

Million Dollar Co. Will Market Tanlac Throughout World

Business Has Grown from Small Beginning Six Years Ago Until Now It Is One of the Largest in the World With Big Foreign Demand

By HARRISON VAUGHN.

ATLANTA, Ga., January 17.—An announcement has just been made here of the organization of the International Proprietary, Inc., to take over the business heretofore conducted by G. F. Willis, International Distributor of Tanlac, and the Willis-McDuffie Company, Eastern Distributors, of this city.

The new company has a paid-in capital of One Million Dollars and is one of the largest proprietary medicine concerns in the world. The business of the corporation will be conducted by the present management, which owns the entire capital stock. It is understood that no part of the stock will be offered to the public.

The officers of the company are: G. F. Willis, President; P. C. McDuffie, Vice-President; J. C. Goodson, Secretary.

Mr. Willis is a prominent Atlanta business man and is a well-known figure in the drug and advertising field in both the United States and Canada. Under the direction of Mr. Willis, the founder of the business, it has attained its present position in the very front rank of the country's proprietary medicine industries.

Mr. McDuffie, who has been a big factor with Mr. Willis in building up the business in the past five years, is a leading Atlanta citizen and business man, and is widely known to the drug trade throughout the country.

The new company, which is the logical outcome of the rapid growth and expansion of the business, will market a number of internationally advertised and internationally sold proprietary and pharmaceutical products, including Tonics, Aspirin Tablets, Cold Specifics, Laxative Tablets, etc.

SALE UNPRECEDENTED.

Tanlac, their principal product, is probably the most extensively advertised and the most largely sold proprietary medicine of its kind in the world, approximately

20,000,000 bottles having been sold since its introduction six years ago.

An instance of the rapid growth and development of the business with Atlanta as principal headquarters is the statement that its products are now advertised in more than seven thousand newspapers in the United States and Canada, and that the advertising appropriation for this year will be in excess of One Million Dollars.

The success and permanency of the business is assured from the fact that it has shown a rapid and substantial increase each year since its organization, and the further fact that the business for the year just past shows an increase of approximately 80 per cent over the preceding year.

BIG FOREIGN DEMAND.

To supply the demand for Tanlac it has been necessary to erect two great modern Laboratories—one at Dayton, Ohio, and the other at Walkerville, Canada. These Laboratories represent the last word in modern construction and laboratory equipment. The two plants have a combined floor space of approximately 70,000 square feet, with a combined daily capacity of 60,000 bottles. Tanlac, which is a medicine of recognized therapeutic value and unquestioned merit, is now sold in practically every city, town and hamlet throughout the United States and Canada. In fact, it is a household word throughout America.

The new company will not only undertake the further expansion of the business in foreign countries, where there is a steadily increasing demand, but contemplate acquiring at an early date additional manufacturing facilities in this country and Canada. The company is doing an annual business of from \$7,000,000 to \$8,000,000 with an annual payroll of approximately \$250,000. The executives and sales offices occupy more than an entire floor of the Fourth National Bank Building in this city.—Adv.

VIEWS OF HUGHES ON THE LEAGUE

Sufficiently Broad to Suit
Both Factions in
the Senate

WILL NOT HAMPER
HIM AS SECRETARY

Could Consistently Ask Foreign Nations to Join New Organization for Preventing War or Suggest Modifications of Present League.

By DAVID LAWRENCE.
(Special Despatch To The Reformer.)
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WASHINGTON, Jan. 17.—The practical certainty that Charles Evans Hughes will be secretary of state in the Harding cabinet has led some members of the senate in the last few days to take a retrospective glance at the views of the former associate justice, not his views on legal or political questions, but his utterances on foreign policy, which, during the campaign had a passing value but which now will become the basis of American action, after March 4.

"It should be remembered," wrote Mr. Hughes on one occasion, "that the great protection against war for a considerable period of years will be found not in any form of words, but in the economic conditions, which are an assurance that for a considerable time at least, we shall not have recourse of world-wide war." "The danger now lies," he added, "not in the menace of force employed to further imperial designs, but in the disorder due to a break up and the removal of traditional restraints and the tendency to revolution within states. In making commitments it should be remembered that while it is highly important that at this time we should realize that it is unpracticable to promote peace and secure stable conditions we should be cautious in making promises which are to be reduced to nothing contingencies."

