

A Three-Quarter Million Increase in Sales

1918 Over 1917

A Record of the South's Fastest Growing Drug Jobbing and Manufacturing Houses This Increase Alone Represents a Big Business

Outgrowing our present home, we secured five additional floors, containing fifteen thousand square feet of floor space, just across the street, all of which has been filled to capacity. Negotiations are under way for the additional space that is necessary to handle the vast stocks of merchandise of this expanding business. This gives an idea of the rapid growth and facilities of this house to handle business in a big way. Throughout the eighteen years of the life of the Hessig-Ellis Drug Company we have pursued strong progressive business methods, and have become known throughout the country as leaders. Manufacturers recognize this fact, and are eager to place their goods with us for distribution. We get the first pick of things worth while for our trade. The service of the Hessig-Ellis Drug Company does not alone consist of selling goods and collecting money. Wherever you find a Hessig-Ellis customer, you find a better merchant, a happier family and a better citizen. As manufacturers, our preparations are sold throughout the United States, and are rapidly finding their way to foreign countries. We call your attention to these lines in another portion of this page. The year 1919 promises to be filled with many good things, and whatever good things we can secure will always be shared by our customers, to whom we here again publicly make grateful acknowledgment for all past courtesies. If you are not already a Hessig-Ellis customer you are missing things that rightly are due you, and with no added cost. We want to serve you during 1919 with the true Hessig-Ellis service—a service unexcelled in any line of business. Start the year right—begin by sending your first order here. We know you will then keep it up.

Q-Ban Toilet and Hair Preparations

Big National Sellers

From a local field in 1914 to a national market in 1918 reads the history of "Q-ban."

Millions of American people are heeding our message and as a proof of the qualities of these superior hair preparations they are being sought and sold everywhere toilet articles are displayed in America, and are rapidly finding their way to foreign countries. We are at present establishing a foreign department to look after the demands we are having in other countries.

Our national appropriation for expenditures in furthering the sale of Q-ban represents an average fortune yearly. Sales are increasing most satisfactorily, and during the present year, 1919, we will add a separate sales organization, under the direction of an expert in national marketing, and will cover the United States in the interest of the five Q-bans. Every drug jobber in America stocks the five Q-bans. All leading retail dealers buy in quantities. No one is denied a source of supply.

Realizing the tremendous value of national advertising we want our customers to profit by co-operating with us fully. Stock each of the five Q-bans and pass along our guarantee of quality and satisfaction to your customers. Display the Q-bans so your customers will know you have them, and sales will be very surprising. Write in for beautiful window display and counter card, done in fourteen colors.

To our friends throughout the land we extend our appreciation of their patronage and our good wishes for the New Year.



THE HOUSE THAT SERVICE BUILT

Hessig-Ellis Drug Co.

Absorbs

Muco-Solvent Co.

The Muco-Solvent Company, of Chicago, Ill., manufacturers of Muco-Solvent for the past thirty years, has become the property of Hessig-Ellis Drug Company and has been moved to Memphis, where it will hereafter be known as the Muco-Solvent Company, of Memphis, Tenn.

We were distributors of Muco-Solvent for ten years, our contract having expired two years ago. Unable to renew this contract, we determined to secure the entire plant by purchase. The purchase was consummated a few weeks ago, and the plant is now in Memphis, and will be ready for business by January 15th.

Muco-Solvent has a big sale throughout the United States, but is more popular and has been marketed heretofore more extensively among the great lumber centers of America and Canada, where it was depended upon in the treatment of colds, la grippe, influenza and throat affections. Memphis folks need no introduction to Muco-Solvent, as it has made many thousands of friends throughout the city and Memphis territory.

This preparation will be nationally advertised, copy to soon appear in the publications throughout the whole country to acquaint the people with the unusual quality of Muco-Solvent, which should be in every home, and will be marketed through the drug trade in the same successful, satisfactory manner as the five Q-ban toilet and hair preparations that are now being sold.

THE HESSIG-ELLIS DRUG CO., MEMPHIS, TENNESSEE

Loew's PRINCESS

Continuous 10 a.m. to 11 p.m.

Seats 10 Cents, Including War Tax

Today and Thursday, Holiday Attraction

Fanny Ward Fatty Arbuckle

in and in

"The Cheat" "The Sheriff"

Starting Sunday, Jan. 5, Entire Week

A temporary departure from our established policy. A final and extraordinary opportunity to see—

D. W. GRIFFITH'S WORLD'S MIGHTIEST SPECTACLE

Three Shows Sunday, Jan. 5
2:15 p.m.
5:15 p.m.
8:15 p.m.



Five Shows Daily
9:45 a.m.
12:30 noon
3:15 p.m.
6:00 p.m.
8:45 p.m.

30c Including War Tax. First Time Here at Popular Prices. Tickets Now Selling. Select Your Show. Buy Early.

Read News Scimitar Want Ads.

JAPAN DELEGATE TO PEACE COUNCIL GIVES OUT VIEWS

Baron, Reaching New York on Way to Paris, Says Japan Is Pledged to Peace and Open Door.

