuff.

That there will some day be need for the Home Guard to protect Oregon homes is Colonel Leader's belief. And so while working for efficiency and fitness in the training camp at Eugene he still will hammer away at the message, Following, them was soon to be hoisted. On the France was introduced as "that famed old pioneer and friend and citizen."

One of the inspiring features of the disciplination of the Northern California Power Company isst night notified the Redding war gardens committee that a request for special rates for water for irrigation of war gardens had been granted. The company said it had cut the flag staff, a few feet away. Following the Rosarians, who marched in their uniforms of white and with straw hats, 11 little girls sprinkled a path of rose petals as H. L. Pittock, Mrs. Gertrude Hall Denney, Mrs. Elizabeth Sager Helm and Mrs. Nancy Jacobs, and the training camp at Eugene he still will hammer away at the message, Following them was a group of Civil War veterans, bearing the flag which was soon to be hoisted. On the

steps of the Vista House a squad of soldiers of the 443d Squadron, Signal orps, stood at attention.

of the Columbia.

The flag is the one which was unfurled three years ago at the formal dedication of the Columbia Highway.

On that occasion it was flung to the breeze when President Wilson, at the White House, touched an electric button.

The three pioneer women who marched with Mr. Pittock about the flag staff are all survivors of the Whitman massacre of November 29 and 20, 1847.

War Veterans Participate.

The girls who strew a path of rone petals were Roberta and Fredericka Ledbetter, Rhoda and Georgiana Gantenbein, Florence May Miles, Serena Morrison, Mary Marie Ambree, Margaret Krohn, Mahala Ettinger, Hazel

Clouded skies and a genuine Spring

evening.
Both Sheriff Hurlburt and Chief of

AUTO ACCIDENT IS FATAL

Mrs. William Dahlke, of Waterville, Killed on Pleasure Drive.

WENATCHEE, Wash., May 5 .- (Speofal.)-Mrs. William Dahlke, of Waterville, was almost instantly killed this afternoon when the automobile driven by Richard Ludeman went over the grade between here and Waterville. Ludeman, accompanied by his wife. Mrs. Fred Dahlke and three children and Mrs. William Dahlke, were on a pleasure ride down the river and in attempting to turn around on the grade the car went over, killing Mrs. Dablke. pinning Mrs. Ludeman under the car, inflicting serious injuries, and break ing the leg of one of the little girls. Passing cars brought the injured ones to the hospital, Mrs. Dahlke was aged about 68 years and belonged to

WATER RATES CUT IN TWO

California Company Encourages Planting of War Gardens.

OLD DAYS RECALLED

First Regiment Band Survivors Hold Reunion.

ORGANIZATION ONCE NOTED

Iwelve Remaining Members of Pioneer Musical Contingent Gather to Revive Pleasant Memories and Renew Old Associations.

Memories of the days when no pub-ic function in Portland or the North-rest was complete without music by west was complete without music by
the First Regiment Marine Band were
revived Saturday night at the annual
reunion dinner of the organization.
Twelve members of the one-time crack
military band of the Coast met at
House's restaurant to discuss old times
and recall old associations.
The pioneer First Regiment Marine
Band was the outgrowth of the regi-

Band was the outgrowth of the regimental drum corps, which was formed in 1884. It was first called Dodsworth's band, Later it combined with the marine band, and still later it was identified with the First Regiment, Oregon National Guard. Ralph W. Hoyt, who is president of the organiza-tion, was leader of the combined marine and Dodsworth's band for many years, during which it attained fame as the best band on the Pacific Coast.

Visit to Tacoma Recalled. From the young cities of Tacoma and Scattle calls were often sent for the services of the First Regiment Marine Band. One of the proudest memories of the members is the visit to Tacoma to play at the opening of the As the Royal Rosarian band burst forth with "Star-Spangled Banner."
Mrs. Denney, with vigorous sweeps of her arms, hoisted the flag to the breeze, and the echoes of the volumes of applause rumbled down the gorge of the Columbia.

To Tacoma to play at the opening of the Northern Pacific Railroad. All the officials of the road were present, as well as notables from all over the West. Although the arrival of the first train created some interest, it is said that the Portland band was the real sensation of the day. At another sensation of the day. At another time the band journeyed to Tacoma with Company G, of the First Regiment, which was bent on wresting the title of marksmanship champions from

the "Seattle Rifles." The Portland band didn't spend all its time running up to the Sound, however. It was too much in demand at home. After Liberati and his band had played a week's engagement at the Portland exposition, the marine band calmly accepted the offer of a second week's performance, and showed the foreign bandmarker and bis bunch of foreign bands horn-tooters foreign bandmaster and his bunch of horn-tooters what the Westerners could do in the brass band line. So great was the fame of Portland's musicians that when Patrick Gilmore brought his noted band to the coast, his first act on arriving in Portland was to send the marine band an invi-tation to attend his concert in a body. garet Krohn, Mahala Ettinger, Hazel
Allyn and Harriet Hofmann.

The Civil War veterans who carried
the flag and fastened it to the halvards
were J. M. Keity, J. W. Marquis, R. H.
Osborn and R. B. Wilmot.

The squad of Vancouver soldiers were
under the command of Lieutenant
Richard Ageton. They were Sergeants
Ray Steadman, John Slough, Oscar Orr
and William Cunningham; Corporals
Clarence Olmstead and Charles S. Watson, and Privates Howard Hell, Anton
M. Hilman and William Kudin.

The Royal Rosarians gave every assistance to the Vista House Association
that the dedication ceremonies might
in the past year. The meeting adopted
resolutions of sorrow for the deaths

Coomer, F. A. Selberling, Elmer Ship-ley, C. H. Fox, George W. Hoyt, W. B. Streeter, William Weber, E. C. Test, W. J. McGinnis and R. W. Benjamin.

WARRIOR TELLS OF WAR

COLONEL LEADER TALKS AT CEN-TENARY METHODIST CHURCH.

Twenty-five Million British and Americans Must Be Trained to Hate War and Able to Crush It. He Says.

Simply, beautifully, with the easy grace of a man among friends, Colonel John Leader, of the Royal Irish Rifles, told something of his experiences in the war to a large audience in the Cen-tenary Methodist Church last night. Portlanders have heard speakers who have been in the trenches a week and returned stunned with the bewildering awfulness of it all and others who have evening.

Both Sheriff Huriburt and Chief of Police Johnson were present in person to supervise the work of their men, and it was because of their close co-operation that there was no confusion, no real congestion and no accident to mar the day.

awfulness of it all and others wo have affiliated in vicariously sharing the ghastly horrors of the war but never have they had the real thing brought hour to them so vividly as by this quiet warrior, who draws with deft, sure touches a living picture of the great conflict.

"I've been living within the sound of "I've been living within the sound of the love that I subscribe to Sher."

guns so long that I subscribe to Sher-man's view of war," said Colonel Leader. "I am as strong a pacifist as there is in this country. Every think-ing soldier is a pacifist. I've seen crim-son fields littered with carrion which had been my own friends, and it's made thate war and long for the time when twill be no more.
"There's only one way to make sure

that we'll never have another war, and that is by having five and twenty mil-lion American and British subjects trained to hate militarism but able to crush it if it should appear. We must have military training in our schools

and uphold the honor of our women and the sanctity of our homes when we are called upon to do so."

Rupture Kills 7,000 Annually

Seven thousand persons each year are laid away—the burial certificate being marked "Rupture." Why? Because the unfortunate ones had neglected themselves or had been merely taking care of the sign (swelling) of the affliction and paying no attention to the name. What are you doing? Are you neglecting yourself by wearing a truss, appliance of whatever name you choose to call it? At best, the truss is only a makeshift—a false prop against a collapsing wall—and cannot be espected to act as more than a mere mechanical support. The binding pressure retards blood circulation, thus robbing the weakened muscles of that which they need most—nourishment.

meakened muscles of that which they need most—nourishment.

But science has found a way, and every trues sufferer in the land is invited to make a FREE test right in the privacy of their own home. The PLAPAO method is unquestionably the most scientific, logical and successful as ever known.

The PLAPAO PAD when adhering closely to the body cannot possibly slip or shift out of place, therefore, cannot chafe or pinch soft as velvet—casy to apply—inexpensive. To be used whilst you work and whilst you leep. No straps, buckles or springs atlached.

DEMAND FOR TANLAC BREAKS ALL RECORDS

FAME OF TANLAC SPREADS OVER ENTIRE NATION Fifteen Trainloads Sold

Celebrated Medicine Now Sold From Coast to Coast and From Gulf to

Sold From Coast to Coast and From Gulf to Great Lakes.

Never before, perhaps, in all history has the demand for a proprietary medicine ever approached the wonderful record that is now being made by Tanlac, the celebrated medicine which has been accomplishing such remarkable results in all parts of the country.

The old illustration of the pebble dropped into the pool best describes the marvelous growth of the ever increasing demand and its fame has swept over the entire nation like a great tidal wave.

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 people, and the only explanation of Tanlac's triumph in the medicine ever given to the people, and the only explanation of Tanlac's triumph in the medicine with the modern business world was benefit as household word and it is unquestionably the most widely talked and the people themselves have made Tanlac what it is.

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 a not her about a medicine hat 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.

But with all its magnificent success it remained for the Southern States to make the most phenomenal record yet achieved in this country, and the South alone now requires considerably over a million bottics right in the city of Atlanta, has sold the astonishing total of 73,000 bottles right in the city of Atlanta, has sold the astonishing total of 73,000 bottles right in the city of Atlanta, has sold the astonishing total of 73,000 bottles right in the city of Atlanta, has sold the astonishing total of 73,000 bottles right in the city of Atlanta, has sold the astonishing total of 73,000 bottles right in the city of Atlanta, has sold the astonishing total of 73,000 bottles right in the city of Atlanta, has sold the astonishing total of 73,000 bottles right in

considerably over a million bottles per year.

When asked to explain this record-breaking demand for Taniac, Mr. E. C. Harris, the Taniac representative, 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 posessed absolute merit and extraordinary powers as a medicine."

The second of office of the second shows a special representative.

These enormous sales, said Mr. Says Special Representative, mean but one thing, and that sight was led by you. The second shows that during the second shows the second shows that during the second shows the second shows that during the second shows the se

of the biggest things in human nature.

"Tanlac is producing these results," 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 about 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 people.

"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 recting 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 Tanlac is doing."

MEMPHIS FIRM SELLS FIVE CARS IN A MONTH

Tanlac Sales "Phenomenal and Be wildering," Says Memphis Dealer.

Memphis, Tenn., March 29, 1918. r. G. F. Willis, International Distributor, 1101 Fourth National Bank Bldg.

tributor,
1101 Fourth National Bank Bidg.,
Atlanta, Gs.

Dear Sir—It would be a very hard
matter for us to write a letter expressing just our feeling 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 278,900 bottles,
is just the least you can say, phenomenal and bewildering. April, 1917,
was our twelfth month, and we sold
five carloads during that month
alone.

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 consideration—the splendid business policy displayed by Mr. Willis with us as his wholes ale 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 Only Three Years' Time.

SUCCESS ACHIEVED IS UNPRECEDENTED

Through the Atlanta Office Alone in Past Largest Orders Ever Two Years.

Given for a Proprietary

Medicine by Western

Ten carloads of Tanlac are moving from the laboratories at Dayton, Ohio, toward the Pacific Coast, in response to orders given by leading drug firms of Portland, San Francisco, Los Angeles, Seattle, Butts, Boise, Salt Lake City, Ogden, Spokane, Calgary and Vancouver.

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 onto the contains 1060 dozen, or 12,700 bottles, the entire ten carloads representing 127,200 bottles of this celebrated medicine.

In speaking of the above orders

In speaking of the above orders and of the phenomenal growth and development of the Tanlac industry, Mr. E. C. Harris, the Tanlac repre-

sentative, said:

"Having heard through absolutely reliable sources of the remarkable and rapidly growing demand for Tanlas throughout the United States and Canada, the leading drug firms of the West and Pacific Coast did not hesitate for a moment to accept the agencies and to assure us of their hearty co-operation in making Tanlac just as successful in the far West as in the South, East and Middle West.

"It is nothing unusual," continued.

"It is nothing unusual," continued Mr. Harris, "for dealers to order a carload of Tanlac and have orders for every bottle of it before the car arrives. In fact, many of the Tanlac jobbers and distributors invariably

fore the car on route has time to reach them."

When asked for further informa-tion regarding his plans, Mr. Harris said:

"Both Mr. Willis and myself have long regarded Portland as one of the best distributing points on the Pacific Coast 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 believe it will be a great while before Tanlac will be selling equally as well in Portland as in other sections of the country."

Mr. Harris declined to state posi-

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.

I consider that no dealer will make a mistake in taking on the distribu-tion of Tanlac in your territory, Yours very sincerely,

Per W. A. Hover,

W. A. HOVER & COMPANY.

IN SIX MONTHS' TIME

Fort Worth, Texas,

March 30, 1918. Mr. G. F. Willis, International Dis-

al Bank Bldg., Atlanta, Ga.:

with Tanlac.

bit skeptical.

tributor of Tanlac, Fourth Nation-

My Dear Mr. Willis-Replying to our inquiry, we are glad to make

statement of our exact experience

When you called on us the latter part of 1916 we could not compre-hend 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, believing in the statements as made by you, we

agreed to co-operate and act as your

which covers one - quarter of the of Texas, though a very

spoke of our buying Tanlac in car-load lots I confess we were a little

sparsely settled portion.

sentative, said:

Drug Firms.

sales have been correspondingly large.

As a matter of fact, the greatest 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.

We have handled since the first of last December an average of about one carload a month. Since taking the distributing agency, August 18, 1915, we have sold 141,900 bottles, and have yet to receive our first complaint from a dissatisfied custo-

Dear Sir — I find upon reference to our records that since we became your distributors for Tanlac in this territory we have sold to the agents appointed by you. 75.548 bottles of Tanlac, and this in a section long on territory and short on population.

I must confess that your story of success with Tanlac in other fields when you first came to us would have sounded something like a fairy tale but for the fact that we had some advance information about what you had done in other territory, and we otherwise would have been exceedingly skeptical.

You have made good all that you mer.
Taniac continues to hold front rank in Alabama and from present indications it will continue to do so DOSTER-NORTHINGTON DRUG CO., J. T. DOSTER, President. for years to come.

HUGE ORDERS FOR TANLAC ARE GIVEN SELLS 101,600 BOTTLES

Big Plant at Dayton, O., Doubles Capacity: Daily Output of. 30,000 Bottles.

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 Tanlac Company from G. F. Wills, international distributor, with headquarters in Atlanta, Ga.

Ask the manager of the Tanlac Company at Dayton, Ohio, and he will tell you that there are 1060 dozen of Tanlac to the carload, or 12,729 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 in addition to numerous single carload orders received from the same source during the last thirty days.

Although the big Tanlac laborafrom the same source during the last thirty days.

Although the big Tanlac laboratories at Dayton are now capable of turning out 15,000 bottles daily, the rapidly increasing demand has made it accessary to double their capacity and in a few weeks' time they will have a daily output of 30,000 bottles, which is probably the largest in this country.

TANLAC TO BE SOLD OVER ENTIRE STATE

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

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

With this end in view, I take this means of notifying druggists and dealers who are interested to write or telegraph G. F. Willis, Fourth National Bank Bidg., Atlanta, Ga.

agency for Tanlac is very fortunate,

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 acount. The dealer who secures the

indeed. Very respectfully, MAXWELL-CLARK DRUG CO., Per O. T. Maxwell, President and

General Mgr.