Some of the main points in Mr. Hughes's criticism of the present covenant of the league of nations are as follows:

(1) Omitting the guarantee in Article 10.
(2) Suitable limitation as to the field of the league's activities and action so as to leave no doubt that national concerns of states such as immigration and tariff laws are not embraced.
(3) Provision that no foreign power shall acquire by conquest, purchase or in any other way, any possessions on the American continent or the islands adjacent thereto.
(4) Provision that the settlement of purely American questions shall be permitted primarily to the American nations, and that European nations shall not intervene unless requested to do so by the American nations.

(5) Provision that no member of the league shall be constituted a mandatory without its consent and no European or Asiatic power shall be constituted a mandatory over any American people.
(6) Explicit provision that unanimous agreement or decision is required.
(7) Provision that any member of the league may withdraw at its pleasure on a specified notice.

Speaking particularly of Article 10 Mr. Hughes said he regarded the guarantee in Article ten as "a peace-maker" and he believed it to be "unnecessary and unwise" and that "there is little ground to suppose that it will prevent war on the contrary, it is likely to prove illusory and to create disappointment and a sense of injury and injustice on the part of those who are led to place confidence in it." Here is the paragraph, however, which makes it possible for Mr. Hughes to approach the Harding campaign view of the league issue and his own early inclination toward modification of the present covenant of the league: "I think that it is a fallacy to suppose that helpful cooperation in the future will be assured by an attempted compulsory rule. Rather will such cooperation depend upon the fostering of firm friendships, springing from an appreciation of a common interest, interest and purposes, and such friendships are more likely to be promoted by freedom of conference, than by the effort to create hard and fast engagements."

The foregoing is sufficiently broad to permit Mr. Hughes to decide eventually that freedom of justice without obligation or commitment can be obtained by so modifying the covenant as to leave America a free hand in everything yet permitting her to sit as a member of an organization which is already in operation; or it may permit Mr. Hughes to ask other nations in the league to join a new association which has much less specific powers than the present league and one that is not formed after the league conference.

The selection of Mr. Hughes as secretary of state is due largely to the fact that his record is general enough and his utterances broad enough to give him a free hand in taking advantage of such machinery for international cooperation as is already in existence or in the setting up of new processes fitted to the common wishes of American freedom of action, in all international affairs. One thing is sure—neither the Lodge reservationists nor the irresolvable critics claim that Mr. Hughes's words make it impossible for him to accept their point of view and there are plenty of middle-of-the-road senators who think the Hughes mind will produce a compromise. They expect him to lead the party out of the wilderness of discussion and turn the thought and ability of the senate to a solution of the acute business and economic problems of reconstruction.

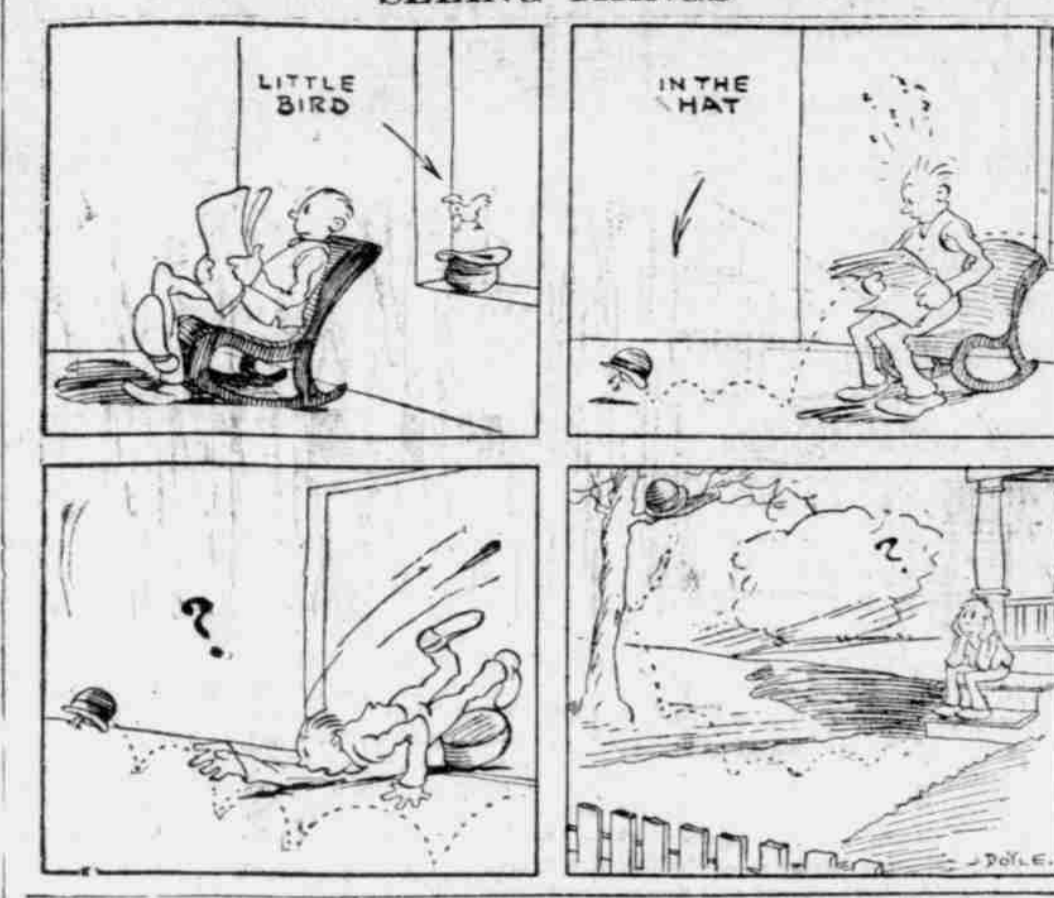
NEW ENGLAND FAIRS ASSN.

Annual Meeting to Be Held in Springfield, Mass., Next Week Monday.
SOUTHBRIDGE, Mass., Jan. 17.—Action of any other business will be held at Hotel Worthy, Springfield. The annual meeting of the New England Agricultural Fairs Association for the election of officers and for the trans-



KEMP'S BALSAM
WILL STOP THAT COUGH
GUARANTEED

SEEING THINGS



Mass., Monday, Jan. 24, at 11 o'clock a. m. After the transaction of regular business, the meeting will be addressed by Arthur W. Gilbert of Boston, commissioner of agriculture, who has accepted an invitation to be present. An invitation also has been extended to W. R. Brown of Berlin, N. H., the largest breeder and owner of Arabian horses in the United States, who will give an interesting talk on "The Importing and Breeding of the Arabian Horse."

William H. Gocher, secretary of the National Trotting Association, and J. H. Heck of New York, secretary of the state board of agriculture, and others interested in the breeding and development of the trotting horse, will be present and address the meeting.

President Hall extends an invitation to all those present to be his guests at a dinner to be given at Hotel Worthy at 10 o'clock p. m., when information will be declared and business resumed at the close of dinner. This should be one of the most important and successful meetings ever held by the association, as there are many questions to be discussed and the prospects are that the year 1921 will be the banner year for fair meetings.

ENGLAND FACES HOUSE SHORTAGE

Estimated That 1,000,000 Are Needed in the United Kingdom—Spending Big Sums to Build Them.

LONDON, Jan. 17.—It is estimated that London is short of 150,000 houses and that George Lloyd George, speaker of the house of commons, has placed the total house shortage for the whole of the United Kingdom at roughly 1,000,000. A house for rent notice board in London quickly attracts a crowd.

Housing is a department of the ministry of health, and, by legislative act, local authorities are required to submit housing schemes of their own. Proposals have been submitted, but progress has been very slow.

Perhaps the chief reason for this has been the economic factor. Houses which cost three or four times as much to build as before the war, cannot obviously be let or sold at pre-war figures. Nevertheless, according to government statistics, some 60,000 new houses were started in 1920 and the number contracted for has risen during the year from 10,408 to 133,301.

BIG REDUCTIONS IN VALUE.

Corn Yielded Farmers But \$20.93 an Acre on Basis of Dec. 1 Prices.

WASHINGTON, Jan. 17.—Corn, king of crops, produced an average of only \$20.93 an acre to farmers based on Dec. 1 farm prices, while hops produced \$486.10 an acre according to averages for the country as a whole issued by the department of agriculture. The value per acre of hops in 1919 was \$874.75, while corn's average value per acre was \$28.49. With the exception of rye, cranberries, soy beans and sorghum sirup the average value per acre last year showed heavy reductions from 1919 because of the declines in prices.

Wide variation is shown in the value per acres of the various crops, while the averages for different states show a broad range for each crop. The average farm value per acre of the important farm crops as estimated by the department of agriculture for last year and for 1919 follows:

Crop	1920	1919
Hops	\$486.10	\$874.75
Cranberries	213.37	184.93
Tobacco	128.05	206.58
Potatoes	127.51	144.58
Sweet potatoes	116.71	135.02
Sorghum sirup	97.56	90.93
Soy beans	48.42	48.74
Rye	47.75	104.75
Peanuts	38.68	65.06
Beans	31.94	59.93
Hay	27.87	32.64
Oats	25.14	60.62
Buckwheat	24.41	39.31
Grain sorghums	24.36	32.80
Winter wheat	22.83	31.33
Broom corn	21.40	29.72
Cowpeas	21.25	17.80
Clover seed	21.25	42.16
Corn	20.93	38.49
Barley	17.68	27.13
Eye	17.07	16.48
Oats	16.61	21.04
Spring wheat	14.08	20.38

Have Faith in Cross of Honey.
On the island of Rhodes the husband traces a cross in honey over the door before his new bride enters the house, and this little operation is said to guarantee their eternal happiness.

HUNTRESS-ADAMS CO.

Our Semi-Annual Clearance Sale

Which started off with a rush, will continue through the month of January.

There Are Thousands of Dollars' Worth of Merchandise to Be Sold

but as lots and selections grow smaller every day we suggest that you come early

A FEW MORE COLUMBIA RECORDS TO BE CLOSED OUT AT 69¢

How to Choose Your Drug Store

Select your drug store with the care that you select your doctor.

Choose that drug store that puts every transaction between itself and its customers on a SERVICE basis.

Trade at the drug store that pays more attention to making a CUSTOMER than to making a sale.

Trade at the drug store where you can be SURE that you are getting the most and the BEST for your money.

Trade at the drug store where you can "feel at home."

Where you can feel at liberty to make use of all the resources a REAL drug store PECULIARLY has for your help, convenience and accommodations.

It is this kind of a drug store that we take pride in running.

The relations between a druggist and his customers are akin to those between a doctor and his patients. The moment a druggist forgets this fact he ceases to be a real druggist.

We want you to make use of all the advantages our Service holds out to you.

We are always ready to refund your money without question or quibble on any purchase you may make here that is not perfectly satisfactory to you in every respect.

Brattleboro Drug Co.

The Prescription Store

'Phone 560 104 Main Street

CONCERT AND DANCE FESTIVAL HALL

FERDINANDO'S

MARINE ORCHESTRA

Wednesday, January 19

Auspices of Business & Professional Women's Club

Concert 8 to 9 Dancing 9 to 1

The Rutember Range

The Domanco Iron

The Star Dish Washer

will hold a complete set of dishes with the accompanying glass and silver.

It washes, rinses and dries without moving a dish. The most delicate china cannot be broken in this type of washer.

HORTON D. WALKER

The Torrington Sweeper

The A. B. C. Washer

Every one a good one

These are arctics you can depend on—"Ball-Band" Arctics with the Red Ball Trade Mark. Well-made, easy-fitting, long-wearing and comfortable. Every man needs a pair of good arctics.

"BALL BAND"

The "Ball-Band" special vacuum process by which the rubber is forced into the fabric gives the additional endurance for which "Ball-Band" Rubber Footwear is famous. Make your choice of styles.

Dunham Brothers Co.

For Quick Results Try The Reformer

CADILLAC

BE where he may, or go where he will, the Cadillac owner is the object of constant envy, because he is immune even from apprehension of things that would mar his enjoyment.

On Exhibition in Corner Store of Barber Building This Week

Mohawk Cadillac Company
Greenfield, Mass.