NEW YORK, Jan. 1.—Japan will enter the peace conference pledged to the policy of peace and the "open door" in the far East, in the maintenance of which she will welcome the co-operation of the Japanese peace commission, declared on his arrival here with fellow delegates, attaches and secretaries, on the way to France.

His country's course in her foreign relations, said the baron, who is a member of the Japanese house of peers and the advisory council of diplomatic affairs, will be such as to insure the most effective partnership with the associated powers in the work of reconstruction. Having established peace in the Orient by ousting Germany from her far eastern bases, and keeping the Pacific open to commerce, he added, Japan is fully in accord with the allies for a just and lasting world peace.

Accompanying Baron Makino on his arrival on a special train, with an official escort, provided by the state department, were Lieut.-Gen. Taketani, Nara and Vice-Admiral Isamu Takeshita, military and naval representatives. Eigo Fukui, director of the Bank of Japan, and Kikuosaburo Fukui and Matazo Kita, noted Japanese financiers, together with a party of attaches and secretaries, numbering 22.

Marquis Sakonji, senior delegate, will join the party in Paris, traveling by way of the Suez canal. Baron Chinda, ambassador to England, is the third peace envoy of ambassadorial rank. Baron Makino will go to Washington to call on Vice-President Ishihara, the Japanese ambassador, and with his party will sail Jan. 4 on the Cunard liner *Carnegie*, spending a few days in London before going to Paris.

The baron spoke enthusiastically of his trip across the continent, the first since he journeyed to San Francisco in the early seventies, on his way home after attending school in Philadelphia. At that time his father, Toshimichi

Okubo, was a member of the Iwakura mission, which visited this country and England to announce the determination of the government to pursue the policy of the "open door" in foreign intercourse. Baron Makino asserted that "everything I have seen and everything I have heard from my countrymen since I arrived on your shores has tended to indicate closer and even more sympathetic relations for the future than have prevailed in the past."

The peace commissioner expressed regret over his inability to accept a luncheon invitation of the New York chamber of commerce, representing "business men of this city with which our connections and interests are continually drawing closer."

"We will welcome in the far East closer and more intimate relations with the leaders of industry, trade and commerce, who have perhaps done more than armies or navies to win the war. The far East offers a vast field for the co-operation of the forces of reconstruction and those forces must necessarily be drawn from the ranks of the men who comprise the chambers of commerce throughout Europe, the United States, Japan and China."

For the last six months, the baron said, the disturbed conditions in Russia and Siberia, as well as the activities of army agents within it, was impossible to eliminate altogether, coupled with the disagreement between north and south, the country has caused some uneasiness, but the surrender of Germany had lifted a great load from the whole country. The commercial delegates, he said, appeared to be quite confident that the conference at Versailles would result in the establishment of improved conditions throughout the far East.

U. S. OFFICIALS REVIVE OLD OPEN HOUSE PLAN

WASHINGTON, Jan. 1.—The custom of holding "open houses" on New Year's day, largely abandoned by official Washington years ago, was revived today by Secretary of War and Mrs. Baker and Secretary of the Navy and Mrs. Daniels.

HONORED BRITISH FLYER VICTIM OF INFLUENZA

LONDON, Jan. 1.—William Reeve Robinson, one of the best known members of the royal flying corps, died last night at Harrow, following an attack of influenza.

REPORTS BEATTY AND HAIG WILL BE EARLS

LONDON, Jan. 1.—Earldoms will be conferred on Field Marshal Haig and Vice Admiral Beatty in recognition of their services during the war, according to the Mail. It is stated that Gen. Horne, Plumer, Byng, Rawlinson, Birdwood and Allenby will be elevated to the peerage.

The newspaper says that these honors probably will be accompanied by grants of money. Immediate announcement of these honors is said by the Mail to be improbable, as Field Marshal Haig prefers to remain in command of the British armies until the treaty of peace is signed and the army is reconstructed on a peace basis, a work in which he is taking a deep interest.

It is recalled that Lord Roberts received a parliamentary grant of \$500,000 and that Lord Kitchener was given \$25,000 after the South African war. These grants were in addition to titles conferred upon them.

MOOSE AND FRIENDS CELEBRATE NEW YEAR

Open house was kept by the local lodge of Moose Tuesday night at the Moose home on Court avenue, and a program was rendered which entertained the members and their friends until well after the advent of the New Year. Despite the inclemency of the weather, a large number enjoyed the program, which was rendered by an orchestra and by several speakers.

SWITZERLAND PROTESTS.

BERNE, Jan. 1.—The Swiss government has telegraphed a strong protest to the soviet government in Russia relative to the latter's action in preventing the departure of the Swiss legation staff from Russia. Switzerland declares she will hold Russia responsible for all delays and demands an immediate answer.

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Our Rates Reasonable. Remedial Loan Society, Inc. 320-323 EXCHANGE BLDG.

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Loans made on Liberty Bonds at face value, repayable small weekly or monthly payments. Loans on Diamonds, Watches, Gold, Silver, Personal Indorsement.

Our Rates Reasonable. Remedial Loan Society, Inc. 320-323 EXCHANGE BLDG.